

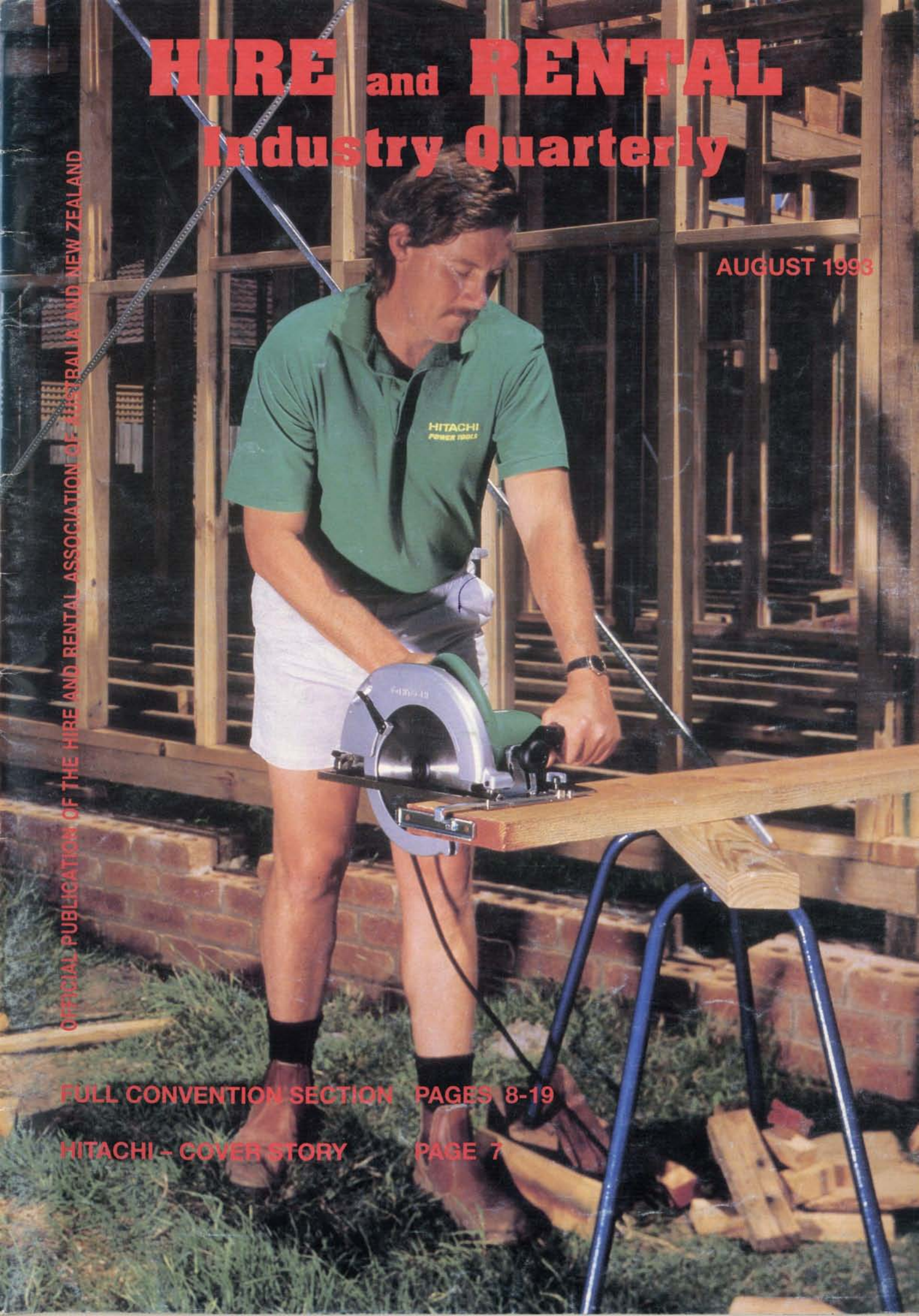
HIRE and RENTAL Industry Quarterly

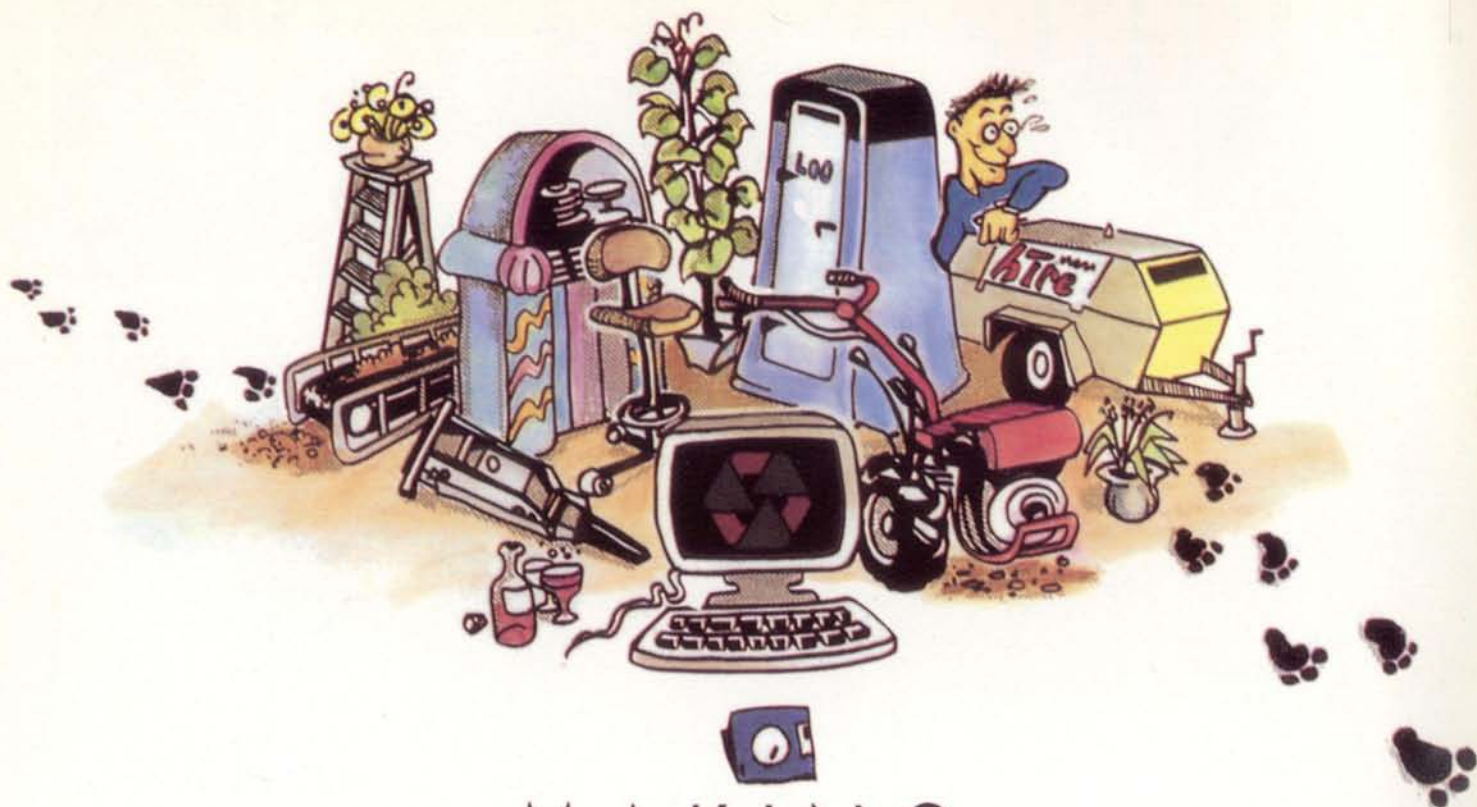
AUGUST 1993

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

FULL CONVENTION SECTION PAGES 8-19

HITACHI - COVER STORY PAGE 7





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Unley 5061

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President: Peter Jeffries
(09)457 3451
Secretary: Gavin Eddy
(09)457 8944
Fax: (09)457 0269
3/7 Augusta St.
Willetton W.A. 6155

PRESIDENT'S REPORT



MIKE WILTON PRESIDENT

As I write, we have just passed the equinox - the days, instead of getting shorter, will now inexorably get longer and the hours of darkness will decrease. A time of change and optimism that, I trust, is reflected in our industry. Am I mistaken, or has Australia entered a phase of less turmoil, better international trading, and more stability in the community and industry? On the Victorian front the changes are certainly evident. The process of rationalization continues with the sale of several businesses and the demise of others, the emergence of respected names in our industry under new banners, and the slow but steady pick up in the purchase of new equipment by rental companies.

Changes too in our own Association, with the merger between H.R.A.A. and the Elevating Work Platform Association approaching completion. I can report support on all sides for this major expansion of H.R.A. coverage, the only obstacle being a minor realignment of the constitutions of both originations to allow the merger to take place. Our aim is to have the details finalized in time for our convention in Melbourne in September.

Which brings me rather neatly around to the convention, details of which appear elsewhere in the magazine. I'd simply like to draw your attention to the program, particularly the strong team of guest speakers. Phil Ruthven's reputation goes before him, and all who have heard Phil in action will attest to his well-researched and provocative style. A major coup has been the securing of David Edwards, Chief Executive Officer of the Victorian Employers Chamber of Commerce and Industry. David is a high profile speaker with wide experience in industrial relations and the problems of businesses and employers. I was among a number of country Victorian members who heard Chris Tenniswood speak on safety matters in Ballarat recently - he immediately became a "must" for the convention with his lively and entertaining approach to matters of safety.

All in all, the convention has most of the ingredients of success. It only needs one more - you! You can be assured of a warm welcome to Melbourne in September. I look forward to seeing you there.

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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Husqvarna

22nd International Convention & Trade Exhibition Issue

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TYPESET AND LAYOUT

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CONTRIBUTIONS AND PRESS RELEASES:

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Greg Kelson, Editor,
Hire and Rental Industry Quarterly
PO Box 308
Rose Bay, NSW 2029

Christmas.

N.S.W.



It comes
once a year.

And usually with a big bill.

So do insurance premiums.

Usually with an equally big bill.

But there is a way you can avoid one big
payment, and that's with our premium finance service.

Put simply, it means you can pay your insurance premium
over the following year.

Pretty simple, really.

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HIRE AND RENTAL INSURANCE BROKERAGE

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The Husqvarna aim, to make your work safer and easier by using technology that puts people first, is best represented in Husqvarna's big range of chainsaws.

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The combined blower and vacuum action of the 132HBV or the lighter 122HB blower only, allows you a choice to get the right product for the right clean-up job.

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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

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

Cover Story: MODEL C9

Having the most powerful motor in a circular saw is one of the influencing factors in the buying decisions of which brand saw to purchase!

The Hitachi 235 m/m saw, model C9, is equipped with a 2,000 watt double insulated motor, which provides enormous grunt to complete the big jobs and reduces the likelihood of burn-out due to user overloading. An effective spindle lock mechanism requires only one spanner for blade change-over, and a large side handle attached to the base plate not the guard, provides improved operator safety. Bent and broken base plate

replacement is reduced through the new design cast alloy base. Re-zeroing of blade to base plate is conducted in seconds via the grub screw in the base. The hand grip shape and angle is most acceptable to "tradies", as it provides maximum comfort, control and balance.

Cutting depth capacity at 90°:	=	86 m/m
No load speed:	=	5,000 RPM
Overall weight:	=	7.2kg

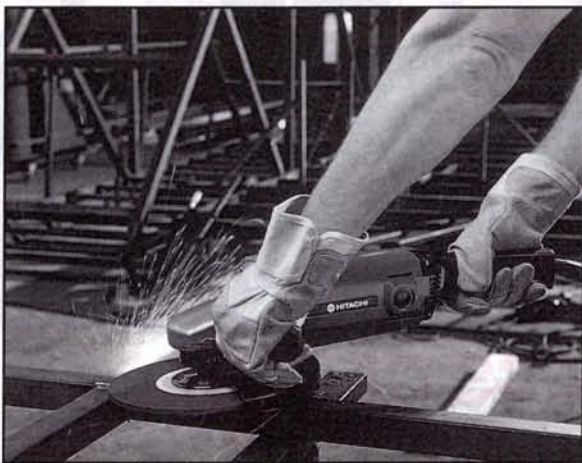
(Refer to front cover)

QUALITY & LASTING WORKMANSHIP

"QUALITY & LASTING WORKMANSHIP", the motto of Hitachi Power Tools, has been earned by 42 years of developing industrial quality power tools - not power toys! How often have you hired out a power tool only to have it returned to you within the hour?

How often has your newly purchased power tool not fulfilled your hire expectations? The challenge of quality and lasting workmanship ensures you that the total resources of Hitachi are working towards providing you with a power tool that will work when you want it to work; and will perform according to the intended application.

Next time you hold a power tool in your hand, take a close look at the identification plate and ask yourself if the power rating of wattage is high enough for the hire. Remember, the higher the wattage rating the more powerful the tool! The more powerful the motor the longer the tool should last and it will require less maintenance.



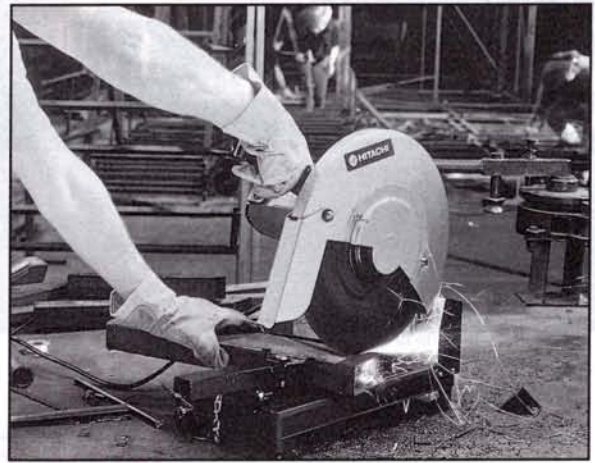
Model: CC 14 – Angle Grinder

Examples of Hitachi Quality and Lasting Workmanship must include 355 m/m (14") Cut-Off Machine – Model CC 14, and 230 m/m Angle Grinder – Model G23SC. Both tools are excellent value for money and are considered to be market leaders in their class.

This will leave you with more dollars in your pocket.

Visit **THE MELBOURNE HIRE EXPO** and compare the motor wattage of Hitachi Power Tools with other tools. Remember, the power tool is an extension of the user's hand, therefore the tool must feel comfortable, look right and have plenty of power. You really don't want the hirer standing for hours pushing your power tool along, getting on bended knees and crossing fingers hoping the tool will do the job. The user will not re-hire from you if he/she has to coerce and cajole the power tool into doing the job because of lack of power. Return on investment comes from having the correct tool for the application and the power tool working for you - not against you.

Before you visit the Hire Exhibition make a note of the brands, models and **wattage** of tools in your fleet, ask the boys on the Hitachi stand to show you a similar Hitachi model and compare the wattage.



Model: G23SC – Cut-Off Machine

"Living with change"

22nd INTERNATIONAL HIRE CONVENTION & EXHIBITION



**WORLD CONGRESS CENTRE
MELBOURNE**

7 TO 9 SEPTEMBER 1993

LIVING WITH CHANGE

HIRE EXPO

MELBOURNE

As a place to get away and concentrate on the business at hand, the World Congress Centre, situated on the redeveloped banks of Melbourne's Yarra River, is the ideal Venue in a perfect location. Sharing a foyer with luxurious Centra Melbourne on the Yarra Hotel, all facilities are purpose-built to provide an excellent setting for the Hire and Rental Association National Hire Expo 1993

The theme "Living with Change" is appropriate to the times, the economy, and to this event. This is the first conference planned under new guidelines developed by the national body. As such, we hope that it proves to be both relevant to, and a showcase for, our industry.

The conference itself reflects change with a comprehensive three day program structured to provide industry-specific speakers and ample time to inspect what we believe will be an excellent exhibition.

I know September 7-9, 1993 will be three wonderful days, and urge you all to attend.

MIKE WILTON
National President

SEPTEMBER 7-9 1993

PROGRAMME

TUESDAY, SEPTEMBER 7

9.00 am - 11.00 am	REGISTRATION
11.00 am - 12.00 noon	OPENING SESSION AN ECONOMIC OVERVIEW THE IMPACT ON THE HIRE & RENTAL INDUSTRY Speaker: Phillip K. Ruthven
12.00 noon - 1.15 pm	LUNCH
1.30 pm - 5.00 pm	YARD TOURS (1) General Hire Equipment (2) Event Equipment
7.00 pm - 11.00 pm	CONFERENCE DINNER

WEDNESDAY, SEPTEMBER 8

9.00 am - 10.00 am	CHANGES IN INDUSTRIAL RELATIONS AND THE POSSIBLE EFFECTS ON THE RENTAL INDUSTRY Speaker: A representative from the Victorian Employees Chamber of Commerce and Industry David Edwards CEO
10.00 am - 10.30 am	MORNING TEA
10.30 am - 11.30 am	INSURANCE AND FINANCE OPTIONS FOR THE RENTAL INDUSTRY Speakers: Roger Bamford - Insurance Graham Stammers - Finance

11.30 am - 12.15 pm	FUTURE CHANGE IN THE EVENT INDUSTRY Speaker: John Kroeger
12.15 pm - 1.00 pm	MARKETING WITHIN THE RENTAL INDUSTRY A panel discussion between industry members, chaired by Wayne Weller of Coates Hire, fol- lowed by an open forum on aspects of marketing in today's environment.
1.00 pm - 2.00 pm	EXHIBITION OPENING AND LUNCH
2.00 pm - 5.00 pm	HIRE-EXPO - TRADE SHOW
5.00 pm - 10.00 pm	EXHIBITION - OPEN NIGHT FOR RENTAL INDUSTRY STAFF

THURSDAY SEPTEMBER 9

8.30 am - 9.30 am	CONCURRENT WORKSHOPS Existing Industry Training programs and possible future developments (1) SAFETY AND TRAINING Statutory Requirements for the Rental Industry (2) EVENT MANAGEMENT AND DEVELOPMENT
9.30 am - 1.00 pm	EXHIBITION
1.00 pm - 3.00 pm	LUNCH & KEYNOTE ADDRESS "LIVING WITH CHANGE" Speaker: Jim Brown, Chief Executive Officer, Coates Hire
3.00 pm	CLOSE OF CONFERENCE

GUEST SPEAKERS

Jim Brown



Jim Brown commenced his career with Coates Hire in 1968, in the position as Service Manager New South Wales. After promotion to Operation Manager he was then transferred to Western Australia then, subsequently Victoria and New South Wales as the Manager in each of the respective States. For the last decade John has been the Chief Executive of Coates Hire for Australia and Indonesia.

