

HIRE and RENTAL **Industry Quarterly**

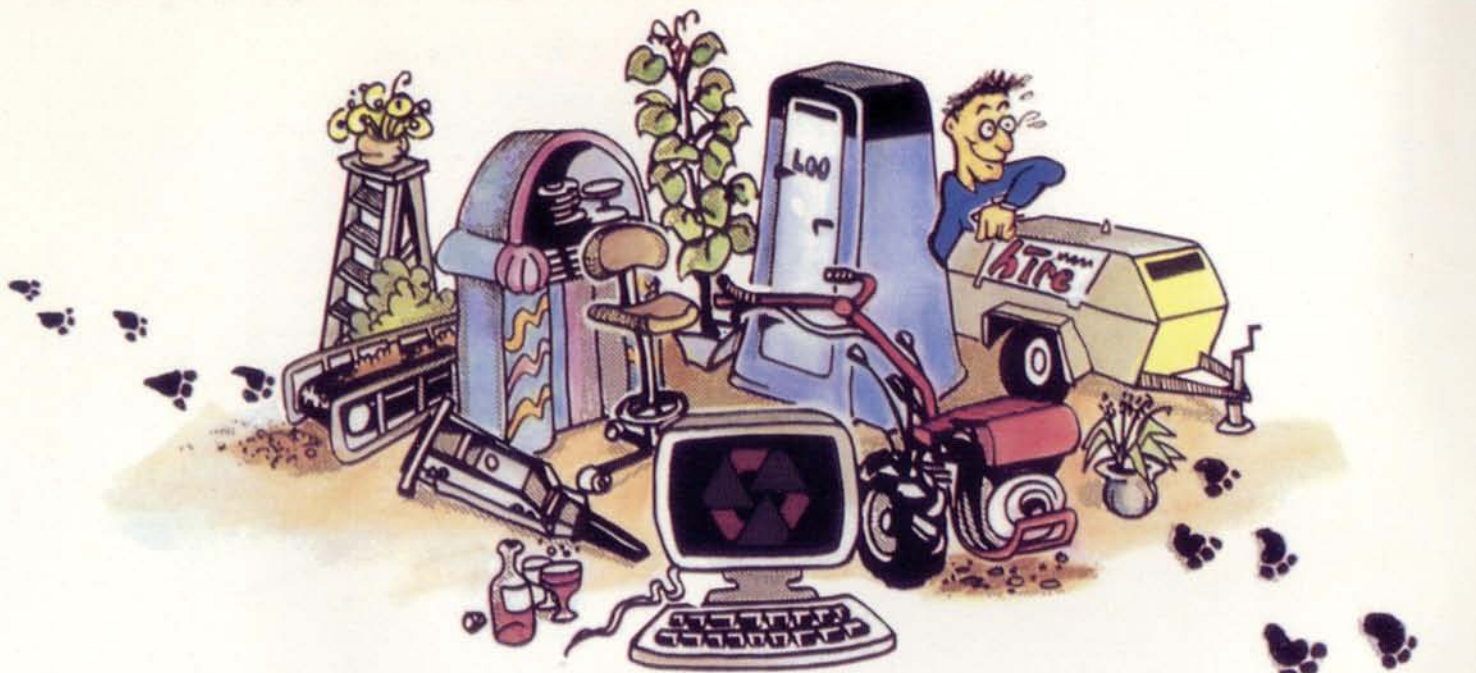
OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA AND NEW ZEALAND

APRIL 1993



**WORLDS CONGRESS CENTRE
MELBOURNE**

Venue of
22nd. HIRE CONVENTION PAGE 6



MAKING

TRACS

THE COMPLETE HIRE SYSTEM



TRILOGY
BUSINESS
SYSTEMS

NSW BRUCE DAVIES (02) 330 0444 **QLD** HAROLD HORSFALL (07) 371 6311 **VIC** ALAN CLAYTON (03) 690 4000
SA BRUCE DAVIES (02) 330 0444 **WA** RICHARD HOLLENBERG (018) 916 949 **ACT** KEITH RITCHIE (06) 239 1650



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Willetton W.A. 6155

PRESIDENT'S REPORT



MIKE WILTON PRESIDENT

I take pleasure in submitting my report for 1992. It was arguably one of the most difficult years in our industry's history, yet the Association made meaningful progress with some notable achievements.

Of major importance was the finalising and distribution of the Association Safety Manual. This comprehensive document has been well received and will be the subject of a regular updating service and the publication of an abridged version for use as a hire company Safety Policy. This is another example of our Association providing valuable industry-specific service to its membership.

The 1992 Convention was a real success for both registrants and exhibitors and the Queensland Region is to be congratulated on the organisation of this smooth-running event. The 1993 Convention "Living with Change" - is to be held in Melbourne and is the first to be held under guidelines developed by a sub-committee and adopted by all States as a model for future conventions. The object has been to promote continuity, purpose and value in our conventions, rather than the adhoc planning that has given us both excellent and mundane events over the years.

Our magazine continues to be an excellent publication addressed, as has always been its purpose, solely at the issues and for the information of hirers of equipment. To that end, a suggested rental rate listing is now printed in each edition, which will regularly be updated with changes in conditions and costs. Naturally, this is an Association service and is not intended for circulation beyond our industry.

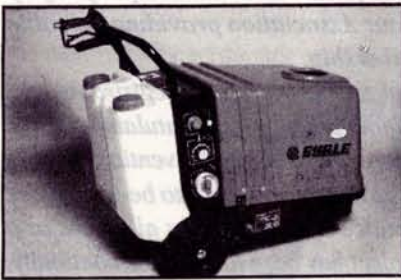
I initiated the current proposal to amalgamate the E.W.P.A. division of the Hire and Rental Association of Australia, recognising the importance of the industry having one voice, the synergy of the two organisations and the strengthening of the Hire and Rental Association of Australia as an umbrella Association. I commend the proposal to you strongly and trust the successful completion of the process will mark the completion of my presidential year.

Our notable issues during the year were submissions made on behalf of our industry on the Draft National Health and Safety Standard for Plant and detailed lobbying on our behalf on proposed Sales Tax Legislation by Coopers and Lybrand. The proposal to form a Tasmanian Division has unfortunately not been completed at this time, but genuine interest in the State should ensure its ultimate success.

1992 has been a challenging, but rewarding year. I thank all officers, the Executive and Members for their support and look forward to a continued expansion of the Association's influence and services in 1993.

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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Included in this edition of the Hire & Rental Association Quarterly

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TYPESET AND LAYOUT

Publishing for the 90s
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Rose Bay, NSW 2029

Annual General Meeting

Once again the AGM & Principal's Seminar was held at the Parkroyal Parramatta which continues to provide the Hire Association with excellent service as well as fine food.

The chosen speakers this year were of a very high standard and provided members with quality information and good entertainment with our after dinner speaker, Mr Paul Lyneham from the ABC TV's 7.30 Report, who was extremely entertaining.

The Annual General Meeting was held following the seminars and was attended by approximately 55 members. The following members were elected to the 1993 Committee:



Maurie Abbott—Construction Rentals (Vice President) (Left) and Roger Bamforth—Hire & Rental Insurance Brokers (Part Sponsor of AGM Dinner)

President

Mr Stephen Donnelley
National Hire

Vice President

Mr Maurie Abbott
Construction Rentals

Treasurer

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Hills Party Hire

Secretary

Mrs Jenny Lohri
Hire & Rental Association

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On-Site Rentals

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Camden Hire

Mr Andrew Kennard
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Mr Stan Macey
Meghaven Hire

Mr Lawrence Lockart
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Mr Garry Silburn
Tri-Hire (Aust) Pty Ltd

Mr Barry Newton
Conveyor & Hoist Rentals

Mr Ian McPhail
Eastern Portable Buildings

Mr Rob Christie
Christie's Hire Service

Mr Ken Nixon
F K Plant Hire

Mr Allan Forbes
Coates Hire

Mr Peter Hinde
Go Hire

Committee Meeting Dates 1993

- 3) Tuesday 8th June - Auburn Business Club - 1.00pm
- 4) Tuesday 3rd August - Auburn Business Club - 1.00pm
- 5) Tuesday 12th October - Auburn Business Club - 1.00pm
- 6) Tuesday 7th December - Auburn Business Club - 1.00pm

Other Planned Events

Country Meetings:

5th, 12th, 19th & 26th May - 6th, 13th, 20th & 27th October

Hire Convention & Equipment Exhibition:
7th - 10th September, World Congress Centre, Melbourne

Events such as "Away Meetings, Training Seminars, Supplier Workshops" will be advised as and when they are organised throughout the year.

Order Forms:

Included in this edition of the Hire & Rental

Industry Quarterly are order forms for Stickers, Instruction Sheets (these comprise the Instruction Manual) & Safety Check Tags.

If you would like to order any of these please forward your order to Jenny at the NSW office.

ELECTRICAL TESTING The Hire Association (NSW Region continues to organize the course at Granville TAFE "Appliance Testing Short Course"

If you are interested in doing the course please contact me any time to make arrangements. Cost \$85 per person.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

Contact:		DATE
Company:		
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		

Committee Meeting Dates 1993

Once again the AG...
 pal's Seminar was...
 Parkroyal Parramatta...
 uses to provide the...
 with excellent service as well as fine food.

"Living with change"

22nd INTERNATIONAL HIRE CONVENTION & EXHIBITION

The Annual General Meeting...
 will be held at the...
 If you are interested in doing the course please contact me any time to make arrangements. Cost 285 per person.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

WORLD CONGRESS CENTRE MELBOURNE

7 TO 9 SEPTEMBER 1993

Mr Gordon Esdaile Prestige Partials	Mr Garry Silburn Trenton Pty Ltd	Mr Bob Christie Christie's Hire Service	Mr Allan Forbes Cash Hire	Camden Hire	Mr Lawrence Part's Hire Pty Ltd	Mr Ian McPherson Eastern Partials	Contact: Company: Address: Phone:
DATE	Mr Andrew Kennard Kennards Hire						

22nd. International Hire Convention & Exhibition

World Congress Centre Melbourne

Programme

TUESDAY 7 SEPTEMBER

9.00am - 11.00am

REGISTRATION

11.00am - 12.00noon

OPENING SESSION

AN ECONOMIC OVERVIEW

THE IMPACT ON THE HIRE AND RENTAL INDUSTRY

Speaker: **Phillip K. Ruthven**

12.00 noon - 1.15pm

LUNCH

1.30 pm - 5.00 pm

YARD TOURS

1) General Hire Equipment

2) Event Equipment

7.00 pm - 11.00 pm

Conference Dinner

Venue: The MCG, home of "The Aussie Rules"

WEDNESDAY 8 SEPTEMBER

9.00am - 10.00am

CHANGES IN INDUSTRIAL RELATIONS AND THE
IMPACT ON THE RENTAL INDUSTRY

Speaker: A representative from the Victorian Employees
Chamber of Commerce and Industry (VECCI)

10.00am - 10.30am

MORNING TEA

10.30am - 11.30am

INSURANCE AND FINANCE OPTIONS FOR THE
RENTAL INDUSTRY

Speakers: **David Wyner** - Insurance
Graham Stammers - Finance

11.30am - 12.15pm

FUTURE CHANGE IN THE EVENT INDUSTRY

Speaker: **John Kroeger**

12.15pm - 1.00pm

MARKETING WITHIN THE RENTAL INDUSTRY

A panel discussion between members of the industry fol-
lowed by an open forum on aspects of marketing in today's
environment.

WEDNESDAY 8 SEPTEMBER (Cont.)

1.00pm - 2.00pm EXHIBITION OPENING AND LUNCH

2.00pm - 5.00pm EXHIBITION

5.00pm - 10.00pm EXHIBITION TRADE VISITS

Open to delegates and trade personnel

THURSDAY 9 SEPTEMBER

8.30am - 9.30am CONCURRENT WORKSHOPS

(1) Training
(2) Safety
(3) Party Hire

9.30am - 1.00pm EXHIBITION

1.00pm - 3.00pm LUNCH

Speakers: **Jim Brown**
Chief Executive Officer
Coates Hire

Carl Hoerman
President
American Rental Association

3.00pm Close of Conference

FACT SHEET

Dates: September 7 - 9, 1993	Hire Expo
Venue: World Congress Centre, Melbourne	Convention & Exhibition Secretariat, PO Box 29, Parkville Vic 3052
Accommodation: Centra Hotel, Melbourne	Telephone: (03) 387 9955
Conference Rate: \$130.00 per room	Facsimile: (03) 387 3120
Exhibition: You Yangs, World Congress Centre	Please send a copy of the Hire & Rental Conference/ Registration Brochure Exhibition Brochure
Important Dates:	
Distribution Exhibition Brochure: April, 1993	Name:
Distribution Registration Brochure: May, 1993	Address:
	Postcode
To ensure receipt of the above information, please complete and return to the Conference Secretariat: (Please indicate type of brochure required)	

CENTRA

MELBOURNE

O N T H E Y A R R A

Your Convention Accommodation

Centra hotels operate in Australia and New Zealand, offering quality accommodation, a comprehensive range of services and value for money tariffs.

In Melbourne the Centra Melbourne Hotel, situated on the Yarra River, is fully integrated with the World Congress Centre. This adds up to one of Melbourne's finest facilities offering top flight business accommodation alongside state of the art meeting facilities. All under the same roof with the same short walk to Melbourne's Central business district, shops, restaurants and entertainment centres.

We understand the business environment and have created an atmosphere where you can relax in quiet comfort and concentrate on business. You may choose to meet your clients in our informal business lounge area or take advantage of the superb Melbourne views from our special corporate meeting rooms. If you wish to use your own room as an office or rendezvous point we can provide a PC, fax, secretarial services or any assistance to ensure your visit is a success.

At the Centra Melbourne we provide the comforts of your home away from home. Each of our 384 rooms enjoy a marvellous scenic vista and all facilities one should expect from a

business class hotel. Even the little things are remembered....your own full size iron, ironing board and hairdryer.

Whether for business or pleasure our dining and bar facilities are an excellent introduction to Melbourne's reputation as Australia's restaurant and fine food capital. Our Anchors Brasserie & Bar is an easy living riverside meeting place to settle and enjoy our cosmopolitan cuisine in a relaxed atmosphere. In the Upper Deck Bar we will indulge you with comfort and service while patrons at the Main Deck Bar gather to enjoy the pleasures of mateship characteristic of the traditional Australian hospitality.

Our swimming pool is heated and brings the ambience of a special vacation to your working schedule. Holiday-makers can thoroughly enjoy their complete break at the Centra Melbourne.

The Centra Melbourne On The Yarra. Melbourne's first riverside hotel. Located at the picturesque southwestern gateway to the city, the transport access to your hotel is efficient and varied. Trams, trains and cabs provide regular service and river launch facilities are at your doorstep. If you are travelling by car our location allows excellent freedom of transit to freeways and strategic routes. Ample car parking is always available.

SPECIAL RATES FOR CONVENTION VISITORS.