His association with the Hire & Rental Industry extends back to 1969 when he attended the inaugural Convention in Sydney. Since then John has held executive positions both in the States and National Associations.

Phillip K Ruthven



Phil Ruthven is the founder and Executive Chairman of the IBIS Group, Australia's best known information and consulting corporation.

He is also a director of other public and private companies and on a number of advisory committees to government and tertiary Institutions.

Phil is a science graduate from the University of NSW. He added to these qualifications with further studies in management and economics at various universities and institutes and he was a Rotary scholar to the USA in the late sixties.

IBIS has earned the reputation as astute business analysts, based in part on their unique and comprehensive data bases. Their clients include over one-third of the nations top 500 corporations and government authorities.

IBIS has enormous optimism for Australia's long term future, but also a healthy respect for the fact that it will be our best owners, managers and enterprises that will take us into the next golden age of prosperity in the mid-nineties and beyond.

John Kroeger



John Kroeger is founder and Managing Director of International Event Resources Pty. Ltd.

For 11 years Mr. Kroeger has been an adviser and supplier to the Ford Australian Open Tennis; he designed the first sponsor packages and the grand Prix Club for the Fosters Australian Formula One Grand Prix and his company has project controlled the event ever since. He designed many of the temporary facilities for the Australia Motorcycle Grand Prix at Phillip Island and at both subsequent Grand Prix. Four years of planning went into the 1988 Bicentennial Air Show which was voted best Air Show in the World for that year. More recently Mr. Kroeger has been advising the Malaysian Motor Cycle Grand Prix and the Malaysian Air Show via his Malaysian colleagues Shah Alam Motorsports Paradise at Kuala Lumpur. John Kroeger is also Managing Director of Veldeman Australia Pty. Ltd. a company with Belgian partners which supplies temporary aluminium span buildings to the Pacific and Asian regions.

CHRIS TENISWOOD · B.Mech.Eng.;B.A.;M.Eng.Sc.



Chris is Assistant Managing Director of Richard Oliver International Pty Ltd. He is responsible for the performance evaluation, cost efficiency and quality assurance of the risk management and risk financing programs of a number of major national and global corporations, and providing strategy development/planning assistance for these programs.

He is responsible for the management of corporate risk assessment and risk analysis projects.

Chris has extensive experience in the development and implementation of risk management programs dealing with such risk exposures as property loss and business interruption, general, environmental and products liabilities, and workers compensation. He has wider experience – for example, in developing productivity – wage strategy and operational frameworks for this, and introducing new technology, into Australia Post.

David Edwards



CEO, Victorian Employers' Chamber of Commerce and Industry, MBA- Deakin University, BSC Hons. - Sussex University, UK.

6 Years at a chief executive level and senior level in leading business organisations; 5 years as a senior commercial manager in North Broken Hill Holdings Ltd with responsibilities including corporate planning, financial analysis and insurance and risk management (NBHH held an insurance license as well as being a workers' compensation self insurer); 12 years in the information technology industry.

Roger Bamford Q.P.I.B.



Commenced insurance career in 1961 with Commercial Union Group in Sheffield, England. Emigrated to Australia in 1964 and has since gained experience with underwriters and brokers. Commenced own insurance brokerage from 1971 to 1984. Joined the staff of OAMPS in 1989 from Richard Oliver Group and is currently an Area Manager at the Sydney office.

Graeme Robert Stammers



Over the past 13 years Graeme has been involved with finance and business brokerage either under contract or self employed.

Since 1990 he has been contracted to OAMPS Ltd as a finance broker.

GENERAL INFORMATION

VENUE:

The World Congress Centre is conveniently located in the heart of the city, on the banks of the Yarra River and is well serviced by public transport.

The Centre incorporates every required facility and offers advanced technology equipment throughout the theatre, exhibition halls and meeting rooms.

ACCOMMODATION:

Centra Melbourne on the Yarra

Cnr Flinders & Spencer Streets Melbourne Vic 3000

Telephone (03) 629-5111 Facsimile (03) 629-5624

Rates per room per night - AUD\$130.00

The Official Conference hotel is Melbourne's first international riverside hotel. Located adjacent to the World Congress Centre, the hotel is a relaxed walk from the shopping and commercial heart of the city and closeby to the new Southbank development which features a host of restaurants and shopping opportunities.

REGISTRATION:

The Registration fee includes admission to all Technical Sessions, Yard Tours, Morning Tea and Lunches as specified in the Conference Programme.

If you wish to attend HireExpo '93 for one day only, please indicate your choice of day on the registration form and remit single day registration fee payment. The fee entitles you to catering and programme contents for the nominated day only.

The accompanying Person's Fee includes Lunch Tuesday September 7, Half Day tour Wednesday September 8 and Closing Lunch with Keynote addresses Thursday September 9.

Registration Fees received after July 31 1993 AUD\$475.00

Single Day Registration Fee - AUD\$175.00

Accompanying Person's Registration Fee AUD\$175.00

Conference Dinner Tickets per person - AUD\$65.00

Please complete the registration form and forward it to the Secretariat, together with your payment. Please remit payment in Australian Dollars by either bank draft or Australian cheques, payable to the HireExpo '93.

Credit Card payments are acceptable on Bankcard, Mastercard or Viscard only.

CONFERENCE DINNER:

The venue for the conference Dinner is the John Landy Room at the MCG. The theme of the night will reflect the excitement and fervour that invades Melbourne every year in September, "The Grand Final". The cost of dinner is not included in the registration fee. Please indicate the number of tickets required on the registration form and remit payment with your registration fee.

EXHIBITION:

A trade display exhibiting the latest equipment and services in the Hire and Rental Industry will be held in the You Yangs Exhibition Hall at the World Congress Centre. Further enquiries regarding trade participation should be directed to the Secretariat.

Conference delegates are encouraged to invite their staff to visit the Exhibition Open Night between 5.00 pm and 10.00 pm on Wednesday, September 8, a meal can be purchased at the venue and there will be a cash bar operating. Please indicate the number of Visitor Passes required on the registration form.

YARD TOURS:

A choice of yard tours will be available in the afternoon of Tuesday September 7. Delegates will have the option of visiting the properties of either general hire or party

equipment operators, according to their specific field of interest. Please indicate your preference on the registration form.

REGISTRATION AND INFORMATION DESK:

The Registration and Information Desk will be located in the Carryong Rooms, where the Conference Technical Sessions will be held. The area located on the level below the Exhibition Area can be accessed by elevators. The registration area will be open during the following times:

Tuesday September 7	9.00 am - 1.30 pm
Wednesday September 8	8.30 am - 1.00 pm
Thursday September 9	8.30 am - 1.00 pm

CONFERENCE SECRETARIAT:

Questions regarding registration or accommodation may be directed to: Hire-Expo '93, Conference & Exhibition Secretariat,

C/- ICMS Pty Ltd

PO Box 29, Parkville, Victoria, Australia 3052

Tel: (03) 387-9955 Facsimile (03) 387-3120

TRANSPORT:

Melbourne is well served by the domestic airlines. Skybus operates regularly for transport between the airport and the CBD or alternatively, taxis are readily available and should cost approximately AUD\$20.00 for the same journey.

On the ground a suburban network of trams (one of the most extensive in the world), buses and trains including a central city underground system, link into intra and interstate road and rail systems.

CLIMATE:

September, the month of the conference, is spring in Melbourne. During this time of the year, Melbourne is known for its climatic changes and whilst daytime temperatures during the conference should be mild, a jacket will be needed for the evenings.

ELECTRICITY:

The electrical current is AC240 volts, 50Hz. The connection for appliances is a flat 3-pin plug. Most hotels provide AC110 volts for shavers.

CANCELLATIONS:

Registrations cancelled before July 31, 1993 will be refunded less AUD\$60.00 handling and administration charges. After July 31, 1993, no refunds will be made. All cancellations must be made in writing to the Conference Secretariat.

LIABILITY:

In the event of industrial disputes, the conference organisers cannot be held responsible for any losses incurred by delegates.

Programme is correct at time of printing, but the organisers reserve the right to alter the programme if and as is deemed necessary.

TRAINING GUARANTEE:

Advice from the Australian Taxation Office indicates that attendance at this Conference may form part of eligible training for delegates and that the relevant expenses incurred could contribute towards eligible training expenditure.

Copies of all documentation should be kept for taxation purposes as the onus is on the individual to justify eligibility. This also applies to tax deduction claims.

Please complete and return accompanied by your payment
in Australian Dollars, no later than July 31, 1993, to:

HireExpo 93
Conference & Exhibition Secretariat
ICMS Pty Ltd
PO Box 29
Parkville Victoria 3052 Australia

HireExpo 93

Registration Form

Melbourne
September 7-9'
1993

DELEGATE INFORMATION

(Please
type
or
print
in
block
letters)

Surname: _____
Title (Dr/Mr/Mrs/Ms/Miss): _____
Given Name (for name badge): _____
Organisation: _____
Postal Address: _____
Town/Suburb: _____ Post/Zipcode: _____
State/Country: _____
Telephone Bus: () _____ Facsimile: () _____
ACCOMPANYING PERSON: _____

REGISTRATION FEES

	Cost per person AUD	No. of Tickets AUD	Total Cost
Registration Fee received before July 31, 1993.....	\$375.00		\$ _____
Registration Fee received after July 31, 1993.....	\$475.00		\$ _____
Single Day Registration Fee (please indicate day attending)			
7 Sept.	8 Sept.	9 Sept.	
Accompanying Person Registration Fee.....	\$175.00		\$ _____
Conference Dinner Tickets.....	\$ 65.00		\$ _____
Registration Fees Sub Total			\$ _____

YARD TOURS

Please indicate your preference of technical tours on Tuesday, September 7:

General Hire Equipment _____
Event Equipment _____

BREAKFAST WORKSHOPS

Please indicate your preference of Breakfast Workshop on Thursday, September 9

(1) Training _____ (2) Safety _____ (3) Event _____

I/We will require (tick which required)

Single () Double () **Twin Share ()

at the Centra Melbourne on the Yarra Hotel at AUD\$130.00 per room per night

Accommodation Deposit Sub Total* \$ _____

***Accommodation reservations must be accompanied by the mandatory deposit of one night's tariff and bookings received by July 31, 1993 to ensure the Conference Rate.**

Day In ____/September 1993 Estimated Time of Arrival ____ AM ____ PM

Day Out ____/September 1993 Estimated Time of Departure ____ AM ____ PM

** If sharing, please give full name of person sharing room.

(Share name must be submitted to enable us to allocate rooms on your behalf).

EXHIBITION

Please indicate number of visitor passes required on Wednesday, 8 September : _____

PAYMENT DETAILS

Please pay by cheque or bank draft. Note that personal cheques from countries other than Australia cannot be accepted and will be returned to sender.

ALL PAYMENTS SHOULD BE MADE IN AUSTRALIAN DOLLARS.

Registration/Conference Dinner Fees Sub Total

AUD\$ _____

Accommodation Deposit Only Total

AUD\$ _____

Grand Total Enclosed AUD\$ _____

Please make all cheques/drafts payable to: HireExpo 93 OR please charge (tick which applicable).

Bankcard () _____ Mastercard () _____ VisaCard () _____

Cardholder's Name _____

Cardholder's Signature _____

Card Number

Card Expiry Date ____/____/____

OFFICE USE ONLY

Bank Draft/Cheque No _____ Drawer _____

Bank _____ Branch _____

Credit Card Authorisation Number _____ Amount _____

CENTRA

MELBOURNE

ON THE YARRA

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

EXHIBITORS SHOWCASE

Australian Portable Dance Floor

2 Townshend Street

Phillip ACT 2606

Telephone: (06) 285 2896 Fax: (06) 285 2242

With AUSTRALIAN PORTABLE DANCE you can accommodate the evening dance requirements simply and effectively. It is designed for extremely easy assembly and storage and gives you the flexibility to transform the ordinary floor space into a beautiful dance floor and back again as your needs change. Sections lock together very easily to form a variety of shapes and sizes and it looks great anytime anywhere.

AUSTRALIAN PORTABLE DANCE FLOOR will make specific sizes to complement your current portable dance floor.

The dance floor transporter holds up to 20 sections and is made of steel, it is very robust and easy to control.

The transporter can also serve as a storage unit

STAND NO. 62

BlueBird Floor Cranes Pty Ltd

P.O. Box 1138, Richmond North VIC 3121

Ph: (03) 417 1515. Fax: (03) 419 8884

The Company has represented BlueBird International Inc. of Denver USA since 1975. This Convention two items of BlueBird equipment are on display.

The ever-popular BlueBird KD1500 Knock-down Floor Crane which has become the quality standard in the Hire Industry since it was introduced to Australia in 1975. The KD1500 is in use in every State, with over 800 in hire.

The BlueBird SP424 Lawn Aerator which was introduced to Australia at the 1992 Convention. Designed specifically to meet the needs of our industry, the SP424 has received enthusiastic reception from every hire company using them.

STAND NO. 68 - 69

Briggs & Stratton Australia Pty Limited

A.C.N. 006 576 656

Australian Head Office: Dansu Court, Hallam, Vic. 3803

Telephone: (03) 796 4900 Fax: (03) 702 3606

Briggs & Stratton is the world's largest manufacturer of air cooled petrol engines with a range from 2 to 18hp, vertical and horizontal shaft.

Briggs & Stratton Australia is a subsidiary company of Briggs & Stratton Milwaukee U.S.A. and is responsible for the distribution to New Zealand and Australia wide to over 1000 dealers. In South Australia distributor Millamac.

We will have on display our range of Vanguard O.H.V. Engines. This range of engines features overhead valve technology at its best.

Designed for maximum operator comfort and whisper quiet operation, they have amazing power and torque, with super clean combustion.

Vanguard and I/C engines are protected by Briggs and Stratton exclusive 2 + 5 Warranty - 2 years on the engine 5 years on the

Magnetron Ignition regardless of application.

STAND NO.4

Champion Compressors

Princess Highway

Hallam 3083

Ph: (03) 796 4000 Fax (03) 796 4053

Will be exhibiting their Sullair portable Compressors plus their full range of air Tools including the only Anti Freeze breaker on the market

STAND NO .104

Compact Disc Juke Box Party Hire

534 Parramatta Road, Petersham NSW 2049

Phone: (02) 564 1022. Fax: (02) 569 1154

Our company markets compact disc jukeboxes specifically designed for the party hire industry, "lightweight yet heavy duty and tough". We have a new budget portable jukebox which retails for under \$4,000 and also a new 50's style jukebox as featured in Sale of the Century. The 50's style has been extremely popular over the last 12 months, our advertising such as Sale of the Century and various other media avenues has promoted a lot more interest in jukeboxes. We plan to continue our advertising campaign which will help not only us, but all operators of our products.

STAND NO.

CompAir (Australasia) Ltd.

Head Office Sales:

34-40 Ricketts Road,

Mt. Waverley, VIC 3149

Phone: (03) 544 0777. Fax: (03) 562 8894

CompAir Australasia will be exhibiting several products, which are of particular interest to hire companies including Zitair portable compressors, Rammer hydraulic hammers and vibration reduced road breakers.

The Zitair 100 is a lightweight compressor with an output of 100 cfm (471/s) and is powered by a Perkins diesel engine. It has a noise level of only 75 d(B)A and is a popular contractors unit.

The Rammer "City" hydraulic hammer has been specifically designed for use in urban environments. With a noise level of up to 13 dB(A) less than standard hammers it is ideal for "after hours" situations where disturbance must be kept to a minimum.

The latest range of CompAir vibration reduced road breakers have been tested with up to 90% less vibration at the hand compared with standard breakers and this is achieved with no reduction in productive power. The models range from 20 to 35 kg and all have built in polymer mufflers.

STAND NO. 96 & 97

Crommelins Crommelins Operations Pty Ltd

139 Welshpool Road,
Welshpool W.A.
P.O. Box 352, Bentley, W.A. 6102
Phone: (09) 350 5588. Fax: (09) 458 9716

In Melbourne this year, Crommelins again offer a full display of well selected equipment for the hire industry. The stand will be manned by their representatives from Brisbane, Sydney, Melbourne, Adelaide and Perth.

There will be numerous SPECIALS about which you have been circularised. This therefore offers the opportunity to inspect their equipment and make your decision, so enjoying the special prices offered for those who order equipment before or during the convention.

Crommelins are offering "Order Now - Take Delivery - Pay Later".

This is an example of their trading flexibility designed to help their clients.

STAND NO. 13-16-17-18

Dembicon Australia

Head Office & Manufacturing Centre
29 Kinkaid Avenue
North Plympton
Adelaide S.A. 5037
PO Box 263, Plympton. S.A. 5036
Tel: (08) 297-4022 Fax: (08) 371-0990
International NQ(618) 297-4022
Super Service No: (008) 888-343

DEMBICON AUSTRALIA supplies a complete range of products for all sawing, grinding and drilling requirements of the Hire Industry.

Our machine range includes the following famous brand names:

- * COMPAC
- * MIDGET
- TILEMASTER
- TUBBIE
- T SERIES
- STUBBIE
- * AS WELL AS THE WORLD RENOWNED PARTNER
POWER SAWS

Coupled with the above range of machines is Australia's most complete range of world class Diamond Tools custom made for the rigours of the Australian Hire Industry.

STAND NO. 58-66 & 67

Dingo Machinery Supplies

30 Owens St.
Dalby 4405
Ph:(076) 62 5424 Fax (076)62 4680

will feature their 700-16 HP Dingo the 950-Diesel with the 3

cylinder Kubota diesel engine; Large Trencher; Post Hole Digger; Carry All Leveler; Rippers; Rotary Broom; Rotary hoe.

STAND NO.59

Dinkum Industries Pty Ltd

Factory 71, No. 22 Dunn Crescent
Dandenong VIC 3175
Telephone: (03) 792 2125

Dinkum Industries is based in Dandenong and has been manufacturing and supplying high quality chemical flushing toilets to the hire industry since 1988. A full range of portable sanitary units are available including two different capacity chemical flushing toilets, sewer connecting pans and urinals. Units are supplied on standard bases, heavy duty skids or trailer mounted.

STAND NO. 30

Flexovit Abrasives (Aust.) Pty Ltd

HEAD OFFICE & FACTORY:

4-6 Colbert Road,
Campbelltown VIC 3061
Phone: (03) 357 0377.

Sales Fax: (03) 357 0573. Admin Fax: (03) 357 0323

Flexovit Abrasives, a long term associate of the Hire Industry, will be proudly displaying their comprehensive range of Flexovit cutting, grinding and Diamond products and Carborundum coated abrasives, all of which have stood the test of time within the Hire Industry and have earned Flexovit the reputation of providing superior quality and service.

STAND NO.

Flextool (Aust.) Pty Ltd

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

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

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

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

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

Free Call outside metropolitan area 008 801 108

Flextool will be actively represented at HireExpo by staff from Melbourne, Sydney, Brisbane, Adelaide and Perth branches.

Our range of equipment includes Vibrators, Pumps, Drive Units, Plate Compactors, Brick and Floor Saws, Power Trowels, Kango-Hitachi-Bosch electric hammer/drills, Diamond Blades and much more.

We invite you to join us on our stand and see the comprehensive display of hire proof portable equipment including new products which will be released at the exhibition.

We look forward to seeing you in Melbourne this year.

STAND NO. 50-51-52

Form-It Fibreglass

15 Johnson St.
Wyong
Ph (043)53 1287 Fax (043) 51 2421

Will be exhibiting their full range of portable toilets

STAND NO.98

Hitachi Sales Aust Pty Ltd

153 Keys Road,
Moorabbin Vic 3189
Tel: (03) 555 8722. Fax: (03) 5321815

Profit making new products on display, future breaker model H655B and a new series of angle grinders ! Also, future technological advances in cordless tools will be available for your perusal. The range of hire type Hitachi tools will be displayed for your inspection, product improvement and praise comments.

STAND NOS. 53 & 54

HirePoint Software

8 Hermington Street, Epping NSW 2121
Phone: (02) 876 2745. Fax: (02) 876 5715

HirePoint Software will be demonstrating Version 5 of its computer software system which features its own fully integrated general ledger and a new mouse driven interface. HirePoint is not a new system, it has been around since 1986, is used by 30 Australian hire companies, developed in Australia, it is now exported to the U.K., U.S.A and N.Z. HirePoint dominates in the Audio Visual equipment hire business and is set to widen its market to Party hire and general equipment hire.

STAND NO. 33

Homelite Textron

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

In 1993 HOMELITE will introduce its new range of professional Multi Purpose Saws, these include the MP88 and the MP38. The MP88, being the latest edition, is a 88cc 12" or 14" petrol cut off saw. With HOMELITE'S Commitment to the HIRE and INDUSTRIAL markets, this year we will be highlighting our range of cut off equipment for both concrete and steel.

Also on display will be our range of:

- Transfer Pumps
- Diaphragm Pumps
- Trash Pumps
- Generators
- Chainsaws
- Brushcutters
- Blowers and Vacs

- Professional Lawn Mowers

We look forward to speaking to you about your individual requirements.

STAND NO. 109

Ingersoll-Rand (Australia) Ltd Construction Group

81 Egerton Street, Silverwater NSW 2141
P.O. Box 312, Ermington NSW 2115
Phone: (02) 647 25904. Fax: (02) 647 2504

Ingersoll-Rand (Australia) will be exhibiting two new products to suit the rental industry in Australia.

These products are included in the Portable Power range offered by Ingersoll-Rand, which incorporates portable air compressors. The units on show are the V4 Contractor's Pump, which features an Ingersoll-Rand design and manufactured semi volute type vacuum assisted de-watering pump. This unit has a suction lift of 8 metres and a head of 37 metres. The unit will handle solids up to 45mm in diameter. The benefit to the renter will be its packaging which is identical to the I-R compressor range. This package features a road registerable trailer, including brakes, and a noise rating of less than 75dBa in accordance with the latest European requirements.

The second unit on display will be the G27WP portable generator. This unit is one of three offered in our range of 27, 40 and 60kva. Again this unit benefits from packaging in the portable compressor configuration.

Also on display will be samples of Ingersoll-Rand's construction tool product range.

STAND NO. 5 & 6

JLG

11 Bolwarra Road, Port Macquarie NSW 2444
Phone: (065) 81 1111. Fax: (065) 81 0122

JLG will be exhibiting their new 50 foot scissor lift - the 5000RTS. This high capacity unit is available with 4WD, 4WS and dual deck extensions which give exceptional deck size.

JLG will also be featuring their latest 45HA knuckle boom which is powered by a silenced Deutz F3L011 engine, has easy access and uses the same valves and control systems familiar to our industry from the popular JLG 60HA, 50H, 60H, 80HX and 40MS machines. Also available will be information on the exciting new JGL 50HAW. This 40 foot electric knuckle boom is getting rave reviews in the USA and Europe for outstanding value and performance.

STAND NO. 76 - 79

Jaden Pty Ltd Mini Loaders

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

Jaden Loaders will be showing their dedicated Trenching System,

along with their range of loaders from 13hp to 20.7hp. Alister Rayner and Dealers from other States will be on the stand.

STAND NO. 75 & 80

Kärcher Pty Ltd

2/158 Browns Road, Noble Park VIC 3174
Phone: (03) 795 4422. Fax: (03) 701 001

Trade show time and Kärcher again at the forefront of cleaning technology will have new release machines for the Rental Industry which will include portable and mobile hot and cold water high pressure water cleaners, wet and dry industrial vacuum cleaners, floor scrubbing and power vacuums, walk behind and ride-on sweepers plus super incentive to buy deals.

**KÄRCHER LIVING FOR
A CLEANER WORLD**

STAND NO. 89 - 91

Kango Australia Pty.Ltd.

61-63 Governor Macquarie Drive
Chipping Norton, 2170
Ph. (02) 755 1277 Fax (02) 755 1383

Kango Australia will be attending this years "Living with Change" Hire Convention & Exhibition. On display will be the complete range of Electro-Pneumatic Demolition hammers rotary hammers, light weight drilling hammers and specialised products with specific relevance to the hire industry. A feature of Kangos display will be the regular Demonstrations of Kangos 1600w large capacity drills in magnetic drill bases and regular drill stands.

STAND NO.

K.L.S.Computers

75 Eberly Close, Narre Warren North, 3804
Ph . (03) 700 1770

K.L.S.Computers supply value for money. Computer systems and software, in conjunction with information unlimited and pacific microlab. K.L.S. can supply just computers or just the software. K.L.S. have been supplying the hire industry for over 10 years with many satisfied users.

STAND NO.41

Lincoln Electric Co. (Aust) Pty Ltd

35 Bryant Street, Padstow 2211
Phone: (02) 772 7222. Fax: (02) 792 1387

The Lincoln Electric Company (Australia) Pty Ltd will feature their engine-driven combination welders and 240V power sources at the Trade Exhibition in Melbourne during September 7 - 9.

Weldanpower models 175 and 225 provide on-the-spot welding with auxiliary power as does the Weldanpower G3000LX, a lightweight, compact and portable unit. In the heavy duty welding area, Lincoln provides the muscle with the 400AS.50 diesel-powered model, a workhorse in the construction industry.

Also on display will be the Lincoln Arc Welding Wire Feeders. Model LN22 is a lightweight and portable unit bringing the economies of semi-automatic welding to hard-to-reach places.

Another portable unit is the LN25, suitable for use with steel and aluminium solid wires (MIG welding) plus flux-cored gas shielded and self-shielded wires (Innershield and Outershield). Voltage and wire feed speed controls at the wire feeder.

Lincoln Arc Welding, the choice of Australia. Buy Australian made and keep Australians working.

STAND NO. 74

Merlin Services Pty. Ltd.

28-34 Westminster Street
P.O. Box 128, Oakleigh, VIC 3166
Phone: (03) 568 1026. Fax: (03) 563-1501

Manufacturers of:
ON-SITE SANITATION SYSTEMS
GENERAL INDUSTRIAL PRODUCTS
MF TOILETS

Once again Merlin will exhibit products that have pioneered and are established as pace-setters with the widest range, not only in Australia but throughout the world.

As world leaders in Fresh Water Flush with Water-Seal type of chemical toilets, hire companies can purchase custom designed units to suit their every need., The choice of size, capacity, colours and type of shell and or base would satisfy any market requirements anywhere in the world.

STAND NO. 73

Mole Engineering Pty Ltd

Head Office: Girraween
Phone: (02) 688 8011. Fax: (02) 896 1488
Other Locations - All States

Distributors of: Ditch Witch, Mikasa, Stanley Hydraulic Tools, Aircavators

Mole Engineering will be featuring the new UK range of DFX Technology hand held lance type "Aircavators" that plug into 75 to 125 CFM compressors to expose buried service lines with an ultra high velocity air jet and the new Stanley Hydraulics BR45 pavement breaker with "easi-ride" TM foot and vibration isolating "T" handles to reduce exposure to "VWF" the future bane for the construction industry.

STAND NO. 27-28-31-32

OAMPS AUSTRALIA LTD

P.O. Box 1796Q, Melbourne VIC 3001
Phone: (03) 483 6300. Fax: (03) 416 2812

The Brokerage specialises in providing cover for members of the

Hire and Rental Association of Australia, and, over the years, has developed and refined a range of insurance policies designed with the protection of members in mind. The Hire and Rental commercial policy is unique and offers cover to accommodate all risks relevant to the Hire and Rental Industry.

The brokerage also provides competitive rates and preferential cover for any other insurance requirement.

Each year the Brokerage share profits with insuring members. This year the profit share to insuring members will include the annual income traditionally earned by the State and National Associations. The Associations are pleased to see all income channelled back to those who have supported the Brokerage and contributed to its success over the years. The distribution system will see each client rebated a percentage of their yearly premium.

A number of our Representatives will be present at the Exhibition and welcome the opportunity to meet with members.

STAND NO. 9

Oldfields Pty Limited

29-31 Alfred Street, Campsie, NSW 2194

N.S.W.: (02) 718 5577. QLD: (07) 273 1755

VIC: (03) 326 6411. S.A. (08) 297 6955

W.A.: (09) 244 2245. N.Z.: Auckland (09) 64 5314

Wellington: (04) 71 2601. Christchurch (03) 349 4664

Oldfield Scaffolding Division will be demonstrating their Trailer Mounted Aluminium Scaffolding during the General Hire Yard Tour as part of the "Living with Change" Hire Expo in Melbourne, in September, 1993. See how to make tower hire EASY - CUSTOMER SIMPLY HOOKS UP AND DRIVES TO JOB.

The event Hire tour will feature Oldfields temporary Seating Modules - each holding twenty "bottoms". These modules are available as "single" units or in multiples of either tiered or runs of single level units.

Ideal for Party Hire, School Plays or Photo Sessions, Corporate Functions etc.

EASY TO HIRE AND ASSEMBLE.

STAND NO. 70 & 71

Parklands Trading Pty Ltd

71 Chapel Street

Lakemba NSW 2195

Telephone: (02) 758-2111 Fax: (02) 750-7864

15 Parkhurst Drive

Knoxfield Vic 3180

Telephone: (03) 801-7717 Fax: (03) 801-9253

Parklands will be exhibiting their full range.

7 models of Brushcutters both commercial and professional.

Their 6 chainsaw models ranging from Limbing to Hardwood Saws, which by paying close attention to engineering and safety details, deliver a lifetime of problem free performance.

2 Post Hole Borers, which are portable, safe, powerful and reliable.

2 Garden Trimmers, both single sided and double sided cutters, which feature portability to cut the toughest garden down to size.

Lawn Edgers that are gear driven, no belts, no slip "Tanaka Gear Drive has the edge on Performance".

STAND NO. 23

Power-Barro Australia Pty Ltd

ACN 056 114 562

10-12 Albany Street

Crows Nest NSW 2065 Australia

Tel: (02) 906-4944 Fax: (02) 906-4626

LOAD RUNNER LAUNCHED IN AUSTRALIA

The revolutionary new Australian made, hand operated front-end loader, called **Loadrunner**, has recently been launched. **Loadrunner** is engineered for easy self loading, material handling carrying up to 500kgs of sand, cement or up to 120 pavers/bricks. The narrow dimensions and the slope climbing ability of **Loadrunner** enables the machine to access different sites, where even the smallest part end loader cannot be used. Applications for **Loadrunner** include building and construction, landscaping and pools and gardens, and anywhere the job calls for materials handling, hauling, dumping and spreading. For a demonstration of this incredible new front-end loader, call the agents on 018-233-220.

Power-Barro will be demonstrating the **Loadrunner** at the Hire Expo.

STAND NO: 108

Powerlite Generating Sets

1/4 Wiltona Place, Girraween NSW 2145

Phone: (02) 888 2288. Fax: (02) 896 1374

Queensland Office: 3/124 South Pine Road

Brendale QLD 4500

Phone: (07) 881 3450. Fax: (07) 205 1548

Powerlite will be represented at this years Trade Exhibition by Managing Director Roy Jessop and Field Manager Darren Boughton. On display will be the complete range of user friendly Powerlite Powerpoint Hire Spec Generating Sets. Over the last 2 years this range has become the choice of every major hire company throughout Australia. A fitting result, culminating 12 months research and development with the hire industry prior to their release. The result, THE first ever generating set designed specifically for your business. Not only is the Powerlite Hire Spec Generating Set robust and manoeuvrable with its heavy duty roll frame with wheels and fold down handle, it also complies with the most stringent safety guidelines set down by the relevant authorities and unions.

Please come and discuss the Powerlite benefits in your Hire Fleet, enabling you to achieve maximum return on your investment dollar. YES, THAT'S RIGHT, THE BEST DARN HIRE GENERATING SET IN THE BUSINESS.

STAND NO. 63

Rainier Tents Australia

Lot 7 Pacific Highway,

Coffs Harbour NSW 2450

P.O. Box 1722. Phone: 066 511022, Fax: 066 511363

Rainier Tents Australia will be exhibiting their unique tent system, now a totally Australian made product, at this year's H.R.A. Expo. Framed freespan marquees that have rapidly gained acceptance throughout the hire and rental industry in Australia with many hire companies already reaping the benefits of utilising the Rainier tent systems in their businesses.

STAND NO 72

Red Roo Manufacturing Co Pty Ltd

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

The Red Roo Mfg. Co. Pty. Ltd. manufactures outdoor power equipment. With over twenty three years of experience in Australia we present the largest range of commercial lawn and garden equipment on the market. Our objective at Red Roo is to make it work, make it safe, and make it simple. The products displayed at this years annual hire show will centre around recycling garden waste. This is sure to be a promising area in the years ahead and Red Roo intends to be well positioned in the market place. On display will be garden mulchers, and woodchippers ranging in size from 75mm to 180mm. We will also release the revamped JR2000 Mang Rotary Hoe, our new and improved big wheel slashers, and a single man hydraulic post hole digger. This is going to be a great year so stop by and take a look at what the Red Roo Can Do For You!!

STAND NO. 81 - 84

Sewer Equipment Company (Aust) SECA

P.O. Box 377,
Marrickville NSW 2204
Ph: (02) 559 5622 (008) 028 584. Fax: (02) 559 5076

Suppliers of Electric Eel products and all drain cleaning, testing and inspection equipment.

The new Electric Eel made, Eel Jet 3000 which uses high pressure water to blast through sludge, sand, soap and debris will be the feature of Sewer Equipment Company's display on stand number 35.

"In my experience about 90% of blockages are caused by root growth, which are best cleaned using cables or rods however, the balance usually caused by a build up of grease, sludge and sand are much more effectively cleaned using high pressure water" said SECA's General Manager, Kevin Quealy.

SECA celebrated 26 years of representing Electric Eel in Australia on August the 31st 1993.

STAND NO. 35

Simon Abbey Pty Ltd

98 Fairbank Road, P.O. Box 309,
Clayton VIC 3168
Ph: (03) 551 8866. Fax: (03) 551 5723

Simon Abbey are a member of the Simon Engineering Australia group of companies, and are Australia's oldest and largest supplier of powered access equipment.

The Company is able to supply full ranges of Vehicle Mounted Platforms, Self propelled Scissor and Boom type Platforms, and Trailer type units.

At this years Exhibition Simon Abbey will be displaying two of their light weight Trailer Type Telescopic Platforms namely the ETZ 155 and the RTZ210. The units have a working height of 15.5 metres and 21.0 metres respectively. The largest of the two units has a kerb weight of only 2100 kgs, making it an ideal unit for getting into elevated positions where ground pressure restrictions severely limit the use of

conventional self propelled Elevating platforms. The ETZ155 on display also incorporates a power traction system thereby enhancing its mobility within enclosed areas such as shopping malls etc.

STAND NO. 112 - 117

Talon Snorkel

5 Brand Road, Scoresby VIC 3179
Phone: (03) 764 9900. Fax: (03) 764 9989

This year Talon Snorkel will be displaying some of their new range of Elevating Work Platforms. The Trailer Mounted "MHP" series now have five basic model ranges offering everything from 1000 kg gross weight, 250 kg S.W.I. and up to 16m work heights. Also on display will be the new SL series Scissor Lift, loaded with "SAFETY" and "SERVICE" features making it a must for the rental industry. From the ground right up to 38m we have the solutions to your Elevating Work Platform needs. For "FREE" and friendly advice, come and see us on sites 44 through to 49.

STAND NO. 44 - 49

Torquemate Engineering P/L

158 O'Shanassy Street,
Sunbury, Victoria
P.O. Box 490, Sunbury, 3429
Phone: (03) 744 1266. Fax: (03) 740 9189

Torquemate Engineering will be displaying and demonstrating their Torquemate frame and range of Tungsten tipped post mole digger cutters.

For the first time they will have on display a light weight 18' x 18' marquee which they have developed primarily for the domestic party hire market. Featuring light weight and ease of assembly it can be erected by 2 people in less than 30 minutes.

STAND NO.