Cnr. Flinders & Spencer Streets P.O. Box 417, The World Trade Centre, Melbourne, Victoria, 3005, Australia
Telephone: (03) 629 5111 Facsimile: (03) 629 5624 Toll Free Reservations: 008 335 590

Hire and Rental Insurance Brokerage Ltd harnesses industry strength to deliver a better insurance deal to EVERY Hireman

HA

HIRE
AND
RENTAL
INSURANCE
BROKERAGE
Ltd

Incorporated in Victoria

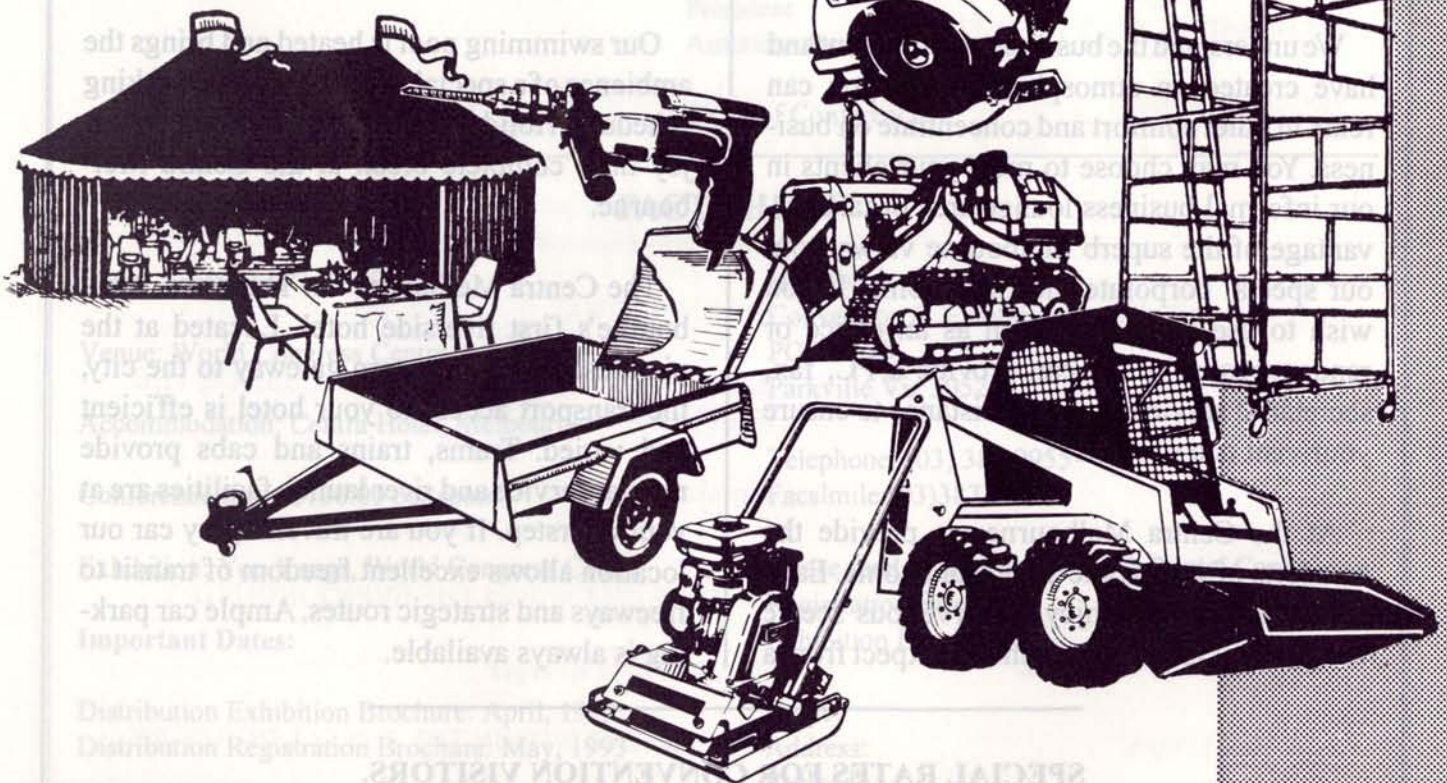
Harib understands your requirements and provides an industry cover that will ensure a high level of protection - and at the same time save you valuable premium \$'s.

AVAILABLE COVER INCLUDES -

- FIRE • CONSEQUENTIAL LOSS • BURGLARY • THEFT BY HIRER
- GLASS • MONEY • SPECIAL RISKS (including Accidental Damage)
- PUBLIC LIABILITY • DOMESTIC • MOTOR VEHICLE
- DISABILITY • LIFE INSURANCE • SUPERANNUATION

OTHER SERVICES-

- PREMIUM FINANCE
- CREDIT CARD PAYMENTS
- FINANCE BROKING



Where you can find us:

Melbourne (03) 483 6300
Wangaratta (057) 21 7688
Warragul (056) 23 5744
Brisbane (07) 371 1988

Cairns (070) 31 3150
Adelaide (08) 373 1650
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Sydney (02) 601 5333
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Dubbo (068) 84 3103
Merimbula (064) 95 1544
Cooma (064) 52 4111
Launceston (003) 31 3055
Hobart (002) 31 1288

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

New rotary floor sander for hire

KENNARDS Hire has added a new rotary floor sander to its extensive range of tools and equipment.

The machine looks like a floor polisher, but instead of having a polishing pad it has one made of nylon mesh, impregnated with a fine abrasive.

Kennards says the rotary sander can be used on new timber floors, as well as on previously polished timber floors and cork and parquet surfaces.

New floors are sanded first with a drum sander, and the rotary machine is then used to finish the job off.

On old timber, cork and parquet floors, only the rotary sander is needed.

The rotary sander takes a very thin layer off the top, removing scratch marks and giving surfaces an extra fine finish.



Nick Crisci, of Twin sander from Kennards estate near Liverpool Brothers Floor Polishing, used a rotary Hire on a house in the Wattle Grove in Sydney.

The estate consists of homes, previously occupied by Army families, which are being extensively renovated as affordable housing, particularly for first home buyers.

Nick said the floors on the house were top-quality hardwood, and the rotary sander had given them a new lease of life.

The machine was particularly good in narrow hallways, where a drum sander could only be used in one direction, Nick said.

Kennards other flooring equipment includes drum sanders, edgers, wet and dry vacuum cleaners, polishers and strippers for removing vinyl tiles and glued down carpet.

Yanmar 3 Tonne Super Swing Excavator

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

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

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

The Yanmar B3 comes standard with a dozer blade and steel canopy, with optional steel or rubber tracks that can be interchanged within 2 hours. The machine has a lockable fuel cap and engine bonnet and the standard toolless "Control Pattern change over mechanism" to allow for control pattern changes to suit individual operators. A free technical specification sheet on the Yanmar B3 Super Swing Excavator is available from: TUTTS, 2 South Street, Rydalmere NSW 2116, Phone: (02) 684 4400 Fax: (02) 684 1501.

Specifications on the Yanmar B3 are as follows:

Operating Weight	2900Kg
Bucket Capacity	.07M3
Digging depth	2.85 metres
Dump Height	3.57 metres
Minimum Turning Radius	.77 metre
Boom Offset	left 66°/ right 47°
Maximum Bucket digging	2050Kg
Travel Speed	2.2 Km/h
Gradeability	30°
Ground contact pressure	.277
Noise level at the operators ear	78 dba
Fuel Tank Capacity	36 litres
Machine length	3.76 metres
Width	1.74 metres
Height	2.39 metres



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
DIESEL			
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
PORTABLE			
AIR COMPRESSOR	2.5 CFM	24.00	70.00
AIR COMPRESSOR	8-10 CFM	44.00	155.00
AIR TOOLS & ACCESSORIES			
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
AUTOMOTIVE TOOLS			
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 ln	127.00	470.00
CUT QUICK & DIA. BLADE	14 ln	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
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GRINDERS

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	24 x 18	26.00	80.00
	36 x 24		

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	AV 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	JN 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	7.5 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	18 In	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
PUMPS			
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
VANS			
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 Warner	\$ 7.50
Water Cooler	\$14.50
Air Conditioner	\$20.00
Strip Heater	\$ 3.00
Zip Heater	\$20.00
Exhaust Fans	\$ 4.00
Filling 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

**Proven pro-quality equipment you can rely on
...and it's customer preferred!**



Great products, great service and business integrity has seen us grow and thrive in a highly competitive market for decades.

Our products' performance, and customer preference for our products, is well proven. Reliability, ease of use and a great range bring customers back again and again.

Build your business on a better product range - one that's proven and already "customer preferred" - ours!

Allpower Industries Australia Limited

319 Middleborough Rd., Box Hill 3128 Australia
Telephone (03)890 3344. Fax (03)890 4249

IBA 1666

American Company seeks Australian and New Zealand Distributor

AMERIC CORPORATION is looking for distributors in both Australia and New Zealand to introduce their new VAF-3000 VANE AXIAL FAN (details below) to local markets. Interested Parties contact: **Tony Calcopietro or David Sobel**, Phone 0015 1 (708)-364-4646, Fax 0015 1 (708)-364-4695

VENTILATING FAN



MODEL VAF-3000

POWERFUL...1 HP, 2300 CFM
LIGHTWEIGHT...32.5 lbs.
DURABLE...High Impact Polyethylene. Dual Wall construction, weather resistant
STACKABLE...Interlocking ribs maximize storage space

SPECIFICATIONS:
 230/240 Volts/50Hz
 1 HP motor (.8Kw)
 7.1 Amps
 3425 rpm
 2300 ACFM
 3" Max. Static Pressure
 12" Ducting
 17"L x 14"W x 21"H



AMERIC CORPORATION
 925 Estes Ave.
 Elk Grove, IL 60007
 Ph (708) 364-4646
 Fax (708) 364-4695

AMERIC CORPORATION has designed a 12" Fan that can be used for both positive and negative airflow. This VANE AXIAL FAN, Model VAF-3000, was designed to be durable, powerful, stackable, portable and lightweight.

DURABLE:

The VAF-3000 is constructed with a dual wall Polyethylene Plastic Shell which protects the interior fan chamber from any accidental external damage.

POWERFUL:

Using a 1 H.P. Motor, the VAF-3000 generates a powerful 2300 CFM at the fan lip. With this kind of power, up to 100 feet of duct can be attached to the 12" Fan.

STACKABLE:

In order to maximise storage space, the VAF-3000 is constructed with interlocking ribs, enabling them to be stacked vertically.

PORTABLE AND LIGHTWEIGHT:

With the built in handle, the VAF-3000 is extremely easy to maneuver at a light weight of only 32.5 LBS.

ACTOR IS GEN-PUMP

A unique new product that is revolutionary in concept and design has been released by Pacific Pumps. Called the Actor 30, it is a diesel powered combination generator pump set.

The pump end consists of a Pacific 1.5" x 1.5" heavy duty self priming centrifugal pump mounted on heavy duty cast iron pedestal. The pump is driven through an electro magnetic clutch with a remote on/off switch on 4 metre cable.

The generator is in turn in line with the electro magnetic clutch and offers a complete control panel consisting of AC volt metre, main switch control, 15 amp, 240 volt x 2 A.C. output terminals and 8.3 amp, 12 volt fuse.

The Actor 30 can act as both pump or genset and is ideal for remote sites where both water and power is required.

It comes on a rugged base with anti-roll frame, waterproof canopy and is powered by a 8 h.p. diesel engine. The genset is 3 KVA, of the brushless self exciting single phase 2 pole design, whilst the pump is capable of a head with maximum of 34 metres and 300 litres per minute flow.

This unique combination makes the Pacific Actor 30 ideal for government applications as a standby unit. To civil defence and defence forces as well as to small contractors looking for a versatile generator/pump combination.

Further information on the Actor 30 is available from Pacific Pump Company, branches in all states.

Further information on this press release is available by contacting Mr Marten Wynd, Pacific Pump Company, 2 South Street, Rydalmere NSW 2116. PH: (02) 638 5600, FAX: (02) 684 2184



GIVE YOUR NEXT COMPACTION JOB A GOOD THUMPING!

A lot of people, are kidding themselves about tamping rammer machines.

The fact is, when you get down to real power, performance and reliability, Mikasa's "Thumper" flattens the competition at every level.

The new Mikasa delivers up to 20% more impact energy to where it counts, yet minimises wear and tear on the whole machine. That means a better, faster job. It also means less downtime for maintenance and a longer working life for your investment.

So whether you're a contractor, or plant hire operator, get the best tamping rammer working for you.

Specification Comparison

		WEIGHT KG	IMPACT BLOW/JOULE
• Mikasa	MT70V	72	199
• Wacker	BS65Y	73	160
• Mikasa	MT50V	54	125
• Wacker	BS60Y	60	65
• Wacker	BS62Y	69	83
• Mikasa	MTR80R	81	120
• Mikasa	MTR60S	62	77
• Wacker	BS45Y	50	48

GIVE IT A "THUMP" WITH

Mikasa®

HEAD OFFICE: Mole Engineering Pty Ltd. GIRRAWEEEN Ph (02) 688 8011 Fax (02) 896 1488

QUEENSLAND: BRISBANE Ph (07) 277 5744 Fax (07) 277 9225 • TOWNSVILLE (077) 74 5699 Fax (077) 74 6253

VICTORIA: CAMPBELLFIELD Ph (03) 305 4191 Fax (03) 305 3838

TASMANIA: NORTH HOBART Ph (002) 34 6258 Fax (002) 31 1321 SOUTH AUST.: DRY CREEK Ph (08) 260 3277 Fax (08) 260 6377

WESTERN AUST.: WELSHPOOL Ph (09) 350 5410 Fax (09) 350 6530 • KALGOORLIE Ph (090) 21 3000 Fax (090) 91 3096

Clean-up campaign hits the road

The fourth national Clean-Up Australia campaign went "on the road" this year thanks to the help of a major hire company.

Kennards Hire donated a two-tonne covered van to the campaign for four months.

The "rubbish truck" toured country NSW, helping local communities to clean up problem roadside areas. It also visited schools as part of an education program.

Chairman and founder of Clean Up Australia, Ian Kiernan, said the roadside was the focus of this year's campaign.

"We wanted to target the problem of people throwing litter from cars and leaving unwanted and food and beverage containers by the roadside.

"At first we could not find anyone who would provide a 'rubbish truck.'

"Then I asked Andy Kennard, a very practical person, and he said 'Yes' immediately."

Kennards Hire also made available a fleet of 30 mini tiptrucks for use on the main clean-up day, March 7.

Community groups were invited to contact their local Kennards Hire centre to make arrangements.

"These little tippers are ideal because they can get into confined areas, they're easy to handle, and can be driven by anyone with a normal car licence," Mr Kennard said.

Mr Kennard said Clean-Up Australia Day was a wonderful concept, but litter was not just a once-a-year problem.

"There is plenty of scope for small community clean-ups throughout the year, and Kennards is always prepared to help with worthwhile projects," he added.



Clean Up Australia founder, Ian Kiernan (left) with Andrew Kennard.

New ditch witch trencher from Mole

The new Ditch Witch Model 1020 is the latest walk alone trencher in the 10hp range. The Model 1020 is a compact machine that is easy to operate, productive, reliable and easy to maintain.

The 1020 has a mechanical powered digging chain and hydraulic ground drive, ideal for small pipe and irrigation pipe installations, trench depth is up to 30 inch depth and width range of 3.25 inches to maximum 6 inches wide.

If you require a heavier duty model with trenching depth up to a maximum of 48 inches with width ranging from 3.25 to 8 inches, the Ditch Witch Model 1620 is your choice. This unit has a 16hp engine, either petrol or diesel, features colour coded controls which are all within easy reach of the operator, the 1620 is highly manoeuvrable and can go through a 36 inch wide gate.

For a small, very versatile ride-on machine, the Ditch Witch Model 3500 is your best choice, in addition to having trenching capabilities of maximum depth of 63 inches and width range of 6 to 12 inches at the rear, the unit can be fitted with a front mounted backhoe, has a 4-way or optional 6-way backfill blade which is 64 inches wide and also available is a front fitted loader bucket.

The latest introduction from Ditch Witch is the Model 400SX, a 40hp class articulated, steer vibratory plow. This pedestrian unit can install power, communications cables and plastic pipe to cover depths of 12, 18 or 24 inches. A front mounted trencher attachment with auger and hydraulic boring attachment are available as optional extras.

For under road boring application, the new range of Ditch Witch Pierce Airrow pneumatic piercing tools are your best selection. These range from 2.5 inches to 5.5 inches diameter and can be supplied with the Pierce Airrow quick reverse mechanism. These units can bore up to 100 feet or more, dependant on ground conditions, are easy to set up, simple to use, have replaceable heads and can be supplied with a transmitter housing assembly, transmitter and remote Subsite receiver for tracing exact location and depth of tool.

All enquiries to:
Mole Engineering Pty Ltd
14 Amax Avenue, Girraween, NSW 2145
Tel: (02) 688-8011, Fax: (02) 896-1488

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twice as long. Fill out this coupon or ring our product advisory service on call free 008 033 558 and we'll let you know how Bartran hydraulic oils can help you stay up. And running.



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Postcode _____ Telephone _____

Title _____ Company _____

Our field of business is: _____

Approx. litreage of hydraulic oil used per annum: _____

What brand of hydraulic oil do you normally use? _____

Big "ROLL" in new Housing Project

A hired ride-on, tandem roller made quick work of compacting 60 tonnes of road base for the drive ways of a new housing development in Sydney.

Winning Design Pty Ltd hired the Bitelli DTV 18 vibratory roller from Kennards Hire for the work in the northern suburb of Epping.

The development reflects what is happening all over Sydney as a result of new planning laws - seven, high quality, detached town houses were built on two blocks of land previously occupied by two single houses.

Winning Design foreman, Jim Wells, said the road base was spread and compacted, ready for concreting, in eight hours.

Hiring the tandem roller and having one of his men operate it had proved economical in time and money, he added.

Kennards Hire has a fleet of DTV 18 and DTV25 vibratory, tandem rollers at central, quick-response hire centres in Sydney and Brisbane.

They can be delivered quickly and at short notice to builders and other contractors anywhere in or close to either city.

The DTV 18 has an electrically controlled vibration system which can operate both drums where needed, or just the rear drum.

Each drum weighs 870kg, providing a total operating weight of 1.74 tonnes. It exerts a centrifugal force of 1.8 tonnes per drum.

The larger DTV25 roller, which operates with both drums vibrating, weighs 2,500kg, and provides a centrifugal force of 2,650kg per drum.

The larger machine has a width of 110cm (42in), compared with 85cm (33in) for the smaller DTV18.

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



Super Mini Excavators

YANMAR CONSTRUCTION EQUIPMENT COMPANY of Osaka, Japan has announced the release of three Super Mini Excavators to the Australian Market which have an operating weight of between 350kg and 740kg.

First, at the very bottom of the range, there is the B03, a walk-behind model powered by a gasoline YANMAR GA/120RDZB. It has a total weight of just 350kg a width of barely 600mm and its tracks are only 950mm long. Easy to

load even in the most cramped of trucks, it turns 67.50 to both left and right and has a boom swing of 70°. It is highly maneuverable, stable, and quiet too.

Higher up the range, there are also two ride-on types, the B05 powered by the L70ADEB Diesel and the B08 equipped with a TN Series Diesel Engine. The B08, the top of the range, still only weighs 780kg, with a width of just 900mm and a tread length of 1230mm. It digs through, to a depth of 1,550mm, or down from a height of 2,770mm, and can dump at a height of 1,980mm. The axles are also adjustable for operation on steps.

These models were developed for special applications in Japan and since their introduction in 1990, now account for 20% of sales of Mini Excavators.

In Australia they are expected to be of use to Plumbing Contractors, Market Gardeners, Hire Companies and Municipal Authorities.

Pictured is a Yanmar B08 with Canopy prior to delivery to Telecom Australia in Melbourne.



For more technical information please contact:

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Telephone (02) 684 4400 Fax (02) 684 1501



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195 WAIRAU ROAD
GLENFIELD AUCKLAND 10

PHONE: (09) 443 2436 — FAX: (09) 443 2435

Motor firm accelerates with portable offices

A vehicle modification business has “moved in to top gear” with the help of a portable office building, hired from Prestige Portables.

Holden Special Vehicles has a large workshop in Sydney, where it takes standard Holdens and gives them performance-enhanced engines, modified suspensions, larger wheels and other changes.

Business is booming, according to manager, David Piva, who runs operations from a 6m X 3m portable building set up inside the workshop.

“The portable building is divided into two offices,” said David. “It’s a simple building, but bright, clean, aesthetically pleasing and economical to hire.

“Importantly for us, it has flexibility. We are looking at expanding, so, if need be, we can pack up and move everything overnight.”

David said not all portable buildings were the same. “We had one sent out by another company, but it was atrocious, so we sent it back,” he said.

Prestige Portables can supply standard, “mobile” portable buildings like the one used by HSV within 24 hours. Made-to-order buildings or complexes can be supplied within 10 days of agreement on design.

Coca Cola, CIG, Toyota, Master Foods, Bayer, ICI and

AGL are among companies who have hired from Prestige Portables.

Prestige Portables has hire centres in Sydney, Newcastle, Brisbane and on the Gold Coast.

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



Holden Special Vehicles has a portable office building set up inside its Sydney workshop.

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DIMENSIONS:

HEIGHT (HORIZONTAL)	800mm
LENGTH	1981mm
WIDTH	953mm
UNLADEN WEIGHT	160kgs

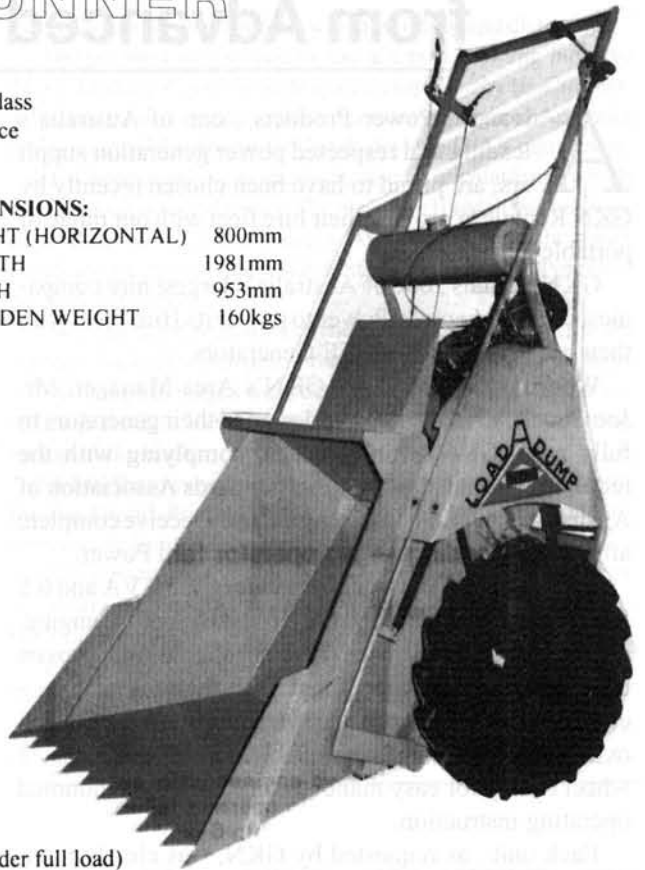
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- Golf Courses
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Training for Elevated Work Platform Operators

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 onsite if required.

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

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

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

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

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

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

GKN - Generators - from Advanced Power Products

Advanced Power Products, one of Australia's leading and respected power generation suppliers, are proud to have been chosen recently by GKN Rentals to provide their hire fleet with our range of portable generators.

GKN Rentals, one of Australia's largest hire companies, chose Advanced Power to power its Hire Fleet with their portable HIRE-MATE Generators.

Working together with GKN's Area Manager, Mr. Joe Gauci, Advanced Power designed their generators to fully meet GKN's hiring needs, complying with the requirements laid down by the Standards Association of Australia (SAA) and, most importantly receive complete after sales service back up from Advanced Power.

The GKN HIRE-MATE generators, 2.2 KVA and 6.5 KVA were powered by the HONDA petrol engine, coupled to an Advanced Power reliable and proven brushless alternator and fitted with features such as - earth leakage circuit breaker, weatherproof outlets, roll over protection frame, removable centre lifting eye, 2 wheel trolley for easy manoeuvring, and a set mounted operating instruction.

Each unit, as requested by GKN, was clearly numbered with GKN's plant number, providing GKN easy

access to the performance and monitoring of each unit, and every alternator was painted GKN yellow.

On completion the generators were delivered to GKN's Girraween branch and each one was run and load tested to GKN's satisfaction.

Advanced Power's expertise and reputation for designing and building Power Generating Systems from 2 to 2000 KVA has proven that ESE latest portable generators proudly supplied to GKN, other Hire and their customers, have gained acceptance companies, with users throughout Australia.

The design of these units has also satisfied specific needs requested by Government Department, SRA, Water Board, Local Councils, Schools and Colleges, and the State Emergency Service.

The design of these units has also satisfied specific needs requested by Government Department, SRA, Water Board, Local Councils, Schools and Colleges, and the State Emergency Service.

For further information please contact :

Advanced Power Products Pty.Ltd.

33 Shepherd Street,

Liverpool NSW 2170

Phone (02) 600 6555

Fax (02) 821 1936



Sponsors on a "HIGH" at Grand Prix

An idea borrowed from the building industry helped "get the message across" at the Fosters' Australian 500cc Motorcycle Grand Prix at Sydney's Eastern Creek.

The Grand Prix, held on the last weekend in March, was seen by a huge international TV audience.

Signs Incorporated faced a challenge in setting up the trackside advertising signs for the principal sponsors, Fosters, Rothmans and Marlboro.

"The signs were very big - 10 metres to 23 metres in Length," said Terry Slattery, managing director of Signs Incorporated.

"We needed a sign behind each camera shot, but this is difficult at Eastern Creek because it is very hilly.

"Signs placed at ground level would not have shown up in most camera angles, so we had to set them up off the ground,

but without using scaffolding which is untidy and distracting."

The problem was solved by using a new building industry MastClimbing Work Platform system, supplied by Hi-Climber, a Sydney based company which operates throughout Australia and is national distributor for Dutch-designed HEK equipment.

Hi-Climber units consist of motorised work platforms which run up and down steel masts. The masts are fixed in various way depending on the circumstances. At Eastern Creek, the masts stood on one-metre square static bases, and were held in place by steel outriggers.

"We raised the platforms to the exact height needed for the cameras, locked them in position and left them," said Mr Slattery.

"Although the signs were between 6 metres and 7.5 metres off the ground, to TV viewers they looked like they were sitting on top of the track.

"A Marlboro executive from overseas, who was in Australia for the Grand Prix, told me he had just been speaking to someone in Europe who was watching the race on TV.

"The person had commented on the good advertising bridges in Australia. Of course, they weren't bridges, but these HiClimber units."

Mr Slattery said the Grand Prix sponsors had been very happy with the way their signs had come across on TV.

For further information on Hi-Climber, contact (02) 898 0701 in NSW, or for outlets in other states on (toll free) 008 808923.



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HA229

Job time halved with Ladder Lift

A versatile Ladder Lift halved the work-time for a team of tilers who were replacing 55 sq m of floor tiles on the balcony of a third-storey home unit.

HK Ceramics hired the device from Conveyor & Hoist Rentals for the job at Cronulla in Sydney's south.

The tilers had to break up and remove about seven tonnes of old materials, and then lift a similar quantity of tiles, sand and cement to the balcony.

Normally, they use a rope bucket or scaffolding on such sites, but on this occasion they decided to try a Ladder Lift.

"This was the first time we had used the Ladder Lift, and it certainly saved a lot of hard yakka," said Kel Claffey, who did the job with Neville Bailey.

"It also saved a lot of time. It probably cut the time of the job by half.

"The Ladder Lift is very easy to use - one man is at the bottom with the controls, and the other stays at the top to receive the materials.

"When we brought up the cement mix, we just left it in the skip and took a shovel-full as we needed it.

"However, you can also tip the skip right over if you want to put the material into a wheelbarrow or straight onto the ground."

Conveyor & Hoist Rentals says the Ladder Lift is ideal for small, awkward jobs, involving loads up to 150kg.

A variety of interchangeable accessories allow it to carry tiles, bricks, sand, small concrete pours, gyprock, landscaping materials and demolition rubble.

Doors, windows and furniture can also be lifted.

Ladder Lift consists of a sturdy, 240V-powered lifting platform, mounted on a lightweight, aluminium ladder.

The top section of the ladder adjusts, so it can

follow the roof line, or enter an upstairs window or door.

Ladder Lift can be carried, erected and moved around by one man

It is ideal for confined spaces, and can be carried through a house or alley and erected in a small yard or laneway.

Conveyor & Hoist Rentals has branches in Sydney, Newcastle and Melbourne.

Conveyor & Hoist Rentals,
574 Princes Highway, St Peters. 2044.
Phone: (02) 516 5855.



The Ladder Lift in use on the block of units at Cronulla.

XM Model Series, A New Era For Hyster Lift Trucks

Hyster Australia Pty Ltd is releasing its H2.00 - 3.20XM series lift trucks comprising sixteen engine-powered models with capacities ranging from 2 to 3.2 tonnes.

The new series is Hyster's aim to cover all user needs in this, the largest market segment. The trucks feature a completely redesigned operator area. There is a new semisuspension seat, specially designed for Hyster, offering exceptional comfort and has easy access to it from both sides of the truck with a wide, conveniently placed step. Both the seat and the tilting steering column have a wide adjustment range to match the driver's needs. The unique Hyster Monotrol pedal, for forward/reverse gear selection and acceleration further simplifies operation.

Operator comfort has been further improved with low noise levels, achieved by minimising noise at the source. Also, the new Hyster trucks offer an exceptionally smooth ride due to newly designed engine mounts restricting vibration through the frame. An additional bonus is the suspension of the operator module on elastomeric isolations, reducing vibration even further.

Graham Tribe, Hyster Australia's managing director confidently expects the new series to make a significant impact on the Australasian market and that will herald the start of an exciting new era for Hyster.

Contact: Andrew Dickson: (02) 772 3277



THE PROVEN PERFORMER



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

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DISTRIBUTORS THROUGHOUT AUSTRALIA

Safety Newsletter Response

- Scaffolding Accident

We have had a quick response to the article on scaffolding in the last "Safety Newsletter". A similar accident to the one described in our article has occurred in Queensland. When the facts are known and there are no legal barriers, we will present them.

Remember - we would like to hear from you about any significant accidents involving rented equipment, for the purpose of discussing measure which could prevent re-occurrence. But we don't want names of people or companies involved - only what happened, what caused it or the contributing factors and what has or could be done to prevent it happening again.

Send your comments to:-

Safety Newsletter
H.R.A. Quarterly
P O Box 308
ROSE BAY NSW 2029

Or call:-

David Pye
Carlingford Consultants
(02) 871-6696

Skid Steer Loaders

Once again we have a problem related to fatal accidents involving rented skidsteer loaders, in which the operator is trapped by the operation of lift-arms.

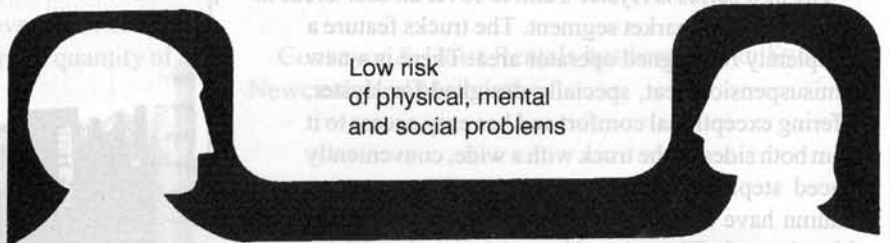
In this kind of equipment it is common to have a seat-bar interlocked with pedals or controls. In addition the operator should stop the engine when leaving the operator's seat.

The Effects of Alcohol

A GENERAL GUIDE

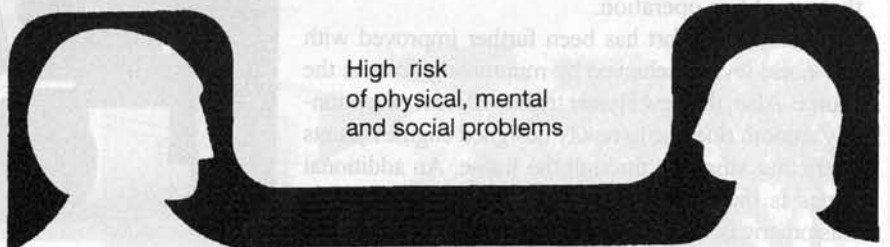
Up to 6 drinks per day (60g) for men

Up to 4 drinks per day (40g) for women



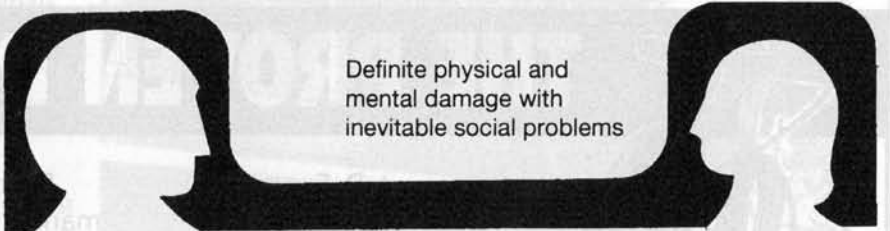
6 to 12 drinks per day (60 to 120g)

4 to 8 drinks per day (40 to 80g)



Over 12 drinks per day (over 120g)

Over 8 drinks per day (over 80g)



If any conditions prevent the seat-bar positively locking out the controls when it is "up" or in the designed lock-out position, the operator may be trapped by inadvertent actuation of the lift-arms.

Interlocks, whether mechanical, electrical or hydraulic, must be designed so that the operator cannot over-ride them intentionally for convenience or unintentionally by accident.

Fatal accidents have occurred on Toyota and Melrose Skid Steer Loaders. In each case the manufacturer took immediate corrective action to prevent reoccurrence.

It is recommended that every business handling skid-steer loaders should immediately check to see that Toyota and Melrose models involved have been modified to manufacturer's Instructions and that other makes have foolproof (or "fail-safe") systems for preventing operation of lift-arms when the operator is not in a safe position - that is, seated.

Alcohol and work deaths

Like AIDS, stress and smoking the problem of alcoholism at the

workplace is often simply put in the "too-hard" basket.