Trilogy Business Systems Australia Pty Ltd

Head Office - 444 Gardeners Road, Alexandria 2015

Sydney:	(02) 330 0444
Melbourne:	(03) 690 4000
Brisbane:	(07) 371 6311
Canberra:	(062) 39 1650
Perth:	(018) 91 6949

Trilogy was formed in 1987 through the merger of a number of leading Australian computer companies including O'Reilly Computers and Datatel. With branches in all the leading centres in Australia Trilogy has now firmly established itself amongst the top computer companies in Australia, supplying Hardware, Software, Engineering Services, Training, Support and Computer Consumables to the Government, Corporate and Small Business sectors.

The strength of the company lies in its Business Systems Division which specialises in supplying total solutions to vertical markets such as the Hire and Rental industry. Other vertical markets include Stockbroking, Financial Management, Hospitality and Catering, Manufacturing, Building and Construction. With over 70 installed sites in 4 years, TRACS (the Flagship of the

Business Systems Division) has very quickly established itself as the leading computer system for Hire companies in Australia. A fully integrated business package, TRACS boasts an extremely fast counter processing system which allows Hire companies to provide a better and more efficient service to their customers.

STAND NO. 7 & 8

Viking Powerclean Pty Limited

Cnr. Newbridge Road & Kelso Crescent, P.O. Box 42,
Moorebank NSW 2170

Phone: (02) 602 3666. Fax: (02) 601 3527

754 Beaudesert Road, Coopers Plains

P.O. Box 326, Archerfield, QLD 4108

Phone: (07) 275 1388. Fax: (07) 875 1395

218 Princes Highway, Dandenong, VIC 3175

Phone: (03) 793 1892. Fax: (03) 794 0682

The Powerclean stand #85-86-87-88 will be displaying the new generation of sleek upright Gerni Lurbo laser models; more powerful, compact and easier to transport.

The new Hiretech HT7-2 Edgar sander and the HTS floor sander both now have low voltage and overload switch, protecting the machine from burn outs and the operator from accidentally leaving machine switched on. For the environment and for cleaning ease, disposable dust bags are also available.

The HTWS wallpaper stripper has an anti scalding system and cover tank.

Advance Aquaclean 17 carpet extraction machine agitates the carpet pile, loosening deep down dirt and propelling the unit. Backache associated with conventional extraction units is eliminated.

Hydrodry carpet dryers are of an unbreakable, polyethylene moulded construction with high and low speed.

Mobilmatic compact automatic scrubber dispenses chemical, scrubs the surface and vacuums the floor dry.

Minitrigger floor sweeper plus a host of other cleaning equipment will be on display.

See Jerry Krusza, Gary Willits or Terry Bowman for more detailed information.

STAND NO. 85 - 88

Wacker Australia Pty Ltd

913 Princes Highway, Springvale VIC 3171

Telephone: (03) 547 4033. Fax: (03) 562 3371

Compaction Plates, Rammers, Rollers, Breakers, Saws, Internal Vibrators, Flexible Shaft Pumps and Trash Pumps

WACKER AUSTRALIA will exhibit the new RT 560 Articulated Vibratory Trench Roller. Two new petrol engined Vibration Plates, BPS 1030A and BPS 1040A, are ideal for one-man operation and are suitable for soil, crushed rock and asphalt. The recently released DS 72Y Diesel Rammer, which complements WACKER's unsurpassed Petrol Rammer range, will also be on display.

STAND NO. 26 & 19

Broader Horizons For Kango

With the recent acquisition worldwide of the Kango organisation by Atlas Copco AB of Sweden, greater opportunities now exist for the development of the product range, and expansion of technical support, application training and parts supply services on a worldwide basis.

In Australia, the existing policy of Kango's total commitment to the hire and rental industries remains unchanged. Kango's Australasian operation will be located at the Blacktown headquarters of Atlas Copco from early September. Improved customer service for regional areas; better access to technical and service facilities and application advice services will be positive aspects of the new organisation.

Kango's objective will be to provide in the near future, greater resources in each State in order that a high level of customer service can be achieved. At the manufacturing level, greater resources will be devoted to product design and development. Close consultation with the hire and rental industry will

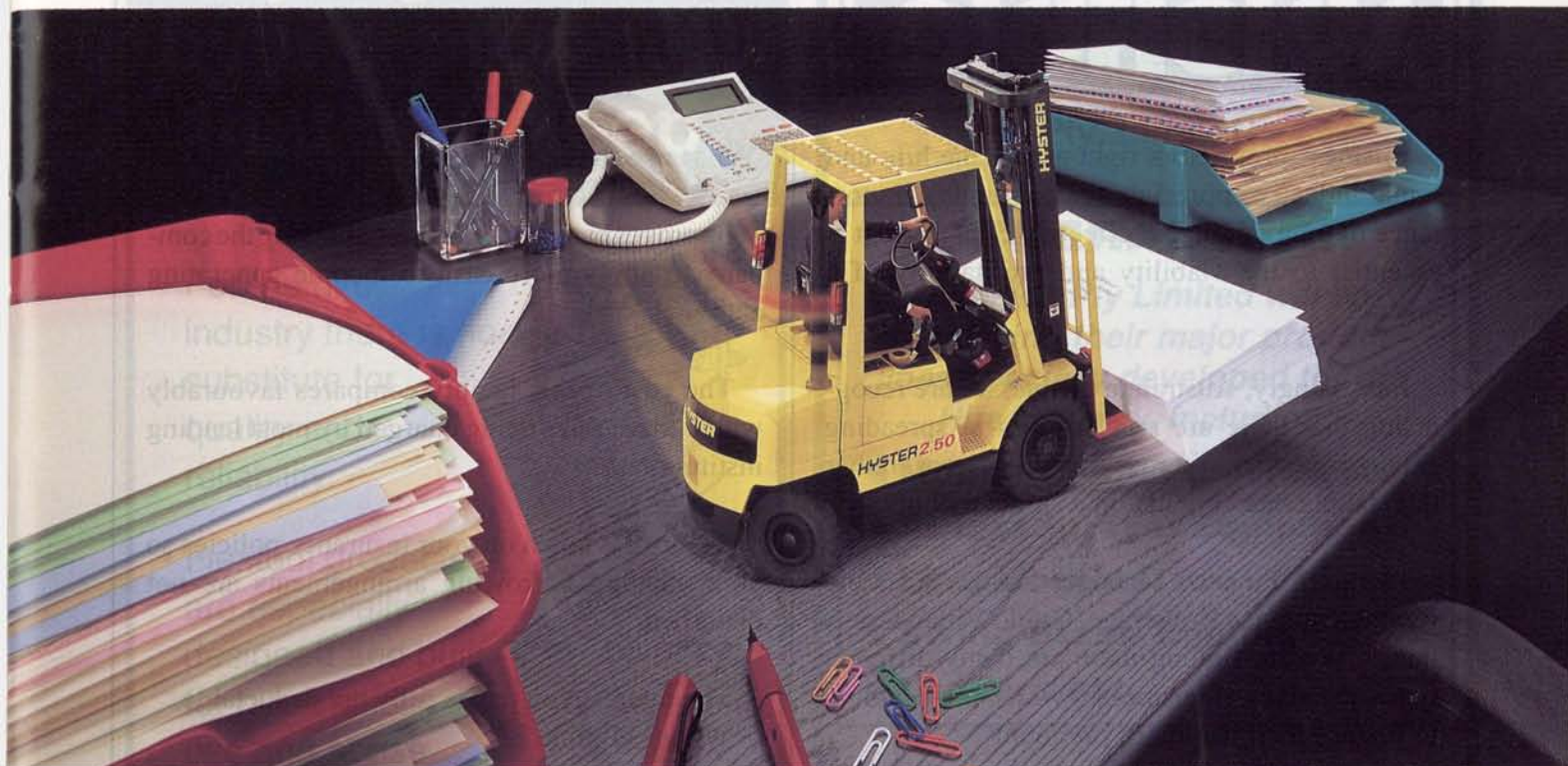
become an important focus of this activity in order to provide products related specifically to the requirements of hire company customers.

Kango's benchmark products - Models 900, 950, 637 and 638 remain virtually unchanged except for component improvements (ie. redesigned switches; small dimensional changes and closer tolerances on the heat treatment of critical parts)

Customer feedback and results of prolonged field trials have resulted in redesigned components in other Kango products. Models 1400, 430C, 430D and the 2500 breaker have recently had significant components modifications.

Changes of this nature are direct evidence of Kango's response to customers reports and feedback from the Kango technical service schools. Technical training will be given top priority in future as Kango places more importance on this feature as a direct means of communications with their client base.

THE NEW H2.00-3.20XM SERIES WHATEVER YOU ADD TO ITS WORKLOAD, IT WILL NEVER ADD TO YOURS



The new 2 to 3.2 tonne lift trucks from Hyster are designed to make light of even the heaviest workload.

In fact they set new standards in cost-efficiency and all-round, trouble-free materials handling. Quite simply, they make your job a great deal easier.

Your drivers will feel the benefits too. For them, Hyster XM will be a new experience in comfort, controllability and smooth, confident handling.

Unique low-vibration design, low noise levels and the new advance in suspension seating make driving these trucks a real pleasure.

The new hydraulic controls, exclusive Hyster monotrol and much more besides make it even easier to deliver the goods.

Combining the XM's driver appeal with their reduced maintenance needs and ease of service, you can be sure of a consistently smooth materials handling flow and get on with what you do best - conducting your business.



You will be supported by a nationwide network of authorised Hyster dealers who are specially trained and equipped to keep your trucks on the move.

To ensure the question of materials handling never weighs too heavily upon your desk again, why not contact us today for more information?



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H95.FPC

INSURANCE PREMIUM FINANCE

Does your business have a cash flow or a cash drain ?

Business proprietors right across the hire and rental industry appreciate the continuing importance of maintaining an effective cash flow. It is essential to the viability and profitability of a business.

Increasingly, Australian businesses are recognising that there are real benefits in spreading expense payments across the whole year, rather than taking one "big hit" in a single month.

Premium Finance Manager for the Hire and Rental Insurance Brokerage, Guido Villano, says that, "We are finding there are many different types and sizes of businesses which are deciding to finance their insurance premium".

Mr Villano continues that, "interestingly, premium financing the business insurance is not simply an emergency measure for ailing companies. In fact we are seeing many successful companies making a calculated business decision to keep cash in the business longer by financing their insurance premium".

By spreading the payment of the insurance premium over the year, a company can use its bank overdraft for other business operating expenses.

Insurance Premium Finance can be arranged through OIIL Financial Services (a division of OAMPS International Insurances Ltd) who remits the annual premium to the Insurer on your behalf.

"Many clients find it very much simpler to have their insurance broking arrangements and the financing of the insurance premium, organised together by the same representative. Not many brokers can offer this service.", says Mr Villano.

What are the advantages for your business ?

Improves business cash flow, allowing the company to apply more cash to income generating activities.

The cost of this facility compares favourably with current rates being charged by most lending institutions.

Security is taken on your insurance policies so your existing borrowing arrangements are not disturbed.

The interest you pay is fully tax deductible.
Who is eligible ?

The Insurance Premium Finance Facility applies to most types of business insurance policies.

There are only two stipulations to the scheme:

- Your total insurance premiums exceed \$1,500.
- You satisfy normal lending criteria.

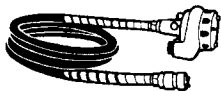
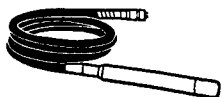
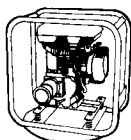
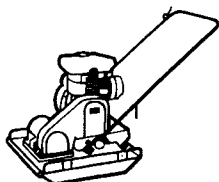
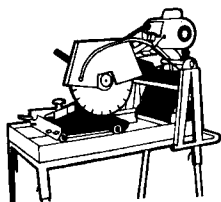
Further Information:

The Hire and Rental Insurance Brokerage is the only endorsed insurance broker for the Hire and Rental Association of Australia.

If you are interested in finding out more about how your business can benefit by financing the insurance premium over the year, contact your local branch of the Hire and Rental Insurance Brokerage (branch telephone numbers appear on its advertisement in this publication, or call (03) 483 6300 to find your local branch).

Your customers judge you by the products that you keep.

- For the hire industry there is no substitute for quality and reliability.
- Flextool products are especially designed and built for hire industry use and abuse.
- For value and performance the best investment for you and your customers is 'hire-proof' equipment from Flextool.



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Pty. Limited

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Oldfields Pty Limited will be displaying their major product lines specially developed for the Hire Industry, including:-

- **Mobile Aluminium Towers.**
- **Airless Sprayer Equipment.**
- **Line Markers.**
- **Swing Stage Equipment.**
- **Ladders etc.**

VENUE HIRE

Oldfields have developed an ideal temporary seating system for use by Party Hire Organisations, to hire for school plays, sporting events, fetes, commercial functions, official enclosures etc.

Each unit seats twenty people and can be used individually, tiered to hold forty people or linked in runs of either single or tiered units.

**EASY TO ERECT -
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See you at the Oldfields stand.

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Branches in the following states:-

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The One Stop Access Company

SIMON-ABBEY are exhibiting two examples of our large and diverse range of specialist access equipment at this years Hire Expo, the Simon ETZ155 and Simon RTZ210.

Both these machines have been designed and built with the express purpose of providing a

lightweight, easily transportable machine capable of achieving great heights and outreaches without the problems associated with conventional access equipment, such as Door Sizes and Floor Loadings.

That the Simon Group are able to provide units capable of performing in areas that others find difficult, if not impossible, bears testimony to the designers skills and their ability to use the very latest materials and methods to achieve the desired result. The Simon ETZ155 and RTZ210 incorporate sophisticated load management systems designed to allow maximum possible height while restricting outreach according to the actual basket load.

The Simon ETZ155 and RTZ210 have established themselves as "Niche" machines, in that, they suit the architectural style of today's atrium and glass style buildings which tend to involve narrow, low entrances coupled with high ceiling heights and ceramic floors. These units are equally well suited to the period style buildings which have similar problems in respect of entrances, floor tiles and generally detailed interiors which appreciate the lack of fumes, noise and vibration generally associated with other access equipment. These units are battery electric in operation which makes them very attractive given the traditional problem of noise and fumes in relation to smoke and heat detectors and of course people trying to work, shop and go about their daily lives.

SIMON-ABBEY in exhibiting the Simon ETZ155 and RTZ210 are showing only a portion of the extremely large range of standard and specialist equipment from the World's Number One Access Company. If you have an access problem, **SIMON-ABBEY** will be able to help. All enquiries; Simon Abbey.

What's as tall as a six storey building, won't fall through the floor and fits through a standard double doorway?

No it's not a dinosaur out of Jurassic Park

It's the lightweight **SIMON RTZ 210** trailer mounted platform which reaches 21 metres and weighs only 2100Kgs.



For more information about our full range of lightweight trailer mounted platforms contact:

SIMON-ABBEY PTY. LTD.

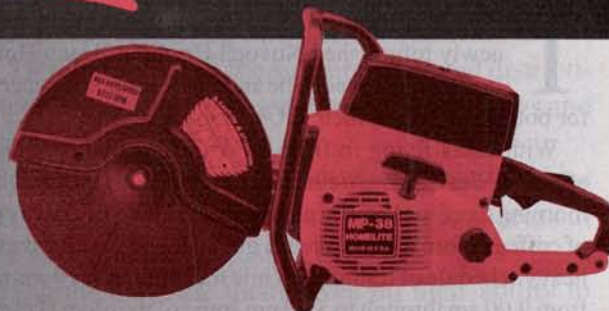
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- **The MP38 makes the toughest job easier.**

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Tanks make a splash on Motorway Project

AN old-fashioned solution overcame a problem faced by the builders of ultra-modern, twin service centres on Sydney's M4 Motorway.

The service centres, located on either side of the motorway at Eastern Creek, include McDonald's family restaurants and Caltex petrol stations.

J.L. Taylor Pty Ltd built the restaurants for McDonald's, while Adco Constructions carried out the Caltex work.

Town water was not available when work began in November last year, so, in conjunction with hire company, Prestige Portables, the builders reached into the past and devised a tank system.

Two 9,100 litre (2,000 gallon) tanks, as well as two smaller tanks, were installed to provide water for the workers' ablution blocks and for building needs.

The tanks were set up on top of storage containers next to the ablution blocks, site offices, change rooms and lunch rooms, all of which were supplied by Prestige Portables.

Managing director of J.L. Taylor Pty Ltd, John Taylor, said it was unusual these days building site without water, but the tanks had proved ideal in the circumstances.

"We ran a PVC pipe from each tank via a pressure pump to the ablution blocks and to other locations," he said.

"A water truck came by once a week or sooner, if needed, to fill up the tanks."

Mr Taylor said there was no normal electricity supply either, but hired generators had got around this difficulty.

"To save us running the generators 24-hours a day, Prestige Portables installed LPG-powered refrigerators in the lunch rooms," he said.

"I've been dealing with Prestige Portables for about 15 years, since the days when they were just called Shed Hire, and I have always found them very helpful."

Prestige Portables' Barry Bowen, who helped organise the site facilities, said the company prided itself on being able to find solutions to ticklish problems.

"If someone says it can't be done, it just makes us more determined to find a way," Mr Bowen said.

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

Prestige Portables Pty Ltd, Head Office, 15 Rowood Road, Prospect, NSW. 2149. Ph: (02) 688 2688, or, STD free 008 26 7979.

TRACS User Conference a "Flaming" Success

The fourth annual TRACS user conference held at the newly refurbished Novotel Brighton Beach Hotel in Sydney proved to be another resounding success for both Trilogy and their TRACS users.

With users flying in from all over the country (as far afield as Western Australia and Tasmania) on Wednesday morning there was hardly even time for some to grab a cup of coffee before the conference got under way with a pretty heavy schedule of training. While the training sessions ran from 9.00 am through to 5.00 pm some of the older (I mean wiser!) hands decided a leisurely afternoon of shopping or 18 holes on the golf course were far more attractive options.

The traditional afternoon of golf began quietly enough with Tod Eastburn of Spot On Hire and Gary Kerr from Kerr's Northside Hire in Geelong leading the way and as usual Peter Blewett from Perth Audio Visual (whose only real handicap seems to be golf!) bringing up the rear. Tod, who has reduced his handicap by about 8 strokes since installing the TRACS system, comfortably led the way through the front nine from Gary and the rest of us. Incidentally anyone who ever believed that the Australian cricket team owned the sole rights to "sledging" has obviously never played 18 holes of golf with Tod! If Merv Hughes was ever in need of a few lines to "encourage" English batsmen with he could do a lot worse than have a quiet chat with Tod. On the back nine everyone seemed to lift their game and even the sledging dwindled to a mere trickle. However, just when it appeared things had settled down for the afternoon Peter Blewett, as he has so often done in the past, rose (or rather, swam) to the occasion.

Obviously dizzy and weak from dehydration (the host forgot the beer) Peter lost control of his "buggie" as we crossed the canal to the thirteenth. The latter tumbled down the canal into the water, while the former stood in disbelief at the sight of his "stepping out" shoes floating gracefully down the canal elegantly perched on top of his golf bag.

Things got worse for Pete when he saw everyone doubled up with laughter and realised nobody was going to volunteer to climb into the canal for him. After much ado all items were retrieved (it was a rare sight watching all 5 foot nothing of Tod hoisting 6' 4" Peter out of the canal) and the game continued amid strenuous claims from Pete that he had been "done". Nobody has yet owned up!

Back at the hotel the customary welcoming dinner was held in the form of a barbecue on the pool deck. It was good to see all the old faces again as well as a refreshing number of new ones. With some people not having seen each other for twelve months there was much news to catch up on and conversation, wine and food flowed freely well into the night.

With everyone showing signs of flagging Bev Condie of Pattis Hire provided us with just the excuse (as if we needed one!) to continue the party when at one minute past midnight she duly announced that it was her fiftieth birthday. With Lawrence (The Prince of Campsie) Lockart and Peter Blewett deciding an appropriate celebration was in order bottles of champagne and too many "Flaming Lamborghinis" found their way onto the tables. True to form not a drop was wasted and it was little wonder we never saw or heard from Bev for another week!

The following day the conference proper got under way on time despite a number of people still nursing those "Flaming" headaches. The conference was again run along similar lines to previous years, though this year there was a greater emphasis on user involvement. Of particular interest were the user presentations and group discussions which always seem to generate a host of ideas.

The conference once again proved to be an invaluable source of information for both Trilogy and the TRACS users and both parties departed for their various homes around the country much wiser for the experience and looking forward to a well earned rest before the next conference.

Flextool Lives With Change

One of the things that Flextool excels at is living with change, we are flexible by name and by nature.

We are constantly looking at overseas trends in construction equipment and incorporating new technology and products into our range.

Just one of these will be the new double insulated Hitachi model H65SB electric breaker which will be on our display at Hire Expo 93.

Our production team also keeps abreast of the latest in machinery and we can boast to having an efficient and modern manufacturing division.

One thing that does not change at Flextool is our personnel. There to welcome you at our stand will be the competent and reliable sales team that many hirers have known and trusted for over three decades.

Call in for a chat and it will soon become apparent why Flextool is renowned for its

**GOOD PEOPLE
GOOD PRODUCTS
GOOD ADVICE
GOOD PRICES.**

DEMBICON AUSTRALIA

Dembicon Australia, based in Adelaide, South Australia, is the major force in the Pacific rim in the supply of diamond tools and machinery for the hire, construction and stone processing industries.

The company is a recognised world leader in the application of laser-based technology in diamond tool manufacture.

The company's Pacific rim activities are centralised through its own offices in Singapore, Hong Kong and San Diego, California.

These offices have become the springboard for Dembicon's involvement in many of the rims major construction projects. Dembicon has one of the most intense research and development programs in place of any diamond tool manufacturer—and has invested more than A\$5 million in recent times in R&D and new production equipment.

As well as diamond tools, Dembicon manufac-

tures and sells a complete range of diamond tool based sawing and drilling equipment. The company specialises in one off, custom designed machines for all sawing and drilling applications.

Dembicon is also the sole importer and distributor of the world renowned Partner Power Saws and Sankyo Diamond Tools.

Service and flexibility, as well as the obvious need for quality products are the key to success in the diamond tool industry.

Dembicon pride themselves on their ability to achieve on-time deliveries according to customers requirements almost anywhere in the world.

Branches in all states.

Head Office and Manufacturing Centre:

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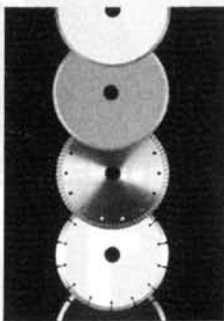
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Laser Welded and Conventional Brazed Diamond Blades for Masonry, Concrete and Asphalt



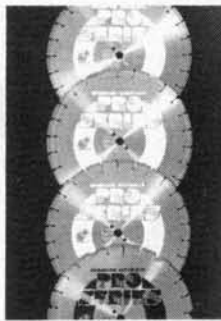
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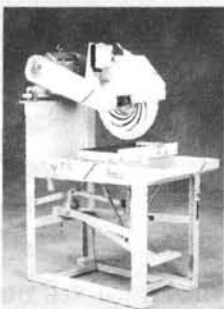
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JLG – Performing At A Higher Level In Australia Since 1983

JLG's NEW 500RTS SCISSOR

JLG's all new 500RTS opens up new opportunities to serve your hire customers and add to your profit. The 40 foot scissor market is very well established but above this height, customers have to use booms which have great reach, but don't have large platforms. The JLG 500RTS will make available for the first time a true rough terrain, high capacity 50 foot platform with the option of dual (front and back) deck extensions! With the dual extensions the platform length is an outstanding 6.73 metres (22 feet).

JGL INTRODUCES NOISE REDUCED ENGINES

All new JLG diesel units will come fitted with high quality Deutz engines in installations designed for low noise levels to achieve 70dB(A) at a radius of 7 metres.

JLG HAS OPTIONS TO SUIT YOUR MARKET

JLG continues the pioneering role it established in the late 1960's with innovative options to allow you to tailor your units to your market. Four wheel steer, four wheel drive, oscillating axles and the dual deck extensions are but a few.

JLG's 30HA AND 40HAE OFFER UNSURPASSED VALUE & PERFORMANCE

Check out the new world order in electric boom lifts available with JLG's direct electric drive units:

"WOW" FACTOR	MODEL 30HA	MODEL 40HAE
Drive distance on one charge	33 km	41 km
Working Height	11m (36 foot)	14 m (46 foot)
Price (approx.)	\$43,000	\$60,000

These units are designed to develop further the penetration of access equipment into industrial and commercial markets, and are value packed to put \$\$\$'s on your bottom line.

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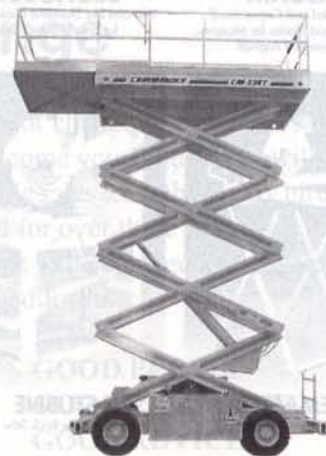


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A COMPLETE RANGE OF POWER TOOLS FOR THE PROFESSIONAL

A member of the Dobson Park Industries Group

OZ-Made TIG Welder Gives Steady Arc Right From Go

Features like electronic current control and automatic air purging from gas and water lines assure very stable arc characteristics from Liquidarc's new Maxtig 295.

The Maxtig 295 is a transformer-rectifier constant current AC/DC arc welding power source, offering a broad output range of 8 to 295 amps suitable to handle all GTAW applications from light gauge to heavy plate in ferrous and non-ferrous metals.

Manufactured in Australia by Liquidarc Pty.Ltd., the Maxtig 295 is offered as a ready to weld package, including power source, 200 amp air cooled torch, earth return lead, flowmeter and a large wheeled under carriage with gas cylinder support.

Features of the Maxtig 295 include an electronic amperage control, giving infinite variation of output via a potentiometer and a very stable arc when set on the lower output scale, even down to eight amps.

Pregas and postgas timers for purging of gas lines and shielding of weld pool at completion of welding. The microswitch on the torch electronically controls the gas solenoid, high frequency and main arc.

Switches on the front of the power source allow easy selection of AC, DC (+) or DC (-). High frequency can be individually selected to run continuously during welding, only during arc ignition or off.

Other features offered as options are remote control of amperage, water cooled torches and foot controlled arc starting and amperage control.

The unit is competitively priced and covered by Liquidarc's 12 months warranty on service and parts through it's nationwide network of field service shops.

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

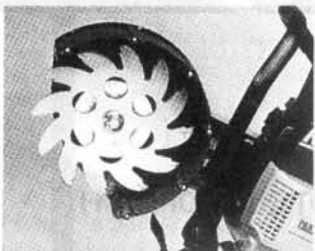
Portable Stump Grinder

**NEW
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PARTNER'S Stump Grinder eliminates the need for heavy, expensive, difficult-to-manoeuvre stump removal equipment. The Stump Grinder allows homeowners and landscapers to grind unsightly stumps to below ground level within just minutes, without calling a specialist. The land can be re-sodded or landscaped immediately.



Easily folded and carried. Fits into car trunks or hatch-backs for convenient transport.



The blade is specially designed for grinding stumps



PARTNER'S Lightweight, Walk-Behind Unit Removes Stumps Within Minutes

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Realising the Potential of your Family Business

A seminar on family owned businesses will incorporate specific management and succession planning strategies that have been developed following a nationwide study of family owned businesses.

"Keeping the Family In Business" is an essential 1 day seminar for every family business director, owner and manager. The seminar will be conducted by chartered accountancy firm Horwath & Horwath.

The seminar will be held at the Sheraton Hotel in Brisbane on Monday, September 13, the Sheraton Hotel, Sydney on Wednesday, September 15 and at the Radisson President Hotel in Melbourne on Friday, September 17.

Hosted by International authority on family business, Dr. Peter David, who speaks to Family Business groups worldwide, this one day seminar will cover the topics which most influence family business success.

Seminar participants will gain a unique insight and a truly Australian perspective on family business success and succession planning.

Special guest speakers, Dr. Ken Moores and Dr. Joe Mula of Bond University will present the management prescriptives for successful family business development, produced from the 1993 Bond University and Horwath & Horwath study of Family Businesses within Australia.

Commenting on the seminars, Mr. Michael Moores and Dr. Joe Mula of Bond University will present the management prescriptives for successful family business development, produced from the 1993 Bond University and Horwath & Horwath study of Family Businesses within Australia.

Commenting on the seminars, Mr. Michael Kulie, National Chairman of Horwath & Horwath's Family Business Consulting Division, said "Keeping the family in business was a major concern to thousands of Australians, because family owned businesses represented the largest segment of the country's private business sector.

"From husband and wife teams engaged in cottage industry, through to large manufacturing enterprises directed by a number of family members, the focus is not just on overall profitability, but also on how to nurture the family involvement to build it into a solid business for the long term benefit of future generations," he said.

Mr. Kulic said research had shown that only 15% of all family owned businesses survived beyond the second generation and it was this poor rate of

survival which had prompted the Family Business Study and the series of seminars.

"It is essential for people involved in family businesses who have a vision of long term prosperity to understand the unique factors which will influence their level of success", Mr. Kulic said.

He said the seminars would address how to ensure the success of the family business; how to maintain stability and continuity within the business and the family; as well as how to create an harmonious environment for success and succession.

"Every family owned business has its own characteristics and so the seminar is designed to be interactive. This will allow people to raise specific issues or problems with experts in the field giving them a basic understanding of the personal and professional dynamics which affect their chances of long term survival," Mr. Kulic said.

The cost of the seminar is only \$295, which includes seminar documentation, luncheon and refreshments. Enquiries or reservations can be directed to Brenda Spires, Toll Free on 008 649 595.

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Snorkelift

**MHP-16T
Trailer Mounted
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Platform**



- Working Height 16m (52'6")
- Horizontal Reach 7m (23') at 13m (42'7") Height
- Platform capacity 215kg (470lbs)

- Independantly Operated Hydraulic Outriggers
- 5 Year warranty

TALON Snorkel

Phone or visit our display for full specifications

NSW (02) 725 4000

VIC (03) 764 9900

WA (09) 277 4551

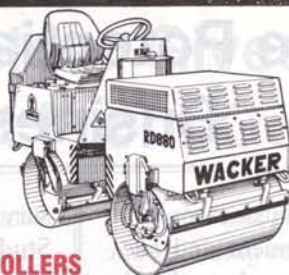
SA (08) 276 8333

QLD (07) 279 1099

TAS (003) 26 4211

See us on STAND Nos. 19 & 26

Nothing works harder for you than a WACKER



ROLLERS

5 models. Besides the illustrated roller (1.1 ton), WACKER now supplies two more articulated double drum vibration rollers (1.4 & 1.7 ton), plus the single drum version (RS800A) and a diesel hydraulic roller (WDH 4570) with sheepfoot drums.

VIBRATORS & DRIVE UNITS



Petrol and electric drive units with 3m / 6m / 9m long flexible shaft. Vibrating heads from 25mm to 57mm dia. for vibrating and consolidating concrete.



PETROL BREAKING HAMMERS

A 27kg hammer to cope with the toughest jobs. Engine performance of 2.3 kW. Percussion rate of 1270 per min. and breaking depth of 230mm in concrete. Full range of tools available ex-stock.



TRASH PUMPS

Heavy duty trash pumps that keep working. 2" or 3" petrol or diesel motors. Mixed flow ductile main impeller resists wear and gives greater productivity.



SUBMERSIBLE PUMPS

Heavy duty submersible pump with a capacity of 55000 litres per hour. Suitable for trenches, manholes, dewatering jobs, etc.



VIBRO PLATES

WACKER leads the way. Small petrol plates (82kg) to large diesel reversible plates (up to 600kg). Suitable for compaction of granular material, asphalt and brick pavements.



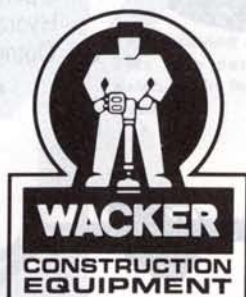
CUTTING SAWS

3 models — BTS 10/11/13. Engine performances of 3.5-5 kW. Designed for power and durability. For horizontal and vertical cutting of bricks, concrete, asphalt, cast iron and metal.



RAMMERS

The team for the '90s. 8 models from 30-105kg, suitable for cohesive material and asphalt compaction. Latest performance features include: Maintenance free air filters, integral fuel filters and operator friendly guide handles.



Nothing works harder

WACKER AUSTRALIA PTY. LTD.

A.C.N. 004 659 590

VICTORIA. Phone: (03) 547 4033 Fax: (03) 562 3371

NEW SOUTH WALES. Phone: (02) 748 0366 Fax: (02) 748 0774

QUEENSLAND. Phone: (07) 208 9577 Fax: (07) 808 3280

SOUTH AUSTRALIA. Phone: (08) 362 2331 Fax: (08) 362 8469

WESTERN AUSTRALIA. Phone: (09) 445 2911 Fax: (09) 445 2361

TASMANIA. Phone / Fax: (002) 65 9528

"DINGO"



The Hydraulic Power Plant on Wheels

- Post hole digger
- Jack hammer
- Rotary broom
- Rock Breaker
- Trencher to 3 ft
- Cement mixer
- Rotary hoe
- Bucket
- Forks
- Polypipe Ripper
- Anything hydraulically driven.

DINGO MINI DIGGERS

30 Owen Street, Dalby Queensland. Ph: (076) 62 5424. Fax: (076) 62 4680

TRESTLES

FOR EVERY MAN AND HIS DOG



Your Hills stockist has every type of trestle you could need from the trusted names of BAILEY, MOTE KENNETT and SUMMIT.

- BAILEY aluminium trestles and planks.
- MOTE KENNETT folding timber trestle legs (0.7m height).
- SUMMIT weatherproof trestle tables with ply top and tubular steel legs (760mm width x 760mm height, in 1.8m and 2.4m lengths).
- SUMMIT carpenter's folding saw trestles (700mm height), also available with extension legs to convert to an all-purpose (900mm) working height.

If you hire and rent trestle products, contact your Hills stockist for a price list. Call today.



BAILEY **SUMMIT** **MOTE KENNETT**

Hills INDUSTRIAL PRODUCTS DIVISION

QUEENSLAND
Brisbane Sales Office
Ivedon Street, Banyo 4014.
Phone (07) 267 5022, Fax (07) 267 5228.
Townsville/North Qld Agent
M & B Marketing Services Pty Ltd
32 Rendle Street, Aitkenvale 4814.
Phone (077) 251 393, Fax (077) 251 044.
WESTERN AUSTRALIA
Perth Sales Office
5 Katanning Street, Bayswater 6053.
Phone (09) 279 5999, Fax (09) 279 8877.

NEW SOUTH WALES
Sydney Sales Office
12 Wiggs Road, Riverwood 2210.
Phone (02) 534 3344, Fax (02) 584 1413.
Newcastle & Northern N.S.W. Agent
John Redman Agencies
11 Hall Street, Newcastle West 2302.
Phone (049) 295 896, Fax (049) 265 032.
Canberra & Southern N.S.W. Agent
Graham Ladd Pty Ltd
45 Whyalla Street, Fyshwick, A.C.T. 2609.
Phone (06) 280 5022, Fax (06) 280 7196.

TASMANIA
R.M. Daniels & Co.
129 Morningside Road, Morningside 7018.
Phone (002) 447 455, Fax (002) 447 317.
VICTORIA
Melbourne Sales Office
Cambria Road, Dandenong 3175.
Phone (03) 798 2555, Fax (03) 798 5722.
Victorian Country & Metropolitan
Active Agents Pty Ltd
80 Lyon Road, View Bank 3089.
Phone (03) 458 3715, Fax (03) 458 4081.

SOUTH AUSTRALIA
Adelaide Sales Office
944 South Road, Edwardstown 5039.
Phone (08) 301 3200, Fax (08) 297 4468.
NORTHERN TERRITORY
Joe Taylor Enterprises
Makagon Road, Berrimah 0828.
Phone (089) 843 603, Fax (089) 470 082.

HP1972

POWERCLEAN



Gerni

**FOR ALL YOUR
CLEANING NEEDS**

You turned to us for quality Gerni pressure washers and Hiretech floor sanders and wallpaper strippers - now you can also turn to us for quality ADVANCE COMMERCIAL CLEANING EQUIPMENT.