Unfortunately it is a proven fact that alcohol is a contributing factor in a significant number of industrial accidents. But while there is a lot known about the effects of alcohol - almost everyone knows - there is not a lot of practical advice for employers faced with the very real problem of an alcoholic employee, either in the situation of immediate danger of injury or in the long term problem of deteriorating performances.

Because of the inherently dangerous equipment handled by many Hire & Rental businesses, the problem should be of concern, when one considers that one in 20 males in the community are considered to drink sufficient alcohol on a regular basis to comprise a high risk situation.

For H.R.A. members the risk is not only of injury to employees but also to customers who may be affected by inadequate safety pre-delivery checks, failure to be advised adequately on safety or sloppy work and attitude by our employees.

Recent Worksafe Study

A recent study by Worksafe, our National Occupational Health and Safety Authority, on 1,000 work-related deaths in which blood-alcohol levels were recorded, showed that 163, or 16% had positive alcohol readings. Of those 163 with positive readings, 65% had more than 0.05g. per litre and half had more than 0.1 04g.

These figures include workers killed while travelling to or from work. Nearly one third of work-caused deaths in Australia are due to "journey" incidents in our statistics. (Other countries do not compensate for "journey" incidents or include them in the main work-death statistics.)

If we deduct the deaths which probably occurred travelling to and from

work, we are left with about 107 deaths in 1,000, or about 11% at the workplace, in which alcohol was present at the time of death.

We cannot categorically say that these deaths would not have occurred if there was no alcohol involved. But we CAN say that the chances are that alcohol was probably a contributing factor and had it not been present, the accidents may not have occurred. We also need to consider the enormous number of non-fatal accidents in which alcohol is a contributing factor.

Industry Concern

Alcoholism is receiving attention as a significant factor in the causes of death at work. It is especially significant in construction and all associated industries where there are many hazards and the work is often physically demanding.

While the activities of customers is beyond the control of H.R.A. members, some measures can be taken concerning employees, but this requires considerable care and expertise.

General advice is that the subject of alcoholism (or other drug abuse) should be handled by non-company specialists because well-meaning but unenlightened direct action by employers can lead to problems and is seldom successful. Direct intervention by employers is not recommended except in the instance where there is an obvious and immediate risk of injury to the affected person or others.

The recommendation is to refer the person or persons involved to a noncompany or outside authority which conducts what are often known as "Employee Assistance Programs" on a voluntary basis. Your State Occupational Health and Safety Authority or Public Health Authority can usually supply a list of references. The Master Builders Association

Victoria were developing a program and may be able to help in that state.

1. Make it a rule never to have alcohol on the premises or consumed at the workplace. "No drinking on the job" rule should be made quite clear as a condition of employment at initial induction. There should be no exceptions.

2. Do not compromise the above position by "having a drink with the boys" on the premises for morale purposes. If this is to be done, be sure it's away from the workplace.

3. Supervisors and managers should be trained to recognise the symptoms of alcoholism at work by a specialist in this field, so that problems can be recognised early and suitable action taken before it becomes an emergency situation.

4. The right to privacy of individuals must be observed in any dealings on alcoholism.

5. Referral of employees to Employee Assistance Programs can only be on a voluntary basis with employee agreement. However, failure to cooperate in the event of continued poor performance and potential or actual accidents should result in discipline which may include dismissal, according to the company policy.

6. There should be a clearly understood company policy on alcohol abuse at the workplace.

About Employee Assistance Programs

The following comments are based on an article about co-operative approach to alcohol problem recovery within an Employee Assistance Program prepared by Alan Scars for the Alcohol & Drug Problems Association of Queensland and the Health Commission of NSW:-

Industry has a legitimate concern

with the performance of the person. Whether he or she is labelled a hazardous drinker or an alcoholic is beyond that legitimate concern. For industry, the relevant criterion for concern is the satisfactory performance of job function. The employer need not be concerned whether or not an individual is an abstainer or a user of alcoholic beverages provided that the use of alcohol does not interfere with job performance. The same concerns apply to the use of drugs other than alcohol.

Monitoring Performance

The key to the success of the program is effectively monitoring job performance. The term "supervisor" is used here to describe the role of persons who are responsible for supervising the work of others and therefore applies at all levels of management and supervision.

It is the responsibility of the supervisor to identify persons whose work performance has fallen below acceptable standards. If the individual himself or herself is unable to account for the deterioration, the supervisor is able to offer opportunity for medical assessment in the hope that the cause and the remedy may be found. Should an alcohol or other drug problem be discovered then the person making the diagnosis would refer the employee for treatment.

Company Policy on Alcohol at Work

The policy statement should be tailored to meet the specific requirements of the company and the availability of treatment resources in the

local community.

The policy statement should include these points:

- the recognition that alcohol and drug problems are treatable;
- adverse effects on job performance are the criteria for company involvement; the aim is to rehabilitate not terminate, but employees are responsible for co-operation in this health program;
- that participation entitles the employee to all the rights and benefits provided to other employees who are sick as well as to specific services and assistance that the program may provide;
- patient-therapist relationships are confidential;
- job rights and job security will not be jeopardized;
- that every person in the company is covered by the same policy.

Implementation of A Program Educating Everyone

An understanding of the nature of problem drinking is basic for a program to commence and to continue working for those in need of the service.

Once a policy has been established those responsible for its implementation must be informed of the reasons for their additional responsibility and be motivated to carry it out.

As a result of an effective education program many potential problem drinkers may be able to arrest

their problem before it starts to interfere with their job performance.

Diagnosis Referral and Monitoring of Treatment

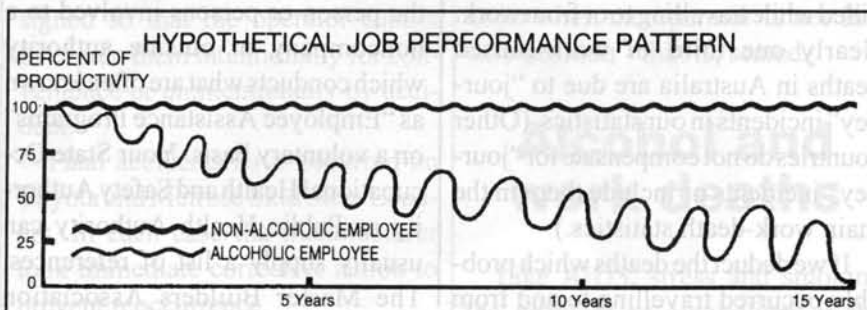
The diagnosis of the cause of unsatisfactory performance opens the way to planning appropriate help. In some situations the company medical officer may perform this function; in others the employee may be referred to an outside specialist.

Until a diagnosis has been made, the Alcohol Problem Recovery Program ought not to be mentioned unless the person himself states that he has an alcohol or drug problem.

When such a problem exists the employee will be reminded of the benefits applicable under the company policy and will be urged to accept referral for treatment. An employee may refuse referral to treatment. Normal disciplinary consequences will apply if and when work performance again becomes unsatisfactory. It is the problem drinker's responsibility to accept referral and to co-operate in treatment.

Treatment

The person with an alcohol problem is not suffering from a single disorder for which there is a single treatment. An important initial step is the assessment of the individual's health along dimensions such as, drinking patterns, emotional health, interpersonal functioning, occupational and physical health. Ac-



cording to the revealed pattern of needs, an appropriate program of treatment may be devised.

Program Co-Ordination & Education

It is essential that a sufficiently senior person in the company is given responsibility to ensure that the program is implemented and maintained. In larger companies, most of the co-ordinating functions would be carried out by people responsible to the Program Co-ordinator. The program co-ordinator ensures that:-

- Supervisor training is maintained and does effectively monitor job performance;
- Management and unions continue to co-operate so that employees at all levels are aware of the company policy;
- There is a continuing educational program to promote wider understanding of alcohol and other drug problems;
- Effectively functioning machinery exists to enable the troubled employee to receive diagnosis and appropriate referral to help.

Understanding & Acceptance

The employee needs to know that the management and unions will cooperate to assist any individual to overcome a drinking problem. He or she needs assurance that job entitlement will not be lost, whilst he seeks recovery and generally that alcohol and drug problems involve a medical condition that responds to treatment.

If any person within a company remains ignorant of these issues, then the success of the program will be limited by the normal cover-up mechanism.

This approach based on job performance avoids intrusion into the private life of the individual. Its effectiveness, however, rests upon agreement as to what are acceptable supervisory practices.

A co-operative approach by management and union and employees to policy

and program planning is essential to successful implementation of a program.

MORE NOISE ABOUT NOISE

Since our last Safety Newsletter, Western Australia has proposed new Noise Regulations in line with the National Standard, as we predicted will happen throughout Australia. Victoria has already moved to decrease noise levels.

Those in the equipment rental business need not only to advise customers of appropriate action for noisy equipment but also protect employees.

It is common to see employees exposed to above statutory noise levels not wearing hearing protection. It is normal for many people not wanting to wear protection. The two main contributing factors to this situation are:-

1. Employees do not understand the nature of the consequences to themselves. That is, an incorrect assessment of the advantages of protecting hearing compared with the discomfort of wearing it. (See the common excuses listed below).

This is usually because of inadequate training and instruction, but sometimes due to the "macho" attitude of many workers, a resistance to authority or plain stupidity.

2. Inadequate safety rules and supervision which does not clearly define when protection should be worn and/or does not enforce the rules with management support.

It has to be recognised that there are some good reasons for not wearing personal hearing protection, which can test supervisory skills. The following factual responses to common excuses will help supervisors:-

Some excuses for not wearing hearing Protection

This information is based on a booklet by Bruel and K Jear.

Excuse:

"I don't wear hearing protection but I can still hear OK."

Answer Fact:

You may think you hear as well today as you did yesterday. It will seem that way tomorrow also. But the terrible thing about noise - caused deafness is that you don't notice it until it's too late because it is lost in very small increments.

You may think you have not been affected but you certainly will be over a period of time.

Excuse:

"It causes ear infections."

Answer Fact:

With proper hygiene, clean storage and frequent cleaning and no exchanging between users, there will not be any infection caused by protection. Infection may be there for other reasons, but not from the protective devices.

Ear plugs should be fitted with clean hands. When not in use, muffs should be stored in a clean place away from dust and contamination and not hung on a nail or over equipment in the workplace. Protection must NOT be exchanged between employees as a legal requirement.

Excuse:

"Why should I wear it? The foreman doesn't!"

Answer Fact:

Foremen and other persons who do not normally work in noisy areas, often feel it is not necessary to wear protection if only exposed for a short time. While it is true that hearing impairment is proportional to both loudness and time of exposure. The message given to employees by this is that it's OK to break the rules. Supervisors must set an example, or they cannot expect other to follow the rules.

Excuse:

"I can't hear people talk."

Answer Fact:

The human ear can separate sounds much better when the sound level is lower (as it is after passing through the filtering effect of the protection), compared to when it is high, (as without protection in a noisy environment).

This means that in a noisy environment it is actually easier to distinguish conversation when using hearing protection.

Eventhough you may imagine otherwise your mind is playing tricks, because it takes a few days to get used to the changed sound.

New Murray Ride-On Now Available From Parklands

A new Murray ride-on mower has just been released by Parklands Trading Co. Featuring an extra quiet 12.5 hp (9.32 kW) industrial commercial engine, the Model 40707x20 is designed for medium duty use.

A six speed "shift-on-the-go" transaxle, electric starting and an automotivetype steering wheel add to the ease of operation. An optional rear-mounted grass catcher can be attached to the 40" (1016 mm) floating mower deck, to make light of the really tough mowing jobs. The mower deck has a six position height adjustment for even greater flexibility.

The 40707x20, like all Murray mowers, is powder-coated—a more environmentally friendly way of applying paint coatings. Wraparound headlights further accentuate the brilliant red finish. Options include the unique vac wagon, lawn sweeper and wheel weights.

Murray ride-on mowers have full service and spares back-up through Parklands, Murray's exclusive Australian distributors. Murray's value for money ride-on range goes from 10.5 hp, with 30 inch cut, to 18 hp (46" cut). Walk behind mowers will be available in mid-1993.



The new Murray 40707x20 ride-on mower.

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

Koehring launches despite the recession!

The depths of a recession, especially in the construction industry, might be seen as a strange time to launch a new company which supplies construction cranes and access equipment. But John "Shades" Shevlin has done just that!

Koehring Pacific is a subsidiary of the Terex Corporation and has been formed specifically to service the access equipment industry, with the Marklift range of boom and scissor lifts, and the mining and construction industries with Lorain heavy duty, rough terrain cranes.

Shevlin is, arguably, one of the best known and most experienced people in the business, with over 25 years experience in construction and related industries. His rationale for the launch of the new company is that with many hundreds of his company's products already in use in Australia, reliable service and spare parts supply can form the basis of a viable business and become a marketing tool to be used for the sale of a new range of products when improved economic conditions generate the need.

At the launch, held as a golf day at North Ryde, near Sydney, in December 1992, Steve Cecil, the president of Koehring Crane & Excavator Co. and Mark Industries Inc., in the U.S.A., made a long term commitment to the development of Koehring Pacific in Australasia and S.E. Asia. He said that Mark is developing a new range of access equipment designed for reliability and minimum maintenance. He also presented the extensive range of



John "Shades" Shevlin (left) General Manager of Koehring Pacific and Steve Cecil, President of Koehring Crane & Excavator Co. Inc. seal the launch of Koehring Pacific at the North Ryde Golf Club.

Lorain rough terrain cranes. According to Cecil, Lorain cranes are used worldwide in the construction, engineering and mining industries. About 40 people from the hire and rental industry and from major construction contractors attended the launch.

FURTHER INFORMATION:

2 Berida Street, Port Macquarie NSW 2444 Australia
Tel: (065) 83 4468, Fax: (065) 831414

Election of Officers

At the A.G.M. held on 13/2/93 the following members were elected to the Committee of Management.

PRESIDENT

TOM KINROSS KENNARDS HIRE

VICE-PRESIDENT

RAY WHITTAKER ACA BOOMERANG HIRE

TREASURER

ISOBEL RHIND CORDUKES HIRE

ASSISTANT SECRETARY

PETER WALDEN GENERATOR HIRE SERVICE

MANAGEMENT COMMITTEE

DALE DEVINE ALL PURPOSE HIRE

MICHAEL GORDON CENTENARY HIRE

GARRY KEILLY ACTIVE HIRE

IAN KENNEDY MACFARLANE GENERATORS

Invitation

M.V.Barra & Sons Hire Ingham cordially invites you, your Company and staff to attend the Annual Northern Roundup and Trade Display to be held in Townsville on the Queens Birthday long weekend, the 12th, 13th & 14th June this year at the Sheraton Breakwater Casino which is probably the best venue in Townsville. So come along and take the opportunity to renew acquaintances and discuss this great Industry of ours.

The Exhibition as always has been the highlight of previous Northern Roundup's and 1993 will be no exception. It will be held Poolside under one of Doug Ede's latest Marquee.

All Enquirers

M.V.BARRA & SONS

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 Fax 077. 763479
 Mobile 018 778630

Builders, Handyman & Party Hire

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 12 Duffy St.
 Ingham 4850

INDUSTRIAL RELATIONS

RECORD KEEPING: NEW REGULATIONS FOR EMPLOYEES

The Queensland Confederation of Industry has circulated the following information:

On 19th August, 1992 new regulations were made under the Industrial Relations Act 1988. The Regulations establish a new "Part 9A - Records by Employers", which provides as follows:

- An employer who employs an employee under an award must keep a record in accordance with Part 9A for a period of 7 years after the record is made or changed;
- The record must be in a condition that allows an inspector to find out whether award conditions are being complied with, must be in legible English or in a form readily convertible into legible English;
- The record must record certain details regarding each employee such as the name of the employer and employee, date of birth, award classification, nature of the contract of employment.
- The record must state the number of overtime hours worked if any, the remuneration paid, the leave taken and leave accrued, the superannuation contributions made, the steps taken regarding choice of fund and other matters, details of termination of the employee.

NEW MEMBERS:

We have three new members:

EAST SIDE HIRE .	Jurychester Pty Ltd trading as	GNT WHOLESALE PTY LTD
Graeme Collins,	LASERLIGHT & SOUND PRODUCTIONS	Garry Carlaw,
70 Fitzroy Street	Clare & Philip Hansson, 19 Loch St	3/124 South Pine Rd
WARWICK 4370	WEST END 4101	BRENDAIE 4500
Phone: (076) 612045	Phone: (07) 846 3500	Phone: (07) 881 3450
Fax: (076) 612306	Fax: (07) 846 3957	Fax: (07) 205 1548

Welcome to the Association.