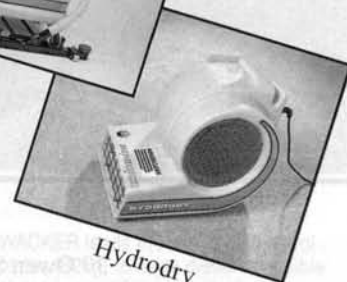


Carpetretriever

- Carpet extractors
- Wet and dry vacuums
- Automatic scrubbers
- Blower dryer



Sprite



Hydrodry

Viking Powerclean - proudly providing nationwide hire support and service.

Sydney: Cnr Newbridge Road & Kelso Crescent, Moorebank, Tel: (02) 602 3666

Melbourne: (03) 793 1892

Brisbane: (07) 275 1388

Toll free: 008 112 428

**NEW OPTION
POLYETHELENE
NON- RUST
BOWL**

EASYMIX

Compactor



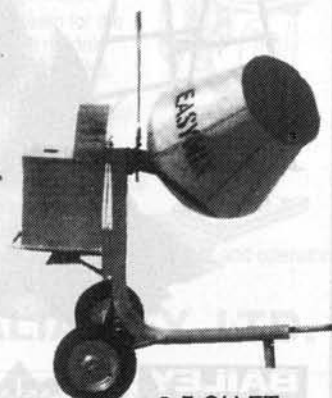
Handyman
2.2 CU FT.



Power Trowelling Machine



Tip up
3 CU FT.



3.5 CU FT.
2.2 CU FT.

Head Office: 49 Felspar Street, Welshpool, WA. (09) 350 6255 Fax: (09) 451 2312

VIC: (03) 439 2055 / 775 0000

NSW: (02) 316 6600

NT: (089) 470 571

ACT: (062) 97 4924

QLD: (07) 354 3033

SA: (08) 396 2444

**SUPPORT THE
ASSOCIATION
WHICH IS
SUPPORTING
YOUR
INDUSTRY**

**JOIN THE
HIRE &
RENTAL
ASSOCIATION
TODAY!**

**You can join your
state body of the Hire
& Rental Association
today by contacting
the Secretary in your
state:**

NEW SOUTH WALES

Jenny Lohri

Tel: (02) 979 5039

Fax: (02) 979 5108

VICTORIA

Lois Ziebell

Tel: (03) 720 1835

Fax: (03) 729 7936

QUEENSLAND

Elaine Cronin

Tel: (07) 355 1481

Fax: (07) 355 0090

SOUTH AUSTRALIA

Tim Mee

Tel: (08) 373 1422

Fax: (08) 272 9662

WESTERN AUSTRALIA

Gavin Eddy

Tel: (09) 457 8944

Fax: (09) 457 0269

Calling all members...

**Encourage a non member to join
your association this month!!!**

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

P O BOX 523
NEWPORT BEACH NSW 2106

PH: 979 5039

Fax: 979 5108

MEMBERSHIP APPLICATION

MUST BE COMPLETED IN FULL

COMPANY NAME: _____

ADDRESS: (Street) _____ (Suburb/Town) _____ (P/Code) _____
(State) _____ (Country) _____

POSTAL ADDRESS: _____

PHONE: () _____ FAX: () _____

CONTACT PERSON: _____ POSITION: _____

2ND CONTACT PERSON: _____ POSITION: _____

DESCRIPTION OF TYPE OF HIRE: (Tick each type you hire)

☐ CONSTRUCTION & INDUSTRIAL - LIGHT TO MEDIUM

☐ ELEVATING WORK PLATFORMS

☐ CONSTRUCTION & INDUSTRIAL - MEDIUM TO LARGE

☐ PORTABLE BUILDINGS

☐ HOME OWNER/D-I-Y

☐ PORTABLE SANITATION

☐ PARTY/EVENT/ENTERTAINING

☐ SELF DRIVE (CARS & TRUCKS)

☐ HOME HEALTH CARE

☐ OTHER _____

INDICATE SUB GROUPS YOU WISH TO BELONG TO:

CONSTRUCTION

PARTY

PORTABLE BUILDINGS

PORTABLE SANITATION

ELEVATING WORK PLATFORMS

☐

☐

☐

☐

☐

DESCRIPTION OF SUPPLY OR SERVICE (Associate) _____

DATE COMMENCED IN HIRE BUSINESS: _____ MONTH _____ YEAR _____

STAMP DUTY NUMBER: _____

50% OF INCOME IS DERIVED FROM HIRE **YES/NO** (Delete which does not apply)

SCALE OF FEES - HIRE & RENTAL ASSOCIATION - NSW: (Tick Below)

	CITY	COUNTRY	AMOUNT
ENTRANCE FEE (ONCE ONLY)	<input type="checkbox"/>		\$250

FULL MEMBER:

*Annual Turnover up to \$500,000

☐

\$200pa

☐

\$160pa

*Annual Turnover \$500,001 - \$1.5M

\$300pa

\$240pa

*Annual Turnover \$1.5M - \$5M

\$400pa

\$320pa

*Annual Turnover over \$5M

\$500pa

\$400pa

*ASSOCIATE MEMBERS:

\$250pa

*INTERSTATE MEMBERS:

\$ 75pa

*INTERNATIONAL MEMBERS:

\$125pa

*COMPANY BRANCHES: (Optional)

\$ 20pa per address

Attach List if more than two branches

Country members are those whose business is outside the greater Sydney Metropolitan area.

BRANCH ADDRESS: _____ (Suburb/Town) _____ (State) _____ (P/Code) _____

CONTACT PERSON: _____ PHONE: () _____ FAX: () _____

2ND BRANCH ADDRESS: _____ (Suburb/Town) _____ (State) _____ (P/Code) _____

CONTACT PERSON: _____ PHONE: () _____ FAX: () _____

I, _____ of _____

desire to become a member of the Hire & Rental Association of Australia (New South Wales Region) Incorporated and request you enter my name on the Register of Members accordingly, subject to your Memorandum of Articles of Association.

Dated this _____ day of _____ 199

Signed _____

Regional Meetings

Your association has been conducting regional meetings throughout the year in country regions and in the Sydney metropolitan areas. Some meetings have been particularly well attended by members and non-members of that region and I have pleasure in printing the following report received from **Mike Brown, Hire Power, Windsor**, which sums up the Dubbo Meeting held last week, Wednesday 14th July.

- Thanks Mike !!!

“ ‘STOP PRESS - JULY 15 – DUBBO, NSW, AUSTRALIA’ ”

Subdued vibrations are still evident in the city of Dubbo, in the heart of rural NSW as a result of yesterday's cacaphonic avalanche of noise generated in the local world class Zoo....

There, the symphony of trumpeting elephants, growling lions and the screeching of endangered species of parrots were all eclipsed by the parliamentary prattle' of the enlightened and explosive blasts of vigorous conversation and communication which were the results of a meeting of the Hire & Rental Association (NSW Region) Inc. being held in the Ibis Room.

The stated objective of this gathering was that of promoting the Association's message and its work out to the western area, following an extremely successful meeting held at Mudgee last year.

Yesterday, this objective was well and truly achieved in the course of an address by our State President, Mr Stephen Donnelley, of National Hire, which contained really meaty topics for further debate. Matters concerning where our industry is at, and consequent to the presentation of some really good material he had obtained from the USA, including profiles of building, construction and finance, where our industry in Australia was likely to finish up!

Indications were, that, while return on capital in the hire industry in the USA was of the order of 2.2% there was still some cause for optimism, due to the fact that the delayed renewal of plant and machinery would activate hire again, in the event of any upturn.

Much conviviality ensued in the course of an excellent meal provided by the Zoo Keepers, (who, were not feeding the animals at the time) and it would have been an understatement to say that there was a valuable exchange between all present, with the chance to discuss problems and ideas with other people, who, for once, really understood the peculiarities of a very specialized industry.

Light rain, very much appreciated by the locals, did not dampen the enthusiasm which was evident afterwards at a yard tour, which included Dormers Hire, where a most scrumptious afternoon tea was served, together with an inspection of a really excellent, well presented, well planned, well run, and vibrant business.

Ador's Complete Hire was next in line for inspection, and, again, a really professional operation was presented in specialized party and function hire, together with a notable tarpaulin repair and tent manufacturing capability, quite a novel and practical facet of the business!

It was noted that the partyware display area was particularly effective and well set up.

It would be very understandable that the 'city cousins' present would learn quite a lot from the enthusiasm that was as much in evidence at these two find businesses, - a credit to the industry indeed.

An extra 'laid back', informal dinner at the Countryman Motel followed in the evening, with more exchange of information and communication taking place, and, hopefully, many new friendships being made of a lasting and beneficial nature.

During the day's proceedings, thanks were expressed to those who attended from many outlying hire firms, it was good to see them there, and special thanks was extended to Dormers and Ador's for their hospitality. Thanks also to President Stephen, Tony Dormer, Norm (dinner mint) Irons, and of course, to our 'super secretary' Jenny Lohri, for the sterling way in which all these people helped to make the venture so successful!

**Special Correspondent,
'Randy Brown', Daybeat."**

Welcome To New Members

Full Members:

Mr. Bill Yeo
Discount Hire Pty Ltd
65 Blaxland Road
CAMPBELLTOWN NSW 2560
Phone: (046) 268 888, Fax: (046) 268 566 (C,G)

Mr. James Michaels
Distinctive Events Catering
P O Box 932
BONDI JUNCTION NSW 2000
Phone: (02) 3691157, Fax: (02) 3691159 (P)

Mr. Peter Spargo
Hurricane Hire Pty Ltd
4-8 Hoxton Park Road
LIVERPOOL NSW 2170
Phone: (02) 8212066, Fax: (02) 600 7604 (C,P,G)

Mr. Chris Marsh
Toongabbie Hire Service Pty Ltd
4 Junia Avenue
TOONGABBIE NSW 2146
Phone: (02) 636 4444, Fax: (02) 636 3635 (C,P)

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	11 81	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	11 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		26.00	80.00

SANDERS

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

SAWS

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

ELEVATING WORK PLATFORMS

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

ENTERTAINING & PARTY

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

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

EXCAVATING, LOADING & TRENCHING

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

FASTENING EQUIPMENT

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

FLOOR & CARPET CARE

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

GENERATORS

GENERATOR - DIESEL	10 KVA	95.00	430.00
GENERATOR - DIESEL	12.5 KVA	125.00	510.00
GENERATOR - DIESEL	15 KVA	135.00	550.00
GENERATOR - PETROL	2 KVA	50.00	150.00
GENERATOR - PETROL	3 KVA	55.00	225.00
GENERATOR - PETROL	5 KVA	70.00	300.00
GENERATOR - PETROL	7.5 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		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 TURNABLE	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 - TURNING		19.00	40.00

MOVING AIDS

or suction power and

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
Filing Cabinet	\$ 6.50
Desk	\$ 6.50
Plan Bench (per linear meter)	\$ 2.00
Office Chairs	\$ 4.00
Change Room Bench (per linear meter)	\$ 1.00

CONTAINERS

Average hire period 5 to 11 months (80 weeks)

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

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		

New Airless Paint Sprayers from Airlessco

OR Cormack Pty Ltd has recently taken over as distributors for Airlessco airless spray equipment from Viking Powerclean Pty Ltd.

Airlessco equipment has been in many hire fleets over the years with the Model 3100, for which Cormacks will continue to service and supply spare parts. This unit is now superseded by the Model 3200, which is electronically controlled so it switches on and off automatically when the operator is not actually spraying, reducing system wear-down to an absolute minimum.

The main thrust though of Cormack's association with Airlessco, is the new range of Airlessco Slow Stroker airless units. The Slow Stroker paint pump has many exclusive features that make it superior to all other pumps - slow stroking at a maximum 25 cycles per litre gives the Airlessco pumps greater suction power and extremely low wear. The closest competitive machines cycle at 80 cycles per litre. The Airlessco pump is one piece, which eliminates the need for any seals, and it is also not a wear part. Stainless steel construction also means no corrosion. The piston is hard chromed and available as an exchange replacement part.

The Slow Stokers' packings are spring loaded, self adjusting, severe duty packings and permit the tightening of both the upper and lower packings from outside the pump. This easy adjustment can be made several times to extend packing life and reduce expensive repacking costs. Two special wiper rings further protect the packings and piston rod from wear. The extra large seats made from tungsten carbide, are reversible, effectively doubling their service life.

Controlled by a new electronic pressure sensor exclusive to Airlessco, the Slow Stroker units are able to spray extra heavy coatings at high pressure or light coatings at low pressure with no pulsation. Consistent one-pass coverage can be achieved at all pressure settings across the full range of spraying pressures. The sensor is not affected by temperature extremes, has no contact with the paint, no wear parts, no adjustments are needed and no maintenance is required. Coupled with the "smart DC motor" and automatic speed control, the industrial grade motor adjusts its speed to the requirements of the pump ensuring that wear and energy consumption is minimal. When the motor stops under pressure there is no current draw, there is thermal overload protection, it

is 10 amp circuit compatible, not affected by power fluctuations and can be used with long extension leads.

The electric Slow Stokers at present are available in 3 models viz. 3600SL, 4100SL (2 gun capable), and 5100SL. Two smaller units will be available Spring 1993. Two petrol powered versions - 5500G and 6000G - powered by 4hp and 5.5hp Honda engines respectively, have the largest available Industrial grade electromagnetic clutch mounted on the ~ pulley of the gear box, rather than the high speed engine shaft as used on other pumps. This feature increases clutch life. The clutch pads are replaceable, eliminating the need to replace the whole clutch as is required on other machines. Three larger hydraulic airless units cap off the range of self-contained portable units. They are Models #6100, #8100 and #9100. The #6100 model may be converted from petrol to electric power in a matter of seconds, and a pressure water washer module is available to suit the petrol motor also off this unit.

These same three models are available as production size line marking units, and Cormacks also have a smaller petrol operated line marker the #3100GSC model that will also double as a petrol powered airless sprayer.

Cormacks can supply a comprehensive Rental Pack designed to back up the hiring out of the Airlessco equipment. Included in the pack is Rental Agreement pads in duplicate, Spray Equipment Safety forms in duplicate, Machine Check-in Tags, machine Users Guide pads, Rental Profit Sheets, Unit Check-in/out Procedure lists, laminated users guides to affix to the units, and coloured additive to be flushed through the unit before the customer returns the unit to indicate on return that it has been cleaned and to stop paint drying out in the unit and corrosion occurring between hires.

Cormack also supply an extensive range of Iwata spray equipment and Campbell-Hausfeld air compressors and pneumatic power tools.

All Enquiries

O . R. Cormack Pty . Ltd .

9-13 Leeds St.

Rhodes 2138

Tel: (02) 736 1422

Fax: (02)736 3315

"Nothing Will Dig Like It!"

The Austoft TR14 trencher is a fully hydraulic pedestrian trencher manufactured in Bundaberg Australia. The TR14 is a much sought after trencher in the hire industry where user friendliness and re-hiring are crucial to profit.

The TR14 is a very compact machine consisting of a robust steel frame and lightweight fibreglass top covers with easy access to engine and hydraulics. The unit is powered by a Honda O.H.V. single cylinder, air cooled, electric start petrol engine developing 11 HP at 3,600 RPM.

Ground speed during trenching operations is automatically sensed by a manual flow regulator and automatic crowd speed control. This unique feature greatly reduces the operator's workload. The automatic ground speed is provided through a hydraulic fixed displacement high torque low speed hydraulic motor through reduction gears. Trencher drive is through a fixed displacement gear pump and fixed displacement high torque low speed hydraulic motor assisted by a high speed flywheel.

Greg Croft of WATERQUIP in Moree has operated a TR14 for 2 years and says "We bought our Austoft TR14 in 1991, and have not had any major problems with it. We have done some massive watering systems with it, and

recently completed some stock watering systems of over 1 km long. We have just done a sprinkler system in sandstone and mud with the 11 HP TR14, and it cuts a cleaner trench than the 2300 Ditchwitch which is 20 HP. The machine is easy to transport around, to load and unload, and best of all, we have made money with it."

Glen Carolan of CAROLAN FARM WATER in Dubbo says "I couldn't give the TR14 a high recommendation, we have had it almost 3 years, and are now looking at a new one. We have done heaps and heaps of work with it and I am wrapped in it. We dig irrigation, storm water, anything, it is excellent and I have no complaints whatever. Absolutely nothing will dig like it."

Austoft have appointed well established dealers in both city and country areas to provide a high level of product support to minimise downtime due to service and parts.

All enquiries to:- **AUSTOFT**

P.O. Box 932

Bundaberg QLD 4670

Telephone: (071) 522 622

Facsimile: (071) 533 001

Telex: AA 49750

Kennards wins top Business Award

KENNARDS Hire has beaten off challenges from three government business enterprises to win a prestigious award.

The Kennards team was judged to have prepared the best business plan in the Business in Growth (BIG) program conducted by the NSW Enterprise Workshop.

The NSW Enterprise Workshop is a joint industry-government initiative, located in the School of Management at the University of Technology, Sydney.

Participants were required to prepare a business plan to deal with a real situation they were facing, such as expansion, a new project or problems in the organisation.

The Kennards team included managing director, Andrew Kennard, Rozanne Hartley, Grant Spradbrow and Rob Brown.

Mr Kennard said their plan looked at where the company was headed following its recent growth spurt in opening eight new hire centres, giving it a total of 22.

"We spelt out how we would consolidate and prepare for a new round of growth," Mr Kennard said.

Chief judge, Peter Bradhurst, of Alcan Australia, said it was remarkable that three of the four finalists were government business enterprises with entrepreneurial programs.

They included divisions of State Rail, Australian and Overseas Telecommunications Corporation and the NSW Department of Technical and Further Education.

Mr Bradhurst said the judges were impressed by the way the Kennards team had identified problems and issues, and their clear understanding of where they wanted the business to go.

Kennards Hire,

16 Herbert Street,

Artarmon. 2064.

Ph: (02) 436 2177



The Kennards' team: From left, Andrew Kennard, Rob Brown, Rozanne Hartley and Grant Spradbrow

Frightened By Costs

Two experienced rental industry managers have joined forces to market the perfect answer to your needs for a cost effective, modular rental and accounting package.