SAFETY MANUAL

Of the safety manuals sold, Queensland had sold the largest number. Mr David Pye will be engaged to prepare an Appendix to the Manual as a guideline for members on safety requirements. The states were requested to emphasise to members on safety requirements. The responsibility to advise their employees of their obligations to the requirements.

LODGEMENT OF INCORPORATION APPLICATION

Elaine Cronin advised that she lodged the application with the Justice Department on 11th March 1993. She was advised that the process usually took approximately two months and the Association would be advised of their acceptance or otherwise.

Flextool - Adelaide Branch

Flextool (Aust.) Pty. Ltd. is a family company with a long established reputation within the Australian hire industry.

Almost five years ago they opened their Adelaide branch appointing Nick Rowe as branch manager.

Nick came to Flextool after having spent 15 years as a branch manager for two of South Australia's leading hire companies.

It is Nick's understanding of the hire industry and its needs that has made Flextool a major supplier of equipment, accessories, spare parts and adviser to both small and large hire companies in South Australia and the Northern Territory.

Equipment "workshops" have been an impor-

tant part of Nicks on-going commitment to improving knowledge not only at the hire desk but also the workshop bench.

Workshops are held for not only Flextool quality products but also for Kango and Hitachi electric hammers and power tools.

It is not only just price, but the package of quality products and honest, reliable after sales service that puts Flextool S.A. ahead of the rest.

Flextool (Aust.) Pty. Ltd. - S.A. Branch

Tel: (08) 298 1388,

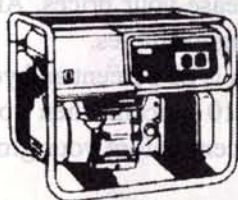
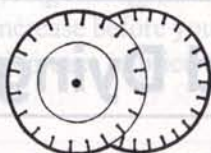
Fax: (08) 296 3201

P.O. Box 322,

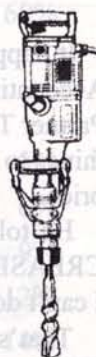
Park Holme, S.A., 5043

Unit 25 / 937 Marion Road,

Mitchell Park, S.A.



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Sydney 818 5722 Perth 451 2077 Free country calls 008 801 108

**FOR ALL
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EQUIPMENT
NEEDS**

Petrol Driven Blower

Ozone Manufacturing has expended its range of Air Pollution Control products, for removing fumes, gases, fibres and light dusts, at their source. Control of air pollution can improve Occupational Health and Safety and increase productivity. Ozone provides a comprehensive range of portable and fixed products for numerous industrial applications.

A key product in the range is the new Petrol Driven Blower. This high performance light weight product is designed specifically for supplying fresh air to confined spaces.

Australian Standard 2865 "Safe Working in a Confined Space" stipulates that when a person enters a confined space without wearing a supplied-air respiratory device then the area must be ventilated to establish and maintain a safe working environment. Many of these situations occur where a normal electricity supply is unavailable such as sewerage pits, trenches, silos, ship holds etc.

To solve this problem Ozone has produced a petrol driven version of its field-proven electric extractor/blower. One tank of unleaded or leaded fuel will give up to eight hours continuous use. It weighs under 20 kg and is easy to carry thanks to its strong carry handle. The product can be used with up to 20 metres of 150mm diameter flexible ducting. A magnetic base on the outlet cone allows simple positioning.

This versatile product may also be used to extract pollutants "at source" such as welding fumes, dusts and

fibres. Like all Ozone products the Petrol Driven Blower is made in Australia and distributed Australia wide.

All enquires to:

Ozone Manufacturing Pty.Ltd.
ACN 008006433
212 Silverwater Rd.
Silverwater 2141
Ph(02)748 7748 Fax(02)748 7749



Living and Dying by Price

... the lessons keep flowing - Paul Dunn ...

It happened during a Value Added Seminar with Accounting Firm, Alexander & Spencer in Melbourne. Partner Tom Borsky was adding in some interesting things to the programme. He talked about the role of price.

He told how when he advised his clients to INCREASE their prices, many times they'd say: "Tom I can't do that, I'll lose half my business".

That's when Tom looks them in the eye and says, "That's fine, you can afford to". And then he gets out a table of numbers - a table of numbers that I'd almost forgotten about.

It's actually two tables of numbers. The first set shows how much more sales volume you have to get when you discount. And it's scary stuff. For instance, if you have a 35 percent margin and you discount your price by just 30 percent, you must increase your sales volume by a staggering 600 percent just to produce the

same dollar profit. A compelling reason for not discounting unless you really know what you're doing!

The other table is equally fascinating. It shows how much business you can afford to lose (if indeed you will lose any) when you increase your prices. And again, it gives some fascinating examples.

For instance, if your margin is 20 percent and you increase your prices by just 10 percent, then your sales could decline by 33 percent before your gross profit is reduced.

Copies of both tables are attached for your information and interest. (on page 39)

With the permission of the author, this information has been taken from a - "Results Corporation Report"
P O Box 221
PADDINGTON Q'LD 4064
Tel: (008) 77-7408

PRICE CUTTING - THE FIGURES

The following table indicates the increase in sales that are required to compensate for a price discounting policy. For example, if your margin is 40% and you reduce price by 10%, you need sales volume to increase by 33% to maintain your profit. Rarely has such a strategy worked in the past and it's unlikely that it will work in the future.

If your present margin is:

	20%	25%	30%	35%	40%	45%	50%	55%	60%
And you reduce your price by:	To produce the same profit, your sales volume must increase by:								
2%	11%	9%	7%	6%	5%	5%	4%	4%	3%
4%	25%	19%	15%	13%	11%	10%	9%	8%	7%
6%	43%	32%	25%	21%	18%	15%	14%	12%	11%
8%	67%	47%	36%	30%	25%	22%	19%	17%	15%
10%	100%	67%	50%	40%	33%	29%	25%	22%	20%
12%	150%	92%	67%	52%	43%	36%	32%	28%	25%
14%	233%	127%	88%	67%	54%	45%	39%	34%	30%
16%	400%	178%	114%	84%	67%	55%	47%	41%	36%
18%	900%	257%	150%	106%	82%	67%	56%	49%	43%
20%	-	400%	200%	133%	100%	80%	67%	57%	50%
25%	-	-	500%	250%	167%	125%	100%	83%	71%
30%	-	-	-	600%	300%	200%	150%	120%	100%

On the other hand, if you adopt a premium pricing strategy, the following table shows the amount by which your sales would have to decline following a price increase before your gross profit is reduced below its present level. For example, at the same 40% margin, a 10% increase in price could sustain a 20% reduction in sales volume.

If your present margin is:

	20%	25%	30%	35%	40%	45%	50%	55%	60%
And you reduce your price by:	To produce the same profit, your sales volume must increase by:								
2%	9%	7%	6%	5%	5%	4%	4%	4%	3%
4%	17%	14%	12%	10%	9%	8%	7%	7%	6%
6%	23%	19%	17%	15%	13%	12%	11%	10%	9%
8%	29%	24%	21%	19%	17%	15%	14%	13%	12%
10%	33%	29%	25%	22%	20%	18%	17%	15%	14%
12%	38%	32%	29%	26%	23%	21%	19%	18%	17%
14%	41%	36%	32%	29%	26%	24%	22%	20%	19%
16%	44%	39%	35%	31%	29%	26%	24%	23%	21%
18%	47%	42%	38%	34%	31%	29%	26%	25%	23%
20%	50%	44%	40%	36%	33%	31%	29%	27%	25%
25%	56%	50%	45%	42%	38%	36%	33%	31%	29%
30%	60%	55%	50%	46%	43%	40%	38%	35%	33%

LOADRUNNER

Launched in Australia

A revolutionary new, Australian-made product, called **LOADRUNNER**, has recently been launched in Australia. **LOADRUNNER** is used for the loading, carrying, and spreading of a wide range of materials, in a wide range of applications, such as building, construction, mining, landscaping, or any other activity that requires the efficient, rapid, and fatigue free movement of heavy material, says John Hart of **POWER-BARRO AUSTRALIA (PTY) LTD.**

The machine should not be confused with some other motorised wheelbarrows that are available, says Hart. This would be like comparing a lawnmower with a combine harvester! The **LOADRUNNER** is a robust 212 litre steel bucket, with a hardened toothed blade, powered by a Robin 5 h.p. engine. Drive is via a V belt and centrifugal clutch and the incredible torque capability of the unit allows loads up to 700 kilograms to be carried up slopes of up to 40 degrees!

Controls include a differential lock and combined with tractor type wheels the **LOADRUNNER** is

self-loading, being capable of being driven into the pile. The bucket has a tipper function and is simply released by a foot release pedal. The bucket will remain in the forward position for spreading and levelling until snapped back into the locked position. There is a brake and a safety **CUT-OUT SWITCH** is standard.

The narrow dimensions and the slope climbing ability of **LOADRUNNER** enables the machine to access difficult sites where even the smallest front end loader cannot be used. On building sites the machine can be driven into the building through conventional door openings for the delivery of sand, cement, and mortar right to the point of use.

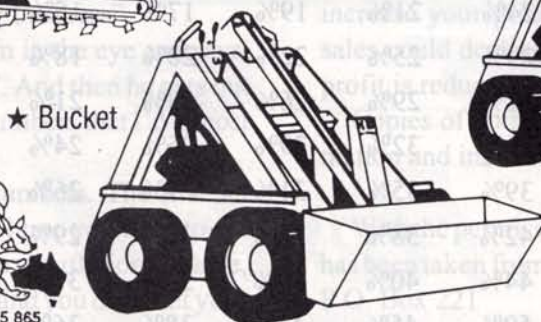
With a low retail price and estimated productivity of 5 times that of the conventional wheelbarrow, the **LOADRUNNER** should find a ready market.

John Hart of **POWER-BARRO AUSTRALIA** or Ian Benson of Benson Brokers can be contacted on telephone number (02) 5441900 for a demonstration of this incredible new product.

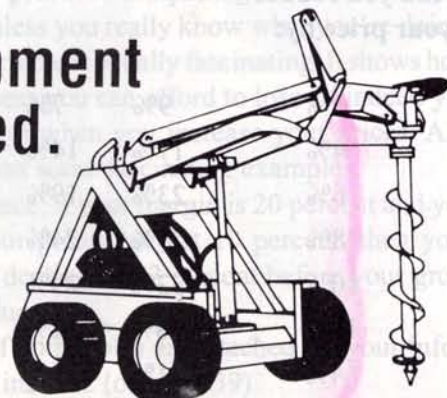
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The Main...
handed and...

Carbide Drill Sharpening

"Maintain your tungsten carbide masonry drill bits, keep them sharp and regular hire business will flow from satisfied customers." That's the message from Bill Lewis, Marketing Manager of Kango Australia. Bill reports that Kango receive calls regularly from hire operators, their customers and contractors in the building industry relating to drilling problems. The comments have a familiar theme - "the job went well for the first couple of days, then it took longer to drill the holes, the hammer got hot, the drill bit got hot, etc. etc."

Invariably, on-site checks by Kango's technical staff have found a simple answer to the problem - badly worn carbide tips on the drills. Bill says that there seems to be a perception in the building industry that carbide drill tips don't wear down or they just keep on working if they are worn. Penetration rates fall away sharply when the carbide tip cutting edges become rounded and the outer corners of the cutting edges show pronounced curves. Overheating and clutch slip are two obvious signs of a worn drill bit.

The key to correct carbide sharpening is the grinding wheel. There are two accepted materials for sharpening tungsten carbide inserts - silicon carbide and diamond:

1. Recommendations for Silicon Carbide Grinding

Silicon carbide (green) grinding wheels, 50 grit to 80 grit range. Hardness: J. to L. Structure: 7 to 8, with ceramic bond.

Peripheral speed of the grinding wheel is important - it should not exceed 25 metres/sec. (or 2300 rpm) for an 8" (200mm) dia. grinding wheel. Higher speeds will cause overheating of the carbide insert and subsequent cracks.

It is important not to press the drill too hard against the grinding wheel as this action will also result in the carbide cracking due to heat accumulation. When grinding dry, the carbide tip must not be cooled suddenly.

Even touching the hard metal with the finger can cause grinding cracks.

Dress grinding wheels in due time. Blunt or clogged wheels can also cause overheating of the carbide. And always wear safety goggles when grinding.

The cutting edges should never be knife-sharp. Leave a chamfer of about 0.3mm (1/64") width on the edges. This can be reground later by hand with a diamond honing stone. Keep to the angels given on the illustrations.

Grind either entirely dry (the preferred method) or with a copious stream of water over the intersection of the wheel and the tool. (Most refreshing, Bill assures us, on a hot summers day!). The coolant method is certainly not recommended with electric bench grinders - OK for air grinders.

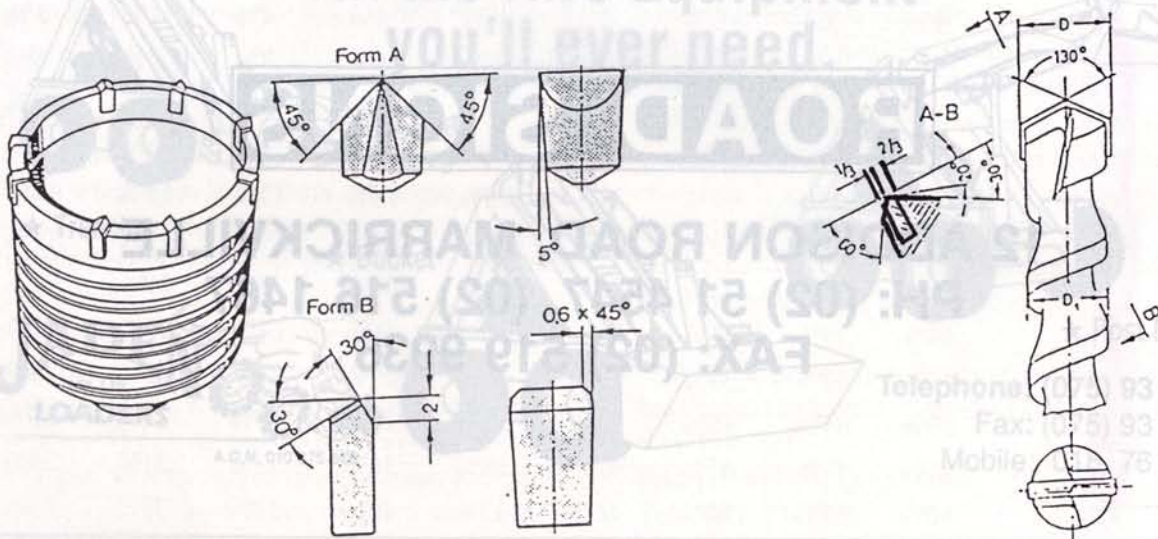
2. Diamond Sharpening

Diamond sharpening wheels are becoming more readily available and produce an excellent result on carbide drills.

These wheels are available in a wide range of sizes, diamond concentration and mountings. Maximum peripheral speeds are much lower for diamond wheels - 55 metres per minute. Diamond wheels are excellent for maintaining a good edge on carbide drills, but older, well worn drills that require a reasonable amount of material removed initially should be ground on a green silicon carbide wheel. It is essential to use a coolant with diamond sharpening wheels - kerosine is most suitable.

The correct formats for carbide drills and core drill inserts are shown in the diagrams.

One final observation from Bill. "The green silicon carbide grinding wheels required for the correct grinding of tungsten carbide inserts are not obvious in the workshops of many hire companies." It could be a worthwhile move to check your drills right now.



Air-operated high pressure lubricators

Mato Australia has announced the release of the German-made Mato range of air-operated grease lubricators suitable for use in manufacturing, mining and automotive workshops or to service equipment on site.

The range presently includes three models, for use with lubricant containers of 20 kg, 50 kg and 200 kg capacities respectively.

Easily handled by one man, the 20 kg and 50 kg

lubricators are normally supplied as mobile, trolley-mounted units. If preferred, they can be removed from their trolleys for use as stationary installations.

Designed to operate at air pressures of 3 to 6 bar, using fixed or mobile compressed air supplies, all three models incorporate a double-acting, piston-type air pump, fitted with a high pressure armoured hose and a forged aluminium, triggeroperated grease gun. An all-steel grease gun is available for underground mining applications

Under normal operating conditions, the 50:1 ratio air motor is capable of producing line pressures of up to 69,000 kPa (10, 000 pSi).

According to Mato, the double-acting piston design ensures smooth, uninterrupted delivery of the lubricant. Lubricant output is given as 3.6 cm³ per piston cycle.

Silent operation is another feature highlighted by the manufacturer. Tests have shown that under normal operating conditions, noise levels rarely exceed 67 dB(A).

Each pump assembly is fitted with a pressed steel dust cover, to prevent the ingress of foreign matter, and a lubricant follower plate which slides down the length of the pump housing to ensure that all of the lubricant is eventually expelled from the container. The dust cover and grease follower plate are dimensioned to match the diameter of the lubricant container.

Of all steel construction, all three lubricators are suitable for use in underground operations. Primarily designed for stationary installation in service bays or plant maintenance workshops, the 200 kg unit can also be mounted on a service vehicle if required.

Further information is available from:

Robert Gilbert,
Mato Australia Pty Ltd,
PO Box 6306,
Wetherill Park, NSW 2164.
Phone: (02) 756 2177.
Fax: (02) 756 2265.



The Mato range of air-operated grease lubricators are easily handled and provide smooth delivery of the lubricant.

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

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

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



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

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

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

Kawasaki
The Power behind the pros

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

NSW (02) 638 7488

VIC (03) 838 5855

WA (09) 277 7977

QLD (07) 236 2188

SA (08) 363 1219

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 engine 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.

We know you'll say yes to DOLMAR technology!

FOR HIRE PROFITS WITH LOWER MAINTENANCE

DOLMAR



DIVISION OF MAKITA (AUSTRALIA) PTY. LTD.
ACN: 001 117 335

- N.S.W. (02) 748 3944
- NEWCASTLE (049) 87 1388
- VIC. (03) 764 8055

- QLD. (07) 265 1888
- S.A. (08) 347 1933
- A.C.T. (06) 280 5976

- TAS. (002) 72 0333
- W.A. (09) 350 5666
- N.T. (089) 81 2179

Diesel-driven Hydraulic Submersible Pump

Sykes Pumps Australia has announced the release of the HD100 solids handling pump which is an addition to its HD range of submersible hydraulic pumps. This diesel-driven, hydraulic submersible pump is designed and manufactured by the company for use in mining, quarrying, contracting and municipal engineering applications.

Suitable for either submerged or surface installation, and capable of passing solids up to 45 mm diameter, the new 100 mm pump can be supplied with either a standard 221 mm 3-vane impeller for general purpose pumping of sump water, slurries and sludges, or with a semi-recessed impeller for sewage handling and similar applications.

The HD100 is driven by a gear-type hydraulic motor producing impeller speeds of up to 1700 rpm. Fitted with a standard impeller, it will discharge up to 45 litres/sec against a total head of 21 metres.

The standard pump assembly incorporates a cast chrome steel impeller, mounted on a stainless steel shaft and housed in a SG iron casing. The pump and drive motor assembly weighs approximately 65 kg and is fitted with a circular lifting frame for ease of handling. A 'slim fit' 400 mm diameter pump is available for applications

where space is restricted.

Power for the hydraulic motor is provided by a diesel-driven, variable speed hydraulic power pack, using either a Lister TX2 prime mover developing 17.6 kW at 2100 rpm or a Hatz 2L40C engine developing 17.3 kW at 2100 rpm, or equivalent.

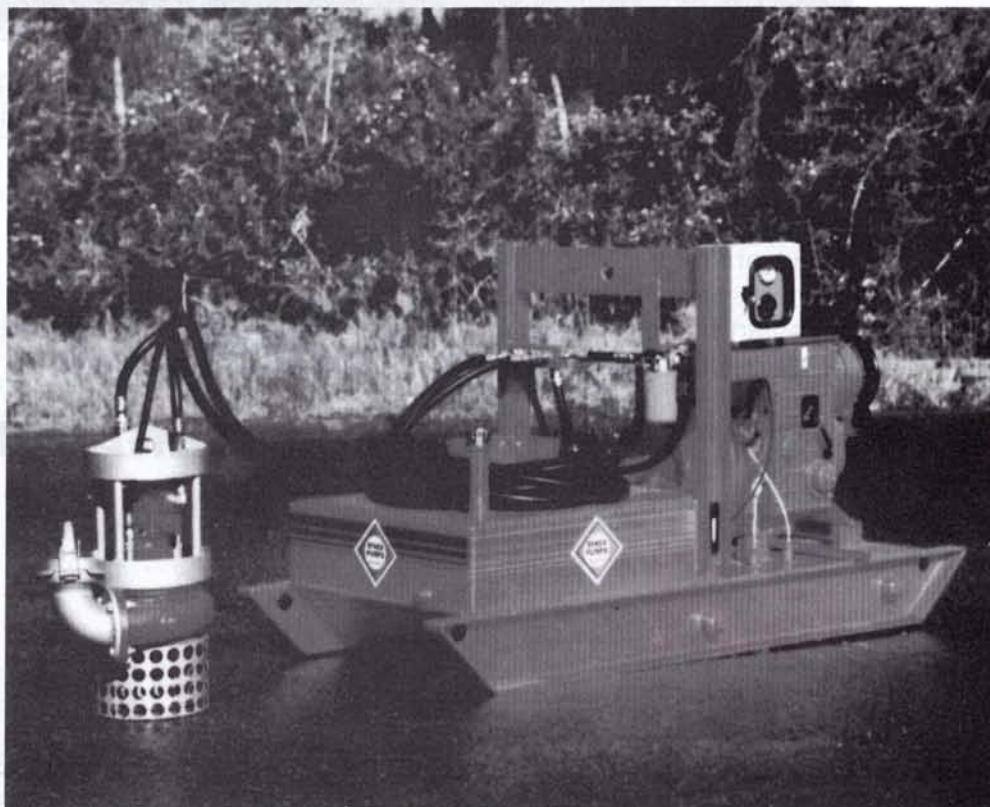
The hydraulic system employs a simple two-pipe open circuit based on a gear-type pump drawing from a 200-litre reservoir and generating output pressures up to 436 kPa. The standard pump and power pack outfit is mounted on a skid base with integral fuel tank and single-point lifting frame. Also included are two, ten metre lengths of 19 mm high pressure hydraulic hose, complete with connections.

According to the manufacturer, hose runs of up to 30 metres are readily attainable at lower engine speeds, using hoses of standard 19 mm diameter. Additionally, hose runs of up to 200 metres can be attained using larger diameter hoses, giving ample separation of pump and power pack if the pump is to operate in hazardous or remotely located areas.

Pump speed and output are normally controlled from the power pack position. For permanent or semi-permanent installation, and subject to compatibility of hydraulic supply, the pump can also be powered using in-situ hydraulic pipework and flow control connections. In these cases the supply can be provided by agricultural tractors, hydraulic excavators, or coal face hydraulics for example.

Further information is available from:

Peter Kondouras,
Sykes Pumps Australia Pty
Ltd,
PO Box 264,
Belmont NSW 2280.
Phone: (049) 42 1350.
Fax: (049) 42 1303.





It's Party Time

Let's Party

PARTY HIRE INDEX

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MARQUEES



SETTING THE SCENE
with
"THE WHITE STYLE"
AVAILABLE
IN THE RIGHT SIZE"

Manufacturer:
Johnson & Couzins (s.i.) Ltd

est. 1866



Cnr Waltham Road
& Byron Street
Sydenham, Christchurch
New Zealand
P.O. Box 7271
Telephone: 64-3-366 4083
Facsimile: 64-3-365 3057

Also Manufacturers of:
Frame Marquees
Roof & Wall Liners
Marquee Parts
Design/Build Service

Australian Agent:
Stewart Barlen
Hire World Pty Ltd
PO Box 248, Fyshwick, ACT 2609
Phone: 62-80 6187
Fax: 62-80 6379



HirePoint
Software

Plot your advance bookings in seconds!

Marquee	15/05/93	16/05/93	17/05/93	18/05/93
40x60	9--12--5	9--12--5	9--12--5	9--12--5
Endsec-1	>--PITW01--<			
Endsec-2	>ADV03<			
Endsec-3	>--SMITH01--<			
Midsec-1	>ADV03<			

Umm.. I think we will deliver Smiths Marquee a bit later !

Laser printing your hire contracts could pay for the laser printer in 2 years.

Other features:-

- Juggle kits
- delivery schedules
- print quotes
- confirmations
- estimates
- statistics
- shortages
- sales analysis
- re-orders.
- Maint costs
- Debtors
- Turnover report

Optional:- General ledger & creditors, Depr'

Tried & proven by 32 companies since 1986.

Anyhow - If you can't get HirePoint, well... your competitors won't mind !

Phone now for an information pack.
Tel: (02) 876 2745

Hyster releases Hand Pallet Truck

As from next month, Hyster Australia Pty Ltd introduces a hand pallet truck for use in any warehouse, stock room or anywhere pallets need to be moved.

Called the Hyster hand pallet truck, it is made from high quality steel and has a capacity of 2,250 kgs. Durable, with extra wide polyurethane rubber wheels, the truck provides easy steering, smooth, quiet rolling and added stability and traction.

One hand operation is all that is needed to manoeuvre into pallets and dock bords and the three-position lever allows finger-tip control.

For further information, con-

tact your local authorised Hyster dealer and be delighted with the price he quotes for the hand pallet truck.

Contact:

Hyster Australia Pty Ltd
Ken Dobbins -
Telephone (02) 772 3277



Computer Phobia - What is it costing you?

Whether you have computers in your business or not, computer phobia could be costing you dearly, in time, money, productivity, absenteeism and morale.

Computer phobia is a misplaced fear of computers, or fear of being unable to master the skills involved in using computers. Although this is almost universal in those persons who have never had any previous experience of computers, it can also be present in those who have some experience, but are lacking in confidence.

What is now known as computer phobia started a long time ago: In 1642, Blaise Pascal invented the first adding machine, which had interlocking cogs and wheels inside a wooden box. On the outside of the box were dials to input the figures, with the result being displayed in little windows. Although he had about 50 built, clerks and accountants refused to use them, as they were afraid the technology would threaten their jobs!

A modern day computer is somewhat abstract; how to use it is not as obvious as a cash-register for instance. Consequently, to a novice, a computer can be rather mysterious. With the terminology associated with computers being quite different, sometimes cryptic and usually obscure, the novice approaching a computer for the first time is naturally a little afraid of the unknown.

Sometimes, as a result of computer phobia, a computer system is either not installed at all, or if installed, is only partially used and comes nowhere near achieving its full potential. In both cases there is a limitation on productivity and efficiency, resulting in a significant reduction in the potential profitability of the company or organisation.

It is a shame that the company or organisation may be less profitable as a result of computer phobia, but it is also a shame that the potential of the individual is blocked and not fully realised.

Most of us have some form of fear built in to our minds, be it fear of the unknown, fear of failure, or some other form of fear. To avoid these fears, we usually stay within a "comfort zone", which precludes all activities likely to trigger off our particular fears.

Getting out of this comfort zone and getting comfortable with being uncomfortable, is a necessary step in approaching something new, such as learning to operate a computer. Learning anything new, if approached in the right manner, keeps you fully alive, more vibrant, with little challenges keeping you alert and energised.




Having been involved in computer software training for many years, we have observed many of the

various personal blockages and resistances which interfere with the full implementation of a computer system and limit the potential of the individual, as well as the company or organisation. As a consequence, we have now included in our software training programmes, various techniques for overcoming these difficulties.

Information about these techniques has also been incorporated into a presentation called "Achieving Management Goals With A Computer System". This presentation is suitable for anyone considering the implementation of a computer system, or for those who feel that their existing computer system is not being fully utilised.

If you would like to find out more about the presentation, please contact: David Brech, Abaco Solutions, Level 8 Prudential Centre, 495 Victoria Ave, Chatswood, NSW 2067. Tel: 02/412-0040, Fax: 02/413-3384

David Brech is a Director of Abaco Solutions, who provide multi-user software packages and computer consultancy services for the Hire, Exhibition and Conference industries.



The Australian hire and rental software.

Is it time to computerise your party hire business?

- Would you like a software package that provides for the special needs of party hire and needs no previous computer experience?
- Would you like to choose only those parts of the software that are needed to suit your particular type of business and your current budget?
- Would you like to obtain this software from a company that makes a significant effort to understand your unique needs, adapts the education and training accordingly and provides friendly, on-going support?

If the answer is yes, then please contact David Brech at Abaco Solutions; I would be happy to hear from you.

PHD has been developed by

in conjunction with **stewart barlen hire**

Please contact Abaco Solutions at:

Level 8 Prudential Centre 495 Victoria Ave Chatswood NSW 2067	Telephone: (02) 412 0040 Fax: (02) 413 3384
---	--

Wash Away Those Winter Blues!

With the winding down of the Summer season and the coming of the Winter rains the Party Hire Industry prepares to enter it's winter hibernation state and attempt to shield itself from the worst effects of the cold, dark and cashless days to come. The cycle is almost universal, certainly international, and meekly accepted by all in the industry. Certainly as individuals we have little power to change the inevitable - who wants to have a party in the cold and the wet anyway - but I am certain that the industry can do more to promote out of season trade to the benefit of all concerned. It would certainly do wonders for the cashflow.

Fortunately the signs in New Zealand are very positive with significant increases in Winter work being reported by many operators. And with the "ogre" of GST being unceremoniously banished from the Australian vocabulary maybe a return to normality can be optimistically expected on the western side of the Tasman.

While all this has been going on sensible operators will be looking to the Winter months to clean, repair, maintain, refurbish, take stock and plan new strategies for the next Summer.

Baytex has been promoting it's own brand of Marquee cleaner called **SLIKTOP** which has been specially for-

mulated for cleaning PVC surfaces without causing any damage. This product is an effective and low cost cleaner which has already been widely accepted by the industry. Later this year we hope to introduce Spotter - a more aggressive cleaner for those hard to remove marks.

Over time Marquee fabric loses it's appearance no matter how good the cleaning program and must be replaced.

Now is the time to take stock of those old roof sections and walls and plan an effective replacement strategy that will see you start the next season with at least a minimum stock of new fabric with which to impress your customers and win a jump on your competitors.

For a comparatively small outlay you can buy several new roof sections and side walls and spread the deliveries over several months so they will not break the bank but will give you a good head start in Spring.

Buying in the Winter season takes the pressure off us in October and November when we are required to meet impossible deadlines and gives you the benefit of more favourable (or should I say more negotiable) prices.

Now is the time to start planning your Winter program and budgeting for your Winter purchases.

Do not leave it too long - the cold will be gone in a flash!!!