Using the **OPEN SYSTEMS** modules this proven package - OVER 250,000 users, is designed for the Hire & Rental Industry. Included is **90 DAYS FREE** rental software support to get you off to a fast start. The hardware selected comes with **3 YEARS ON SITE WARRANTY**. This versatile program runs on **DOS or UNIX** and can utilise your current hardware. Able to take advantage of NOVELL networks, it is the solution for smaller rental outlets and has the ability to grow with your business.

Australian Rental Systems is providing a complete range of services. **Management Consulting Quality Assurance and Maintenance Systems** to help you contain costs and build a better business. Phil Moye and Leo Quinn are widely experienced in the rental industry and will provide all management support for your business.

A combination of private and corporate experience gives them a unique view of the needs of Rental Companies. They are committed to total support of your store and can provide the competitive edge needed to prosper in these tough times.

**COMPUTERS? QUALITY ASSURANCE?
MAINTENANCE PROGRAMS? IS IT ALL TOO
HARD?**

WE CAN HELP YOU!!

Australian Rental Systems can help you grow your business with expertise in computer systems. Quality Assurance and comprehensive equipment maintenance programs.

The **OPEN SYSTEMS RENTAL** system is specifically designed for the Hire & Rental Industry and runs on DOS, Unix and Networks.

Starter System Special

— everything you need to get going

- Acer 486 Computer & NEC Report Printer
- Rental Processing Software
- General ledger & Accounts Receivable

**FREE 3 YEAR ON-SITE WARRANTY &
90 DAY SOFTWARE SUPPORT \$9600**

Call Phil Moye on (07) 345 6078 for further information .

This little digger deserves a medal



The compact, reliable TR14 is a true hero in the trenches. A mighty worker, it gets in there and does the job.

A fully hydraulic pedestrian trencher, the TR14 from AUSTOFT offers unique features. For instance, an automatic ground speed control and a trenching capacity of 600mm deep x 75-200 mm wide.

If purchasing of equipment is your responsibility, the reliable, hard working TR14 will impress and convince you.

For full details on AUSTOFT trenchers contact:
AUSTOFT INDUSTRIES LTD
P.O. Box 932 Bundaberg 4670 Qld.
Phone 071 522 622 Fax 071 533 001
A.C.N. 009 736 234

AUSTOFT
INDUSTRIES LIMITED

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

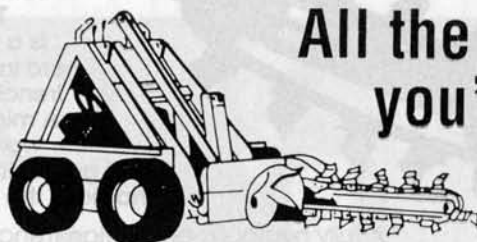
self-loading, being capable of being driven into the pile. The bucket has a tipper function and is simply released by a foot release pedal. The bucket will remain in the forward position for spreading and levelling until snapped back into the locked position. There is a brake and a safety CUT-OUT SWITCH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

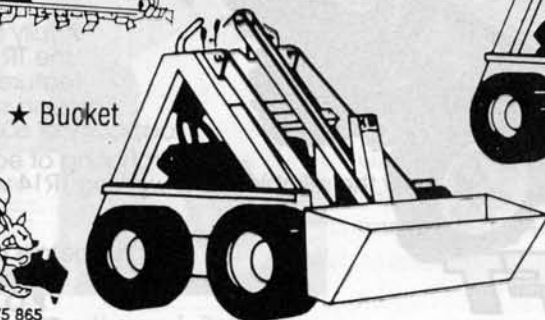
With a low retail price and estimated productivity of 5 times that of the conventional wheelbarrow, the **LOADRUNNER** should find a ready market.

John Hart of POWER-BARRO AUSTRALIA or Ian Benson of Benson Brokers can be contacted on telephone number 018 233 220 for a demonstration of this incredible new product.

All the Hire Equipment you'll ever need.



★ Trencher



★ Bucket



★ Post Borer



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Fax: (075) 93 4398

Mobile: 018 76 4459

AUSTRALIAN HIRE MEMBERS ON TOUR

A group of Australian Hire Members who toured various Hire Companies in Singapore, Malaysia, Vietnam and Cambodia on their way to the Baucon Construction Equipment Exhibition in Singapore.



Left to Right: ROB WALLIS (N.S.W.), HARRY STACKPOOLE (TAS), ANDY KENNARD (N.S.W.), GORDON ESDEN (N.S.W.), STEPHEN DONNELLEY (N.S.W.), MIKE WILTON (VIC), JIM BROWN (N.S.W.), BARRIE NEWTON (N.S.W.), DES WHELAN (VIC), BARRIE CERDA (COATES INDONESIA & VICTORIA).

Viking Powerclean adds advance to Gerni and Hiretech

Viking Powerclean have been supplying the famous Gerni pressure washers, Hiretech floor sanders and wallpaper strippers to the hire industry for 20 years. As a continuation of their commitment to only the best quality equipment, Viking Powerclean is pleased to make available Advance Commercial Cleaning Equipment range.

The Advance range of floor care machines are built to the highest quality standards and incorporate many features designed to give superior cleaning results. All user-friendly, the Advance range is extensive and includes:

- **CARPET EXTRACTORS.** Lightweight and portable, the Aquaclean carpet extractor is exceptionally easy to use and transport. Cleaning solution is pressure sprayed from a 26 litre tank into the carpet. A power brush loosens the soil before a vacuum pick up tool sucks away dirty solution to a 26 litre recovery tank. The Advance Aquaclean removes ground-in dirt and residue from carpet without overwetting, leaving the carpet clean, bright and ready for use in a few hours.
- **BLOWER DRYER.** Drying time can be reduced by up to 50% when using the Advance HydroDry. The unit

is completely self contained and is ideal for drying carpets and floor areas, fresh paint, concrete sealer, indeed any surface that needs to be dried fast.

- **AUTOMATIC SCRUBBERS.** The Mobilmatic automatic scrubbers do a complete cleaning job on each pass - they lay solution, scrub and vacuum up the dirty solution. Floor surfaces are left clean, dry and ready for immediate traffic. The Mobilmatic is electric operated and ideal for small, confined or congested areas.
- **WET & DRY VACUUM CLEANERS.** The dependable Sprite wet and dry vac comes in two sizes - Sprite 9 has a 30 litre tank, Sprite 12 has a 45 litre tank. Perfect for recovering 100% of any liquid spill, the Sprite can also vacuum dry floor surfaces and carpet.

As with all their products, Viking Powerclean provides a national network for specialised support and backup to the hire industry.

Visit the Viking Powerclean stand at the National Hire and Rental Exhibition in September to see Advance machines at work. For further information on Advance, Gerni and Hiretech products, contact Jerry Krusza from Viking Powerclean on (02) 602 3666.



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Facsimile: (02) 736 3315



New Dingo far better for Hire Industry

The old dog died and a new breed of Dingo is now available to the Hire Industry. Since the manufacturer of the Dingo was taken back to Dalby, Queensland, after the collapse of Deveson Jahn, the Dingo has had a complete upgrade. The new models cannot be compared to the old machines. Gary Briggs was already hiring Dingos when he purchased the manufacturing rights, so he knew the problems and what was necessary to fix them. The result is a completely new Dingo with much more bite.

The new Dingos come in several models from 12 to 22 HP in petrol or diesel. But engine aside, it's the Hydraulics that has changed substantially. A new Dingo can pull a 3 ft x 8 inch trencher chain at twice the ground speed that the old machine trenched with 2ft 6" x 4 inch.

Gary Briggs believes it to be the best trencher on the market in the price range, and the advantage for hire is the next day it can be doing a completely

different job. The increased ability is also evident for post hole digging. The Dingo 950 easily digs in all conditions up to 6 ft. deep and 24 inch diameter. It is being used extensively for tree planting with one contractor just completed 25,000 holes for the R.T.A.

Its traditional use of bucket is still there, but with much better driver control and handling. It can also carry much heavier weights and hence has a larger bucket. The Dingo will be on display at the Hire Expo. Be sure to come to the open air demos on the first afternoon, where you will be able to see them in action and drive them for yourself. Remember they are a completely new Dog.

All enquiries:

Dingo Machinery Supplies

30 Owen Street

DALBY, Qld. 4405.

Ph: (076) 62 5424

Fax: (076) 62 4680



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.

Highly cost effective Electric Eel is the machine preferred by both plumbers and handymen.

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Wacker Australia

WACKER AUSTRALIA PTY LTD
913 PRINCES HWY, SPRINGVALE VIC 3171
TEL: (03) 547 4033 FAX: (03) 562 3371

Originating in Germany over 145 years ago, WACKER has grown into an international company with subsidiary companies in some 30 countries.

WACKER AUSTRALIA was established 27 years ago and has been supplying specialised vibration and compaction equipment to hire companies, government departments, shire councils, local councils, and the building industry.

Utilising the vast expertise within the company, WACKER AUSTRALIA established a manufacturing plant at their head office in Melbourne. From small beginnings, the manufacturing plant has expanded to produce several of the machines that are very popular.

Following is a brief summary of the units which the company produces in Australia.

Vibroplates:

VPH 70 and VPR 70 are well known with the hire companies, etc. and are very versatile and easy to operate. VPA 90 is designed for compaction of hot and cold mix asphalts. BPU 3345, a reversible Vibroplate, comes with a choice of either petrol or diesel engines.

Flexible Shaft Equipment:

Concrete immersion vibrators with a choice of 25 mm, 40 mm and 57 mm vibrating head, with either a 3m, 6m or 9m flexible shaft. Their submersible pump with capacities of 55000 litres per hour, and 6m or 9m shafts is becoming very popular.

Centrifugal Trash Pumps:

With 2 and 3 inch models and either petrol or diesel

engines, WACKER trash pumps are claimed to be second to none. Pumping capacities of 53000 litres per hour for the 2 inch model and 100000 litres per hour for the 3 inch model, ensures these pumps are great performers.

WACKER are justifiably proud of their locally made products, which are now being exported to many countries, including Germany, USA, Spain, New Zealand, Singapore, Portugal and South America.

New Releases from WACKER:

The company has added to their impressive range of machines a diesel rammer (72kg), two lightweight petrol vibration plates (40kg and 45kg), two articulated double drum vibration rollers (800mm and 1000mm drum width) and two pedestrian controlled diesel hydraulic sheepsfoot rollers.

The WACKER diesel rammer model DS 72y is a further addition to what the company describes as an already unsurpassed range of vibration rammers. The diesel engine allows the use of the rammer in areas where petrol engines are not permitted. Its weight is only 72kg in spite of the diesel engine.

WACKER's petrol vibration plates models BPS 1030A (30cm wide) and BPS 1040A (40cm wide) are the perfect solution for compaction of soil, asphalt and paving, if heavier plates create a problem in regard to lifting when only one operator is present. These machines weigh only 40 kg and 45 kg and can be lifted easily.

Both WACKER hydraulic double vibration rollers, models WHK 4080 (800mm wide) and WHK 50100 (1000mm) are the ultimate on the light and medium range roller market. Dual amplitude and dual centrifugal force on both drums, automatic vibration control, articulated power steering, 2-cylinder diesel engine are just some of the advantages these machines offer.

The new WACKER diesel tandem padfoot trench rollers, model RT 560 with 560mm wide drums, and the RT 820 with 820mm drums, have been released.

Both units are powered by a 2-cylinder air-cooled Lombardini engine rated at 12 kW through a fully hydrostatic transmission.

The RT series machines feature below-the-axle vibration exciters inside each drum, allowing more efficient transfer of compaction energy to the soil combined with greater stability.

Hand-held remote control with 3m cable comes as standard, with infra-red remote control with up to 30m range available as optional equipment.

All these new releases provide increased performance, cost savings, higher safeguards and increased environmental control.



THE UNIQUE SELF-LOADING LOADRUNNER

KEY FEATURES:

LOADRUNNER - on site economy and versatility unmatched in its class

LOADRUNNER - continued to impress with its amazing performance

LOADRUNNER - IS engineered for:

- Easy loading
- Materials handling
- Rough ground capability
- Bucket angle for maximum penetration
- Hill climb performance
- Tilting bucket for unloading
- Dumping and spreading
- Inexpensive to operate
- Minimum Maintenance

DIMENSIONS:

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

APPLICATIONS

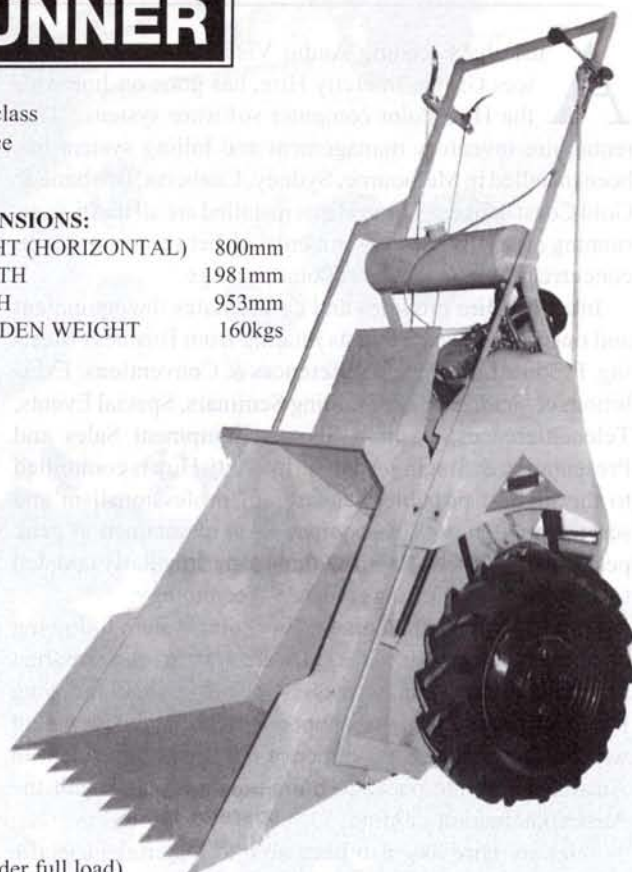
- Building and construction
- Horticulture/landscaping
- Agriculture
- Mining
- Golf Courses
- Parks and gardens
- Hire companies

Whenever the job calls for materials handling, hauling, dumping, spreading with minimum operator fatigue

OTHER FEATURES

- **LOADRUNNER**- can climb slopes of more than 40 degrees (under full load)
- **LOADRUNNER**- size and power allow it to handle the roughest terrain and minimum access areas
- **LOADRUNNER** - Is economical - has a low purchase price and it easily out-performs shovels and wheelbarrows in the toughest conditions

MADE IN AUSTRALIA



MAKE LIGHT WORK OF YOUR LOADS - ASK YOUR DEALER FOR A DEMONSTRATION NOW

LOADRUNNER - is a product of: **POWER BARRO AUSTRALIA (PTY) LTD**, ACN 056 114 562
10-12 ALBANY STREET, CROWS NEST NSW 2065
PH: (02) 540 5274, FAX: (02) 540 4915, MOBILE: 018 233 220

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

Intercity Hire goes on-line with Hirepoint

Australia's leading Audio Visual and Events Services Group, Intercity Hire, has gone on-line with the Hire Point computer software system. This rental/hire inventory management and billing system has been installed in Melbourne, Sydney, Canberra, Brisbane & Gold Coast offices. The systems installed are all multi-user, running on a network environment with between two - seven concurrent users of the HirePoint package.

Intercity Hire provides and co-ordinates the equipment and operators to stage events ranging from Business Meeting, Product Launches, Conferences & Conventions, Exhibitions & Trade Shows, Training Seminars, Special Events, Teleconferences, Fashion Shows, Equipment Sales and Presentation & Staging Advice. Intercity Hire is committed to the highest possible standards of professionalism and service, and as such its equipment is maintained at peak performance levels, and the equipment is regularly updated to keep abreast of changes in A/V Technology.

Intercity Hire settled on the HirePoint system following an exhaustive analysis of the software systems on the market that cater for the rental business. A prime factor in choosing HirePoint was the fact that support and further development was localised, as the developer of HirePoint is resident in Australia, and the package has been developed with the Australian market in mind.

Intercity Hire has also been able to undertake specific enhancement and development of the system to customise HirePoint for its own operation, without the necessity to operate through a third party. The fact that the developer is resident in Australia means that these changes are easier and more cost effective to undertake, coupled with minimal delays between programming and implementation.

The developer of a system will always be in a better position to offer support for that software as opposed to someone who is a retailer of software and in most cases would not know much more about the software than the end user.

Intercity Hire first trialed the system in its Melbourne office. The initial configuration was for seven terminals running on a Novell Network using IBM compatible PC's. This same system has been installed in all of the other offices due to its cost effectiveness and reliability.

Recent development of the HirePoint Software have enabled Intercity Hire to switch from dot matrix printers to Laser Printers in the production of quotations and cost estimates to clients from within the HirePoint System. Form letters are set up within HirePoint, and when merged with the specific client's booking information these can be printed using a laser printer, which produces better quality and enables a more professional presentation to the end client. Image is a very important component when selling the services your company provides, especially when a large proportion of your client base comes from the Corporate sector.

HirePoint is a comprehensive system that encompasses the requirements of stock/inventory control and accounting, necessary to maintain and efficiently schedule the day to day operations of a hire/rental company. Many of the features found in other systems on the market are contained within HirePoint, with the added advantage of not having to pay additional cost penalties generally associated with overseas companies.

HIREPOINT SOFTWARE
8 HERMINGTON STREET
EPPING NSW 2121
TELEPHONE: (02) 876 2745
FACSIMILE: (02) 876 5715

High comfort, low vibration

Hyster new series XM lift trucks, just launched on the Australian market, claim to have the smoothest units operating in materials handling because they addressed the major cause of vibration.

The new 2 to 3.2 tonne series trucks carry unique engine mounts to provide effective protection against engine vibration. To absorb road shocks, the other main source of vibration, the operator module is isolated on durable elastomeric dampers.

For the elastomeric engine mounting, Hyster developed a dual spring rate isolation system which achieves the desired effect of absorbing vibration whilst restricting total engine travel to 6MM vertical movement. To increase further comfort in the operator module, the steer axle is now rubber-mounted to cushion impact and the newly designed suspension

seat provides additional buffering especially against travel across uneven surfaces.