ECONOMY • QUALITY • CLASS

ELECTRON



FROM THE
MAJESTIC 12M SERIES
WEDDING TENT TO THE
PRACTICAL 6M SERIES
FIELDAY CANOPY.
**BAYTEX ELECTRON IS
THE NEW TENT OF THE
90'S FOR PARTY
HIRERS WHO WANT TO
BE NOTICED!**



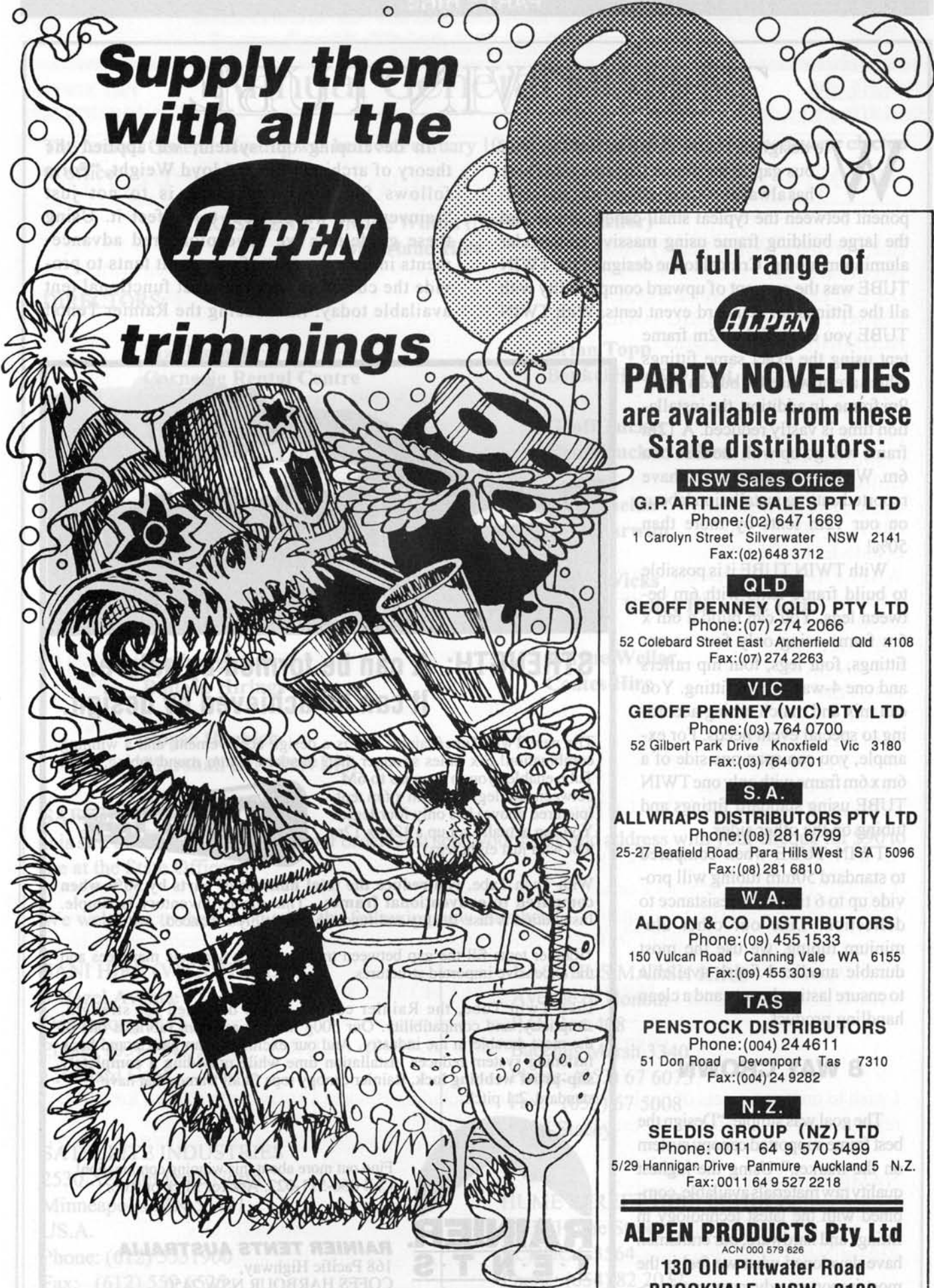
BAYTEX MANUFACTURING CO LTD
PO BOX 2571, TAURANGA
NEW ZEALAND
PH: 64 0-7-5788022
FAX: 64 0-7-5788978
Australian Enquiries:
CORPORATE MARQUEE SERVICES
4/46 Gilbert Park Drive, Scoresby
Victoria, AUSTRALIA
Ph 61 0-3-7640033
Fax 61 0-3-7634673



**Supply them
with all the**

ALPEN

trimmings



Ask about the "PARTY FOR 50" mixed pack
— 50 of everything you'll ever need at a party!

A full range of

ALPEN

PARTY NOVELTIES
are available from these
State distributors:

NSW Sales Office

G.P. ARTLINE SALES PTY LTD

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1 Carolyn Street Silverwater NSW 2141
Fax: (02) 648 3712

QLD

GEOFF PENNEY (QLD) PTY LTD

Phone: (07) 274 2066
52 Colebard Street East Archerfield Qld 4108
Fax: (07) 274 2263

VIC

GEOFF PENNEY (VIC) PTY LTD

Phone: (03) 764 0700
52 Gilbert Park Drive Knoxfield Vic 3180
Fax: (03) 764 0701

S. A.

ALLWRAPS DISTRIBUTORS PTY LTD

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25-27 Beafield Road Para Hills West SA 5096
Fax: (08) 281 6810

W. A.

ALDON & CO DISTRIBUTORS

Phone: (09) 455 1533
150 Vulcan Road Canning Vale WA 6155
Fax: (09) 455 3019

TAS

PENSTOCK DISTRIBUTORS

Phone: (004) 24 4611
51 Don Road Devonport Tas 7310
Fax: (004) 24 9282

N. Z.

SELDIS GROUP (NZ) LTD

Phone: 0011 64 9 570 5499
5/29 Hannigan Drive Panmure Auckland 5 N.Z.
Fax: 0011 64 9 527 2218

ALPEN PRODUCTS Pty Ltd

ACN 000 579 626

**130 Old Pittwater Road
BROOKVALE NSW 2100**

Phone: (02) 905 7603

Fax: (02) 905 7621

THE TWIN TUBE

We designed TWIN TUBE to fulfil an obvious gap in the frame tent structure. There has always been a missing structural component between the typical small canopy frame and the large building frame using massive rectangular aluminium tubing. Critical to the design of the TWIN TUBE was the concept of upward compatibility with all the fittings for standard event tents. With TWIN TUBE you can build a 12m frame tent using the exact same fittings which are now used to build a 6m or 9m frame. In addition, the installation time is vastly reduced. A 12m frame will go up with the ease of a 6m. We have customers who have reported cutting installation labour on our 12m tents by more than 50%!

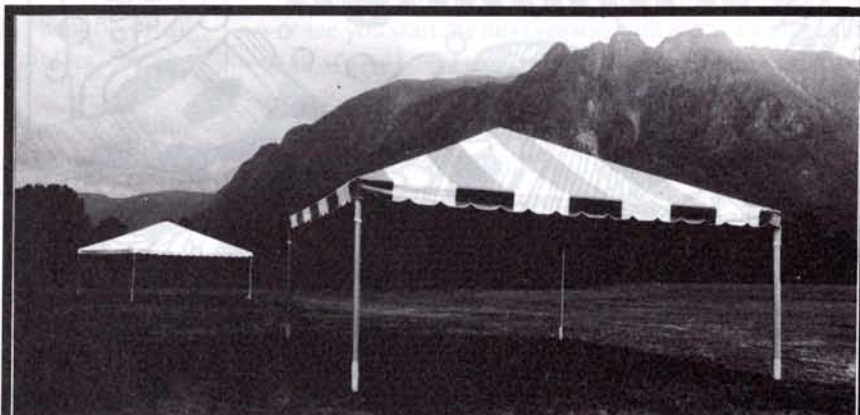
With TWIN TUBE it is possible to build frame tents with 6m between legs. You can build a 6m x 6m frame using only four corner fittings, four legs, four hip rafters and one 4-way crown fitting. You can mix and match tubing according to special event needs. For example, you can span one side of a 6m x 6m frame with only one TWIN TUBE using standard fittings and tubing on the other sides.

TWIN TUBE when compared to standard 50mm tubing will provide up to 6 times the resistance to deflection. Like our other aluminium tubing, we use the most durable anodized finish available to ensure lasting beauty and a clean handling product.

8 WAY CROWN

The goal was simple: "Design the best frame supported canopy system on the market." Using the highest quality raw materials available, combined with the latest technology in fittings and hardware, our craftsmen have developed what we feel is the most important advancement in today's event tent industry.

In developing our system, we applied the theory of architect Frank Lloyd Wright, "Form follows function." The idea is to not just "reinvent the wheel," but to perfect it. Using these guidelines we have pioneered advancements in every aspect of our event tents to provide the customer with the most functional tent available today. Introducing the Rainier Tents!



**STRENGTH: It can be formed by nature.
It can be achieved by design.**

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 6M** between tent legs. Our 6m x 6m tent (pictured above) has only four legs. You can actually set up a 12m x 12m tent with just eight legs!



With Twin Tube, you 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.

Like Twin Tube, the Rainier canopy top is designed for strength, simplicity, and compatibility. Our 500g mildew resistant fabric is one of the most durable in the industry. And our exclusive cam buckle and hook fastening system reduces installation time while providing a **completely slip-proof webbing lock**. Rainier canopy tops fit all frames that have standard 2:1 pitch.



**RAINIER
TENTS**

Tentmakers Since 1896

Find out more about this winning combination!
Call 066-511-022. Ask for Mick or Rob.

RAINIER TENTS AUSTRALIA
168 Pacific Highway,
COFFS HARBOUR NSW 2450

Annual General Meeting

The Annual General Meeting was held on February 10 and the following Board Members were elected to office:

PRESIDENT: Mike Wilton (National Councillor)
Moorland Hire

DIRECTORS:

* **Mal Barnett**
 * **Carnegie Rental Centre**
 *

Brian Topp
Benkel Hire Pty. Ltd.

Michael Conroy
Wreckair Pty. Ltd.

Geoff Tucker
Geoff Tucker's Hire

* **Brian Elms (National Councillor)**
 * **Builders Aids Pty. Ltd.**
 *

Des Whelan
34th Harwun

* **Mike Gaffney**
 * **Hire-It Plant Hire Pty. Ltd.**
 *

Brian Wicks
Murray Valley Hire Pty. Ltd.

* **Ian Longmuir**
 * **Bulleen Hirings**
 *

Wayne Wellar
Coates Hire

* **Roger Haebich**
 * **Marshall Hire Pty. Ltd.**
 *

SAFETY MANUALS

It is still not too late to send in your order. Just send your name and address with your cheque for \$90 to me at the State Office.

We welcome to the Association the following new members:

SANI HIRE (VIC.) PTY. LTD

3 Hazel Avenue
 Dandenong 3175
 Phone: (03) 794 0332
 • Richard Cook

BACCHUS MARSH HIRE

Avenue of Honour
 P.O. Box 408
 Bacchus Marsh 3340
 Phone: (053) 67 6075
 Fax: (053) 67 5008
 • Val Stacey

SATELLITE INDUSTRIES

2530 Xenium Lane North
 Minneapolis MN 55441
 U.S.A.
 Phone: (612) 5531900
 Fax: (612) 559 6525
 • Michael Ranck Associate

HUME STREET HIRE ECHUCA

30-32 Hume Street
 ECHUCA 3564
 Phone: (054) 82 2032
 • Terry Scurrah

Hire & Rental Association of Australia (new South Wales Region) Incorporated

P O BOX 523
NEWPORT BEACH NSW 2106

PH: 979 5039
Fax: 979 5108

LIST OF INSTRUCTION SHEETS

ELEVATING WORK PLATFORM
DITCH WITCH
DX EXPLOSIVE POWER TOOL
USING YOUR ELECTRIC TOOLS SAFELY
ALUMINIUM SCAFFOLD
LAWN MOWER
"CUT QUIR" DEMOLITION SAW
BOBCAT
FLOOR SANDER
COMBI HAMMER
USING AIR EQUIPMENT SAFELY
ELECTRIC HAMMER
HILTI TP400/TP800
ENGINE HOIST USE
WALLPAPER STEAMER - STRIPPER
STEAM TEAM STEAM STRIPPER MODEL HTW-5
MINI LOADER
ROTARY HOE
CHAIN SAW
ROUTER
WACKER BTS 11 SAWS
WACKER RAMMERS
WOODTURNER'S LATHE
PLATE COMPACTOR
STIHL TWO MAN EARTH AUGER
LADDERS
MULCHERS (ENGINE DRIVEN)
CONCRETE TROWEL
DISC GRINDERS
HIGH PRESSURE CLEANERS
ELECTRIC ARC WELDER
PNEUMATIC NAILER
GAS WELDING & CUTTING (OXY - RITS)

INSTRUCTION MANUAL ORDER FORM

I wish to order sets of the Instruction Manual including Binder . I enclose my cheque for \$.....
representingsets at \$145 each plus postage of \$6.00.

NAME OF COMPANY:.....

CONTACT NAME:.....

MAILING ADDRESS:.....
.....

PHONE NUMBER:.....

Hire & Rental Association of Australia (new South Wales Region) Incorporated

P O BOX 523
NEWPORT BEACH NSW 2106

PH: 979 5039
Fax: 979 5108

Safety Check Tags for Hire Equipment

As you are no doubt aware, we are now required under "Electrical Requirements for the Set Up and Use of Electrical Installations on Construction Work Sites in South Wales", to have colour-coded tags which specify following:

- * Date of Inspection
- * Inspection Number
- * Owners plant number of item inspected.

As well as this a record book needs to be kept detailing:

- * Name of employee who performed the test.
- * Labelled with serial number of the proprietary testing device.
- * Date of test.
- * Results of test and details of any repair work.
- * Date of issue.

All tags must be a different colour for each month as follows:

* January	—	red	July	—	blue
* February	—	blue	August	—	green
* March	—	orange	September	—	red
* April	—	green	October	—	yellow
* May	—	white	November	—	orange
* June	—	yellow	December	—	white

The Hire Association of NSW has had these colour-coded tags printed as a service to members. The tags are on a cello tape roll and the cost per roll is \$14.00. There are approximately 630 labels per roll. If you would like to order these tags, please complete the ORDER FORM BELOW.

SAFETY CHECK TAGS ORDER FORM

FROM: (Company Name) PHONE:

COMPANY MAILING ADDRESS:

COLOURS REQUIRED & NUMBER OF EACH:

..... RED BLUE ORANGE
..... GREEN WHITE YELLOW

\$14.00 per roll plus postage of \$2.00 for the first roll plus \$1.00 per roll for each roll thereafter. Please include payment with your order. Thank you!

Hire & Rental Association of Australia (new South Wales Region) Incorporated

P O BOX 523
NEWPORT BEACH NSW 2106

PH: 979 5039
Fax: 979 5108

Complete List of Stickers

- A1 Park and Run Level
- A2 Use Distillate Fuel Only
- A3 Use Fuel Supplied Only
- A4 Check Oil Daily
- A5 Use 2 Stroke Only
- A6 Standard Petrol Only
- A7 Special Oil Only
- A8 Use Kerosene Only
- B1 Rotation (left/right)
- B2 Tyre Pressure - front, rear - KPA
- B3 Use in Well Ventilated Area Only
- B4 To Lift Maximum of kg
- B5 Drain Daily
- B6 Prime Pump Before Use
- B7 Keep Clear of Blade(s)
- C1 Empty Bag Before Returning
- C2 Clean Before Returning
- C3 Extra Charge if Returned Dirty
- C4 Cylinder Fitted with Left-Hand Thread
- C5 Flammable Gas (Red Lettering)
- C6 Use Unleaded Petrol Only
- C7 Maximum 80 speed
- C8 Need It? Hire It! Why Invest? Hire The Best!
(Red lettering on blue and white background. (HA))
- C9 **IMPORTANT** This equipment may lawfully only be used by the holder of a certificate of competency issued under "Construction Safety Act". **(50c each)**

Cost of Stickers

\$5.00 per pack (member) or \$6.00 per pack (Non-member) plus postage \$2.00 for four Packs. (Packs of 50)

STICKERS ORDER FORM

STICKERS REQUIRED/AMOUNT:.....

PAYMENT: (BY CHEQUE NUMBERED):.....

TOTAL:..... CONTACT PERSON:.....

COMPANY NAME, ADDRESS & PHONE:.....

.....

.....

.....

.....

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:**

1993 CONVENTION

The 1993 Convention will be held in Dunedin 17-19 August and for those members from both New Zealand and Australia who enjoy skiing then you will never find a convention site so close to the best skiing fields available with Dunedin only 1-2 hours from the snow.

The Convention programme is as follows:

- | | | |
|-----------------------------|-----------|---|
| Tuesday, 17 August | Afternoon | - Yard tour incorporating a city sightseeing tour. |
| | Evening | - President Cocktail Party
Welcoming Cocktails
Dinner and Entertainment |
| Wednesday, 18 August | Morning | - Business session |
| | Afternoon | - Trade Exhibition |
| | 4.45 p.m. | - Train excursion through Taieri Gorge, includes dinner |
| | 9.00 p.m. | - Return to Dunedin, Evening free |
| Thursday, 19 August | Morning | - Business sessions including A.G.M. |
| | Afternoon | - Trade Exhibition |
| | Evening | - Awards Dinner, Larnach Castle |

There will be a separate Partners programme.

Venues

The Tuesday evening Cocktail Party and all Business sessions will be held at the Southern Cross Hotel. The Trade Exhibition, lunches and Tuesday evening dinner will be held at the Forbury Park Raceway. Detailed information for potential Trade Exhibitors will be forwarded to all Associate Members as soon as this is finalised.

Prospective Australian visitors are invited to record their interest now with the Association to enable further information to be sent when finalised. (Box 12013 Wellington or fax (04) 4732930).

We have just received an "offer" from one of the Rental Car firms for Delegates attending the Convention. The accompanying letter says "We understand that you are co-ordinating an Otago Theological Symposium Conference" - so Delegates should be prepared for the unexpected.

Health And Safety In Employment

From 1 April all New Zealanders whether employers or employees are affected by the Health and Safety In Employment legislation. With the prospect of fines up to

\$100,000 and a 1 year jail sentence for failing to comply with the legislation, it is in everyone's best interests to ensure they are fully aware of their responsibilities. The various Association

Zone Meetings have all had speakers from the Occupational, Safety and Health Department speak and acquaint them with the broader aspects of the legislation.

A Visit to the American Rental Association Convention

President Paul Booth and his wife Geraldine were part of a small number of New Zealanders who attended the recent American Rental Association Convention and Trade Exhibition in Las Vegas and the following is a brief report on his visit.

There is no simple way to describe Las Vegas, you could start with words like big, bright, fast, glitzy, amazing, unbelievable, but that would only be the start, everybody should go there at least once. The same must be said for the ARA Convention. The most recent, the 37th which was held in Las Vegas began on February 6th with a 2 day Tents Today seminar. Unfortunately due to work commitments Geraldine and I were unable to arrive in Las Vegas in time for this part of the convention. We were however there for 6 nights and 4 days of the most eye opening experience of our lives along with 6500 delegates to view 670 exhibitors' stands in just 22 hours, that is less than 2 minutes per stand - talk about putting the running shoes on. All these stands were under one roof with eating and restroom facilities conveniently placed so you didn't need to leave the exhibition centre at all. By the way - the roof is a good 50 feet above the floor. The exhibits were open from 11.00 a.m. - 5.00 p.m. for the first three days and from 9.00 a.m. 2.00 p.m. for the last day. 27 Educational Seminars were held over the four days covering a wide range of topics from useful tips

and tricks to the implications of new tax laws, advertising ideas as well as the usual motivators. These sessions were held 8.00 a.m. - 11.00 a.m. so that they didn't conflict with the Trade Exhibition.

We must have talked to dozens of "Rental" operators and they all seem to have the same problems as we do. "The more equipment I get the more I need". "I had this guy come in the other day and he knew how to operate every piece of equipment ever made". "Can I use it now and pay for it next week?". "A guy phoned me up last week to cancel his order (a tent, chairs etc.) a half hour before we were gonna deliver it and he wants his deposit back". Does it all sound familiar?

As far as I could tell, service, presentation and range of equipment goes, New Zealand is not too far behind the U.S.A. if indeed at all. These comments were backed up by Hank Parker, ARA Past President who was here in New Zealand for our 1992 Convention in Rotorua last August. If there is an area where we need to polish up on it's the safety aspect. Almost every piece of equipment has a written instruction sheet and a copy goes out with every item. Even a carving set has written instructions according to one operator I spoke to. Fortunately your Association is in the process right now of producing a range of instruction sheets along similar lines for various pieces of equipment for both machinery and party operators.

Geraldine and I were President Hank Parker's guests at the international cocktail party on the 30th floor of the Las Vegas Hilton where we spoke with many overseas delegates - a few of them who were at New Orleans wanted to know where the rest of us Kiwis were.

Only 2 spare nights in Las Vegas to tour the casinos and play the pokeys. Probably just as well the way my luck was running and there was no great jackpot wins back to Dannevirke that's for sure. The Closing Banquet was held at the Mirage Hotel and what an amazing place this is with an aquarium, white tigers, dolphin habitat, waterfalls and a volcano which erupts every 15 minutes. The Banquet was terrific, neon lights everywhere and a great meal followed by an hour and a half's entertainment from "Legends in Concert". The show pays live tribute to superstars of yesterday and today with unbelievable live creations of legendary greats, both in appearance and sound.

Unfortunately all good things must come to an end and Friday, 12 February saw us winging our way back to Los Angeles where in three days we visited Disneyland, Universal Studios, Farmers Market and a small bar at the Buena Park Hotel called "Shoe Bops" (don't drink the Moose Head beer if you want a clear head the next day). From there it was off to Honolulu and Waikiki for just two days before coming back to the reality known as Dannevirke and home".

Self-propelled dredger operates in shallow waters

Sykes Pumps Australia is now the authorised Australian manufacturer for an innovative range of dredges. These are fitted with cutting heads and submerged pumps enabling them to operate in shallow waters, unlike conventional suction dredges.

The range extends from large, cable traversing systems to small, self-propelled units such as the Rotomite 142P. This unit is easily transportable from site to site - weighing less than 3.5 tonnes, has a draft of just 400 mm and excavates material from depths ranging from 0 to 4.5 m.

Sykes Pumps is introducing the Rotomite 142P to its hire fleet as well as manufacturing the unit in Australia, for sale. This model is suited to dredging applications, such as the clearing of tailings and settlement ponds, industrial and municipal waste, irrigation channels and marinas as well as the recovery of river sand and gravel for use in construction projects.

The Rotomite is economically priced so that, depending on the application, it can be more cost-effective for companies or municipal councils to purchase or hire a unit rather than use contractors to carry out the dredging operations.

The Rotomite 142P dredge consists of a pontoon (5.5 m long by 2.4 m wide) equipped with a hydraulic pump driven by a diesel engine. Hydraulics are used to power an

outboard drive which propels the dredge, the 2.4 m wide cutting head and the centrifugal dredge pump. The cutting head and pump are mounted on one end of a dredge arm which pivots about the other end mounted on the pontoon.

Dredging depth is controlled by raising or lowering the arm using hydraulic cylinders. The cutting head comprises a horizontal, rotating shaft fitted with blades and auger flighting. Material removed by the cutting action of the blades is fed to a central point by the auger flights. From this point the viscous and particulate slurry is pumped up to the pontoon and to the discharge point via a floating pipeline.

Excavation speed can be as high as 3 m³/min and since the unit is self-propelled it is easily manoeuvred into position without any need for guide ropes.

Cutting heads can also be supplied fitted with sand cutting spikes, tiller tines or a pond liner protection cage and wheels. These last two accessories enable the dredge to be used for weed control in lakes, lagoons and other landscaped water features.

Further information is available from:

Jon Collins Sykes Pumps Australia Pty Ltd,
9 Oakdale Road, Gateshead, NSW 2290.

Phone: (049) 42 1350. Fax: (049) 42 1303.



The Rotomite 142P dredges, clears and controls weeds in shallow water where conventional suction dredgers cannot reach.

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Heritage building goes under the knife

Daking House, a heritage building which houses the Legal Aid Commission of NSW, has undergone delicate surgery to remove "concrete cancer."

Cordukes Concrete Repairs performed the operation with the help of three Mast Climbing Work Platform units hired from HiClimber, the Australian distributor of Dutch-designed HEK equipment.

Built in 1913 in the Federation Free style, Daking House was heritage listed by Sydney City Council because of its "visual relationship" with similar surrounding buildings and nearby Central Railway Station.

Remedial work was ordered after it was discovered pieces of concrete were breaking away from the ornate hood overhanging the nine-storey building.

The project was complicated by the City Council's requirement that the decorative hood be restored to its original state.

Cordukes' project manager, David Flintoft, said the project involved cutting the hood back in width from 1.8 metres to 900mm, and then attaching a new pre-moulded section made of fibreglass reinforced cement.

The new moulded section was attached to the treated edge with epoxy and stainless steel bolts passing through both sections.

Mr Flintoft said it was the first time he had used the HiClimber system, and he was very pleased with its operation.

"We also looked at scaffolding, but Hi-Climber was competitive in price and offered reduced set-up and work time," Mr Flintoft said.

"Also, it seemed a waste to have full-face scaffolding when most of our work was at the top of the building.

"The motorised platforms got us to and from the workface very quickly.

"We also had to inspect the rest of the facade, and carry out a number of small repairs, and this was easy to do with HiClimber.

"With scaffolding, it would not have been feasible to plank out every working level, but Hi-Climber allowed us to move quickly from one work point to another."

Hi-Climber's general manager, Peter Karbowski, said Hi-Climber could be used in new construction, but was particularly suited for refurbishment, building repairs, cladding, glazing and painting.

"In most cases, the masts are secured by brackets bolted to the outside of a building or other structure, but units can also work freestanding to a height of 20 metres through the use of a mobile chassis fitted with outriggers," he said.

"Advantages include increased productivity, a stable working platform, complete access to the total work face, less interference to tenants and built-in safety.

"Hi-Climber has a lifting capacity of 3,000kg, platform length up to 23.4 metres and can reach heights of more than 100 metres."

Hi-Climber has branches in Sydney, Melbourne, Brisbane and Adelaide.

For further information call (02) 898 0701 or toll free (008) 808923.



Hi-Climber in use on heritage building, Daking House, where an ornate concrete hood was cut back and replaced.

Portable office options on display

A company which hires and sells portable offices has set up a display complex to show prospective customers some of the options available.

The old "shed look" is nowhere to be seen in the complex which Prestige Portables has installed at its new Queensland headquarters at Wacol.

The 12m X 7.2m building includes a large reception area, three separate offices, computer room, kitchenette and male and female toilets.

Ceilings are 2.7m high, with recessed fluoro lighting, and there is ducted air conditioning. The main office area has gyprock walls, with one feature wall in western red cedar.

The complex has a gable roof with 450mm pitch, bull nose awnings on three sides and a cool verandah which sweeps along the front and around the side.

It sits 1.1m off the ground to provide better visibility and greater air flow underneath.

Prestige Portables, who also operate in Sydney and Newcastle, says it can have similar office complexes installed and ready to move into within 10 working days of agreement on design.

"Businesses can plan their own portable buildings, choosing from a range of innovative, internal and external design options," said managing director, Gordon Esden.

"The end result is economical and flexible accommodation which meets individual needs while also being stylish and aesthetically pleasing.

"As needs change, buildings can be moved, added to or, or taken away."

Prestige Portables has had 15 years experience helping business and industry to solve accommodation problems.

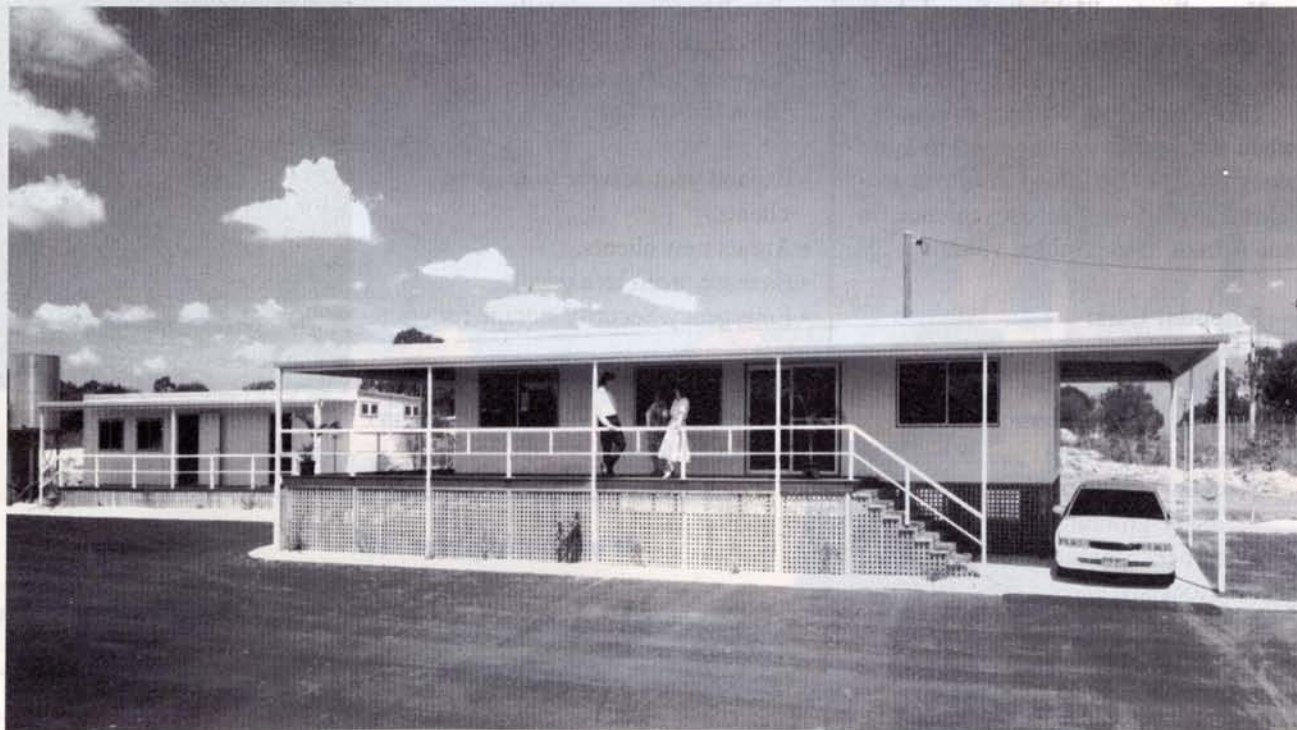
Coca Cola, CIG, Toyota, Master Foods, Bayer and AGL are among companies who have hired portable buildings from Prestige Portables.

FURTHER INFORMATION:

Prestige Portables, Queensland: 95 Tile Street, Wacol. 4076. Ph: (07) 271 4177 or STD free 008 80 9356.

Prestige Portables, Sydney:
15 Rowood Road,
Prospect. 2149.

Ph: (02) 688 2688 or STD free 008 26 7979



Prestige Portables' new display building complex in Queensland...attractive and functional.

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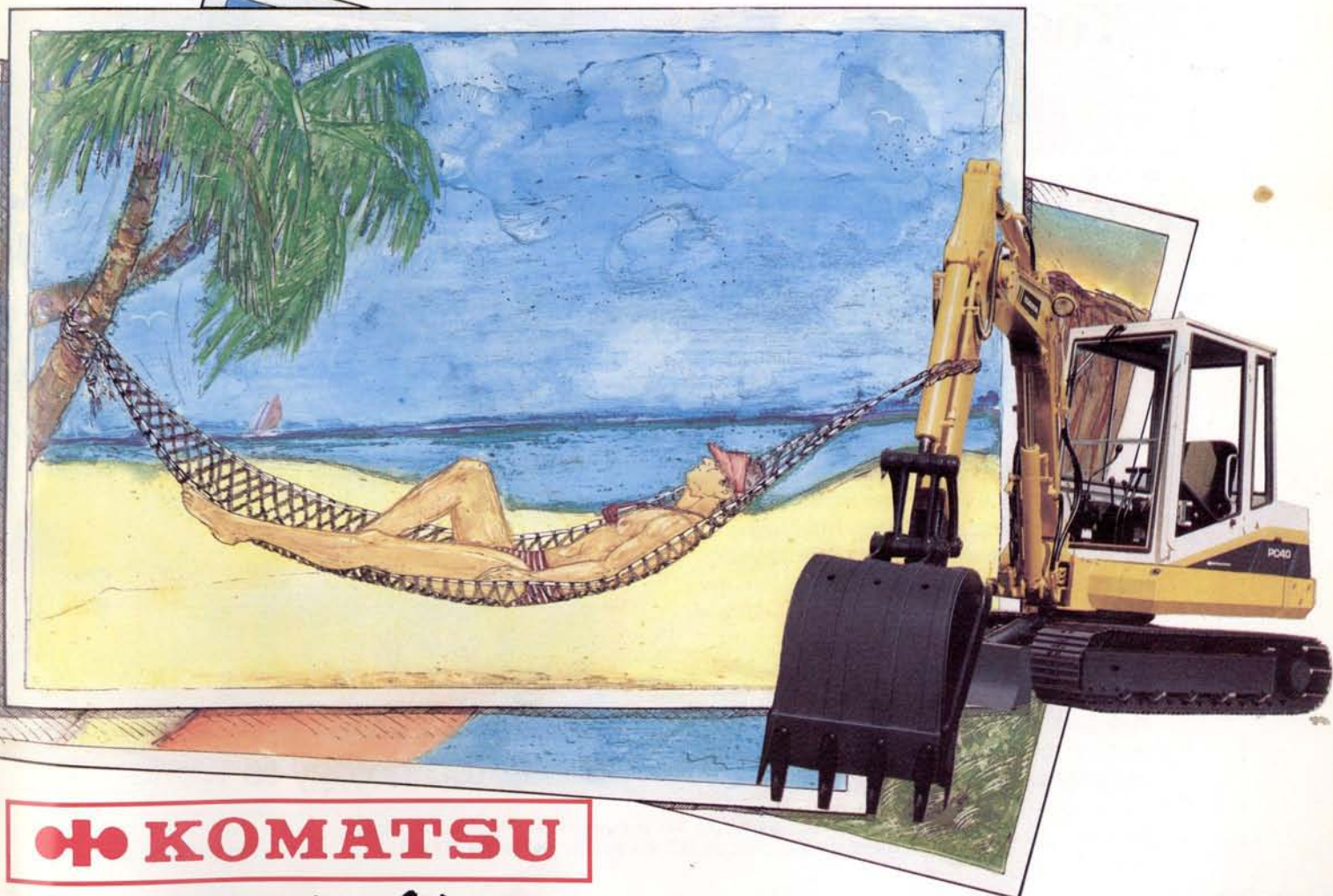
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