Contact source - Andrew Dickson

Telephone (02) 772 3277





It's Party Time

Let's Party

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The Mighty 18M ELECTRON

Newest development in the ELECTRON Marquee range from Baytex is the spectacular 18M Series.

This beautiful looking Marquee is a development of the very successful 12M Electron and features two rows of centre poles instead of just one.

Major features of the 18M Series are the spectacular roofline and the enormous interior volume. The dramatic shaping of the roof panels combined with the double row of centre poles makes for an extremely stable and wind resistant Marquee that is very easy to put up with a small crew. Wall poles are at 3M centres in the characteristic Electron fashion while centre poles are all at 6M centres giving heaps of flexibility for seating arrangements and table layouts.

The 18M Series has already endured several very heavy "blows" over the Winter and has consistently impressed with its overall stability and lack of movement in high winds.

If you are in the market for a large peg and pole Marquee the new 18M Electron will certainly upstage your competition.

The past several months have seen some disturbing developments in the way local authorities are starting to regulate our industry. While the bogey of regulation has been around for some years now 1993 appears to be the year when its all started to happen. More and more local authorities are insisting on permits for anything over 30 square metres (that's only 5.5M x 5.5M) and when they

also ask for 10 days to process the permit application the whole business of hiring Marquees becomes a mockery. Added to the industry woes is the inconsistency with which the regulations are applied and the complete irrelevance of the permit applications themselves to the Marquee hire situation.

Those of us involved must face up to the problem in as united and cohesive manner as possible to ensure that the business of Marquee hire isn't regulated out of existence.

Baytex is actively involved in this process at several levels. We are already reviewing and upgrading designs and supporting data to standards which satisfy local authority requirements. However this is a rather roundabout exercise as there are currently no standards written specifically for Marquees and many of the variables influencing the stability of a Marquee are independent of the Marquee's design and construction.

To date all Baytex Marquees have performed exceptionally well in high winds and have proved themselves more than adequate in terms of design and construction to withstand all but the most extreme weather conditions. We are always working to provide more comprehensive data and support for our customers to ensure that their installations are invariably of the highest standard.

If all this seems like too much trouble stick to small Marquees like the new Electron Party Series. If we cannot help you one way we will help you another. Contact Baytex if you want some more advice or assistance.

ECONOMY • QUALITY • CLASS

ELECTRON



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



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FAX: 64-0-7-578 8978

Australian Enquiries:
CORPORATE MARQUEE SERVICES
PH: 03-764 0033 FAX: 03-763-4673
Western Australia:
INSTANT MARQUEE SYSTEMS
PH: 09-317 2000 FAX: 09-317 2001



How would your Party-Hire Business run without You?

If the owner/manager of a party-hire business became sick or was incapacitated in some way, the business would inevitably experience difficulties in some areas, in spite of opinions to the contrary held by some of your staff! Similarly, if the business was sold to a new owner, particularly one with little industry knowledge, there would inevitably be hiccups in the running of the business which would not have occurred previously.

However if a computer system has been installed, then the business will run more easily even in the absence of the owner/manager, as many of the managerial functions have been systemised through the computer. Having the day-to-day operations systemised through the computer also assists with the smoothing out of bottlenecks as well as providing staff with crucial information when required.

Of course it is absolutely essential to have a computer system that is easy to use and does not need a computer expert to manage it. A definition of a computer system that is easy to use would be one that keeps the technical functions invisible to the user and makes the daily tasks easy for those operators who have little or no experience with computers.

PHD, a party-hire software package from Abaco Solu-

tions, fits these requirements perfectly. By way of an example, PHD has been installed at Stewart Barlen Hire in Canberra since 1989; during this time, many casual counter staff have used the system without difficulty and with about an hour of training. Now that is easy to use!

PHD has been created with a modular structure, in such a way that moderately priced packages can be tailored to suit those businesses with a tight budget, but maintaining an unlimited growth path. A good user-friendly computer system like PHD will definitely assist in keeping a party-hire business running on an even keel and has the added benefit of making the business much more saleable in the future.

If you would like more information on PHD, then please contact David Brech at Abaco Solutions by fax on (02) 410-9992 or by phone on (02) 410-9930.



PHD Computer Software for Party Hire

- Easy to learn and use
- Packages to suit your current budget
- Full training & friendly on-going support

Please contact David Brech at



abaco
solutions

Level 6, 10 Help St, Chatswood NSW
PO Box 5066, Chatswood W, NSW 2057
Fax: (02) 410 9930
Tel: (02) 410 9992

Hyster Australia

Hyster Australia Pty Ltd is now fitting, as standard, an advanced dry disc braking system on all lift trucks over 20 tonnes. It offers considerable advantages over the "wet" brake system in terms of mechanical simplicity, easy access and a reduced risk of expensive unplanned maintenance.

The major differences over the previous systems include a third supplementary disc on the drive shaft and to ensure balanced braking, a unique Hyster proportioning mechanism. This provides a pre-set

balance across the three brakes, reducing the loading on the two wheel brakes and also the wear on the disc and pads.

Using high thermal capacity materials for seals and non-asbestos pads, the system gives a vastly improved performance even under the most extreme braking systems.

Contact: Andrew Dickson
Hyster Australia Pty Ltd
Telephone: (02) 772 3277.

Quins supply marquees and other canvas goods all over Australia, from Adelaide

For over 50 years, the quality workmanship, attention to detail, and reasonable rates have been appreciated by Quins clients all over Australia - from Northern Queensland to Victoria, and Western Australia.

Faxes and an efficient transport service ensure their clients receive exactly what they order, and exactly when they need it - at Quins they know how important deadlines are!

No job is too large or too small - all clients receive the same service - from marquees to boat covers and caravan annexes. Quins have had some interesting custom-made jobs - like the perfect-fit cover and combined annex for a kombi van, or the flag roof for a local hotel - large pieces of coloured canvas together spelling the word "Port Dock Brewery".

You'll also see a great deal of Quins marquee workmanship at the Adelaide Grand Prix. Mark Carragher, Managing Director of Quins, said: "We'll

do anything in canvas - we love a challenge! Especially the difficult designs. No jobs is too small or too large for us.

The Pope's visit to Adelaide provided an interesting challenge for Quins. Their brief was to produce the white canvas podium cover which was an important and spectacular part of his presentation. Quins even helped erect this very large cover in a heavy wind gust - not an easy feat!

The State Bank tent, with its sheer size, colours and logos was a challenge too, and the end result was something of which Quins were justifiable proud.

Quins send their marquees all over Australia from Cairns to Geraldton and all points in between. Doing business over these large distances has resulted in the company concentrating on quality control with the awarding of Quality Assurance Standard AS 3903/ISO 9003.

With this commitment to their clients, Quins are sure to be around in another 50 years.



At Quins, we manufacture to your specific requirements.

- All sizes - large or small
- Frame or peg & pole styles
- Using quality synthetic or canvas materials

Call or Fax

Mark Carragher today, for further information on any canvas goods.

QUINS

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PTY. LTD.**

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Fax: (08) 478622

**10 Kylie Place
Port Adelaide SA 5015
Mobile: 018 847 228**



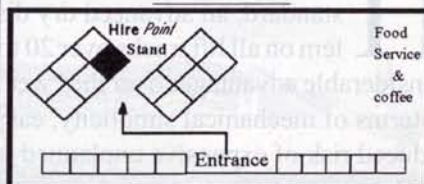
**Hire Point
Software**

The Hire Point computer system will increase your efficiency, customer service and profitability!

After 7 years development and suggestions from the 30 hire companies who use the system, Hire Point is now a comprehensive, premium grade computer software system at a not so premium price.

Hire Point's mouse driven flowchart interface requires the minimum number of keystrokes and makes the system easier than ever to operate. If quality is important to you then Hire Point is the system for you.

**See Hire Point at the
Hire Expo, Sept 8 & 9,
Stand 33**



Phone now for a FREE info' pack:-

Tel: (02) 876 2745

Fax: (02) 869 1495

NZ - Tel: (07) 855 4953 - Chris Morrison

HIRING FROM THE OUTSIDE IN

To me it was an important birthday, so I decided I would do it in style - a Theme Party.

After I made my decision my thoughts were generated to how to approach my preparations. Most of the people of my acquaintance always held their functions in Reception Centres, so for experience I decided to hire - opened the Yellow Pages, made my choice and set out for my chosen Company.

I admit I had no idea what to expect and this was to be a total learning experience - and it was a real eye opener. I knew I wanted a Marquee in my backyard and had chosen my theme. Knowing I was a pretty good cook, self catering was the way to go. That's if I follow the directions on the packet.

Upon entering the Hire Co. I was immediately struck by the activity, it was really "buzzing". After being greeted by the Receptionist my eyes were fixed on an advertisement from a magazine with the caption "more affordable than you'd think". "Ah!" I thought ... this is for me.

The Receptionist directed me to the Hire Department, and thus began my adventure into the unknown.

The Marquee required a measure before any definite decision would be made. An appointment was established then it was question time. Just like Sale of the Century.

How many guests? What style of table? Chairs - white or blue - with or without covers - bows? Cloths for the tables - white, coloured, floral or check? Is the meal sit down or buffet style? Being adventurous and brave I decided on a sit down 3 course. What space do you have? Large kitchen, plenty of preparation room, how big is your stove? At this stage confidence was waning but, I plodded on just like the steam train going up the hill I can do it, I can do it!

Surprise! Surprise!, I never realised that aside from your basic stove and BBQ so many other hot catering appliances are available for use.

I was taken to see the appliances for a three course meal - soup or entree, main course, and dessert. To prepare the main course there is a Gas Cooking Oven which has two gas burners, heats to a temperature of 350 degrees. The temperature can be controlled by

extinguishing one of the burners. There are several shelves inside and the oven is fully mobile.

A gas roaster cooks 25kg of beef in 3 1/2 hours, and the meat is guaranteed to be tender and full of flavour. Vegetables can also be cooked in the roaster. No moving parts, making cleaning simple.

A 3 burner cook top for boiling, making soups and for lots of hot water on hand. Single burner cook tops are also available.

Turbo convection ovens look like a large microwave but requires a table or bench space and a separate power point, which is a point of consideration. Do not overload the power supply or your party theme will be "midnite" (very dark).

An electric warming oven is available; it has five shelves and will hold up to fifty plates at one time. This means everyone will stop talking at once.

Since soup was on the menu, the chaffing dishes were a complete surprise. With one tray or two they are not only functional but also a decorative addition to any buffet table with or without food.

There are also a large range of bain maries, pie ovens, mobile maids and the usual hot water urns and coffee percolators.

At this stage I made my decision, a roaster, 3 burner cook top, warming oven, chaffing dishes and ice tubs (for keeping the drinks cool). Buffet style it was, I really wanted to make use of this wonderful equipment.

Crockery and cutlery and glassware were simple to organise, having done this at home, I went with all this information to complete my arrangements.

The Function Co-Ordinator arrived, the Marquee would fit but I would need lots of power boards and extension leads for the power.

Two days prior to the function the boys arrived to erect the Marquee, dance floor and lights etc., then it was my turn, decorating, decorating, decorating.

At 4.00 p.m. on the afternoon of the party I was totally disorganised, but was assured by my son that because of this the party would be a success. Even though the balloons were still being inflated as the guests arrived a great time was had by all.

To me hiring was a super experience and to be highly recommended.

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.



**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.
T·E·N·T·S**

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

**Don't miss our yard demonstration
at the Expo.
Location to be advised**

INCORPORATION

The Association has now received a Certificate of Incorporation from the Department of Consumer affairs.

The name of the Association is now - HIRE & RENTAL ASSOCIATION OF AUSTRALIA, QUEENSLAND REGION INCORPORATED and must be used on any correspondence.

NORTHERN ROUNDUP REPORT

I attended the Annual Northern Roundup over this Queen's Birthday holiday weekend and I must say that it was a huge success. Modeste and Rita Barra, were this year's organisers and with some help from their family, put it together very well.

Steve Ede's generosity was again evident with the erection of two huge marquees - one for the trade exhibition, the other for the entertainment. The Sheraton Breakwater Hotel has a large area near the pool, overlooking the ocean and Magnetic Island and this was an ideal setting for the Roundup activities. Without Steve's help, we would not have been able to take advantage of this. Thanks again to Steve and his team.

Saturday evening was most enjoyable. The weather was perfect and the lighting on the palm trees added to the tropical atmosphere. Registration at 6pm gave everyone the opportunity to meet up with the 80 members and exhibitors and their families. Dinner followed, and what a dinner it was! Such a variety of food, and so much of it. King prawns were in abundance.

Modeste welcomed the guests and told how he came to be standing there as the organiser. He said that he was at the roundup meeting last year, when he heard a voice in his ear saying "put up your hand Modeste" and being a well brought up lad, did as he was told! Quick as a wink, he was told he had just volunteered to be organiser for 1993.

Tom Kinross was introduced and he spoke about the activities that the Association was currently involved in. He said that he thought the tough times were going to be with us for a while and he congratulated the country members on the loyalty they have shown by attending and being involved in the Roundup.

Other Brisbane members who attended were David and Rosemary Miller from Logan Hire and Scott Walker from all Site Rentals.

During the evening, there were lucky prizes drawn which had been donated by generous sponsors, a representative from Bynorm was unable to be present, but they sent along a number of mower packs as give-aways. Bosch contributed a keg of beer! and guess who won it! Scott Walker. Flextool presented a Hitachi grinder which had been donated by Hitachi and other prizes were made up by Rita Barra for ladies gifts.

Entertainment was provided by Keith Albert, a country and western style singer from Townsville and he was voted tops by all. He was very easy to listen to and most appropriately for this kind of function, people were able to talk to each other without being drowned out by a band.

At the end of the dinner, it was noticed that a saw had been taken from the Homelite stand in the other marquee, and for a while this put a dampener on the event. After a

search of the grounds, some of our members found the saw hidden in a suitable place to be collected later. They didn't catch the person, but a quick whip-around raised the funds to pay for a security guard to stay overnight. After the dinner, the Casino was the main attraction, but I didn't hear of any big winners. I heard a story about a well known member who said he was engaged to be married twice to the same lady. The first time was called off when the lady lent him the money for the ring and he spent it on trestles.

The second time, he said was his own fault!!

On Sunday morning, a meeting was held to decide on the organiser and venue for next year's Roundup. This time, Modeste ignored the voice in his ear, and Coral Coast Hire were nominated. As neither Donna nor Peter Anderson were present to defend themselves, it was agreed that they would make excellent organisers for the next Roundup. Robert and Lynn Neate volunteered to work with them.

There was some discussion about having the Roundup every second year, but most preferred it to remain an annual event. After speaking to the exhibitors, it was obvious that every year was the most popular option. A change of venue was decided, and Cairns was chosen for next year. A yard tour was suggested, and a site will need to be found for the trade exhibition. All agreed that it should not be allowed to grow too large. Morning tea and a lavish lunch followed with more lucky draws. Joe Vella from HARIB drew a member's name from a jar and presented a one gallon flagon of Whiskey on a stand to the lucky member. Don Neate was pleased to be that lucky person. The best exhibition award was made to Red Roo Mower Co Pty Ltd, from Toowoomba and the runner up was Balloon Agencies. After lunch, Elizabeth and John Robinson of Balloon Agencies gave a demonstration of balloon decorating, and Ian Milton of Homelite gave a short talk on safety equipment for saws.

We were sorry to hear that sickness prevented Pat and Jeanette Pilcher, Bowen Hire from attending, and also Des and Dorothy Urquhart from Chartres Towers. Des is undergoing an operation and we wish him well.

The weekend, the weather and the company could not have been better and the following exhibitors, who were mostly Associate Members once again supported the Hire Industry with their involvement. Balloon Agencies, Baytex Manufacturing (NZ), Bosch Australia, Compair Australia, Crommelins Machinery, Flextool, Hilti (Aust), Homelite Textron, Jaden Loaders, Lato Industries, Mole Engineering, OAMPS Insurance, Pressure Masters, Ranier Tents, Australia Red Roo Mower Company, Sewer Equipment Company, Trilogy Business Systems, Viking Power Clean, Wacker Australia.

Thank you all for a lovely weekend.

Elaine Cronin

Bobcat "PURR-FECT" For This Job

EXCAVATION time on a prestigious, new home site at Pymble was reduced by using a Bobcat and backhoe in tandem.

Universe Design & Construction had the job of building a two-storey house with four-car basement garage, tennis court and swimming pool.

Director-in-charge, Fabian Chan, said the design required a great deal of site formation work and retaining wall construction.

"Also, the site is relatively big (70m deep X 20m wide) and moving materials from one end to the other was quite a task," he said.

"We decided it would be more efficient and cost-effective to have the combined use of a backhoe and a Bobcat.

"The backhoe stayed in one spot, while the Bobcat ran the excavated material to other parts of the block which had to be filled.

"Although the Bobcat may not be as quick as a bigger machine, it proved more flexible since the space left for access and manoeuvring was fairly limited, with several spots being excavated at the same time."

The builders hired a middle-range 643 Bobcat from Kennards Hire for a month. They said they enjoyed quick attendance and regular service checks of the machine.

"We have not had any down time of the machine except one punctured tyre," said Mr Chan.

The Kennards' machine can lift up to 454kg, and is

suitable for general construction, landscaping and digging swimming pools.

Most of Kennards' Bobcats are kept at special, quick-response centres in Sydney and Brisbane. They can be delivered quickly and at short notice to hirers anywhere in or close to both cities.

Kennards' other earth-moving machines include Jaden and Dingo mini-loaders, Kubota mini-excavators and Ditch Witch trench diggers.

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



Hydraulic Valve Lifters – First For Engines In Australia

Kohler's Australian Distributor AETCO has received the first shipment of revolutionary 18 h.p. Command Series V Twin cylinder horizontal shaft petrol engines.

The new engines which have a displacement of 624 cc develops 18 h.p. at 3,600 rpm, and represents a first in Australia as the only engine in its size with hydraulic valve lifters.

This system of overhead valve operation virtually eliminates cylinder head maintenance as the valves automatically adjust to the correct settings and ensures the engines meet the strict 1994 requirements for emissions.

The engine also has full pressure lubrication, complete with a spin on automotive style oil filter which only need changing EVERY 200 HOURS while oil changes are every 100 hours.

The extended oil change and filter periods improve



engine availability and avoid costly maintenance downtime when compared with inferior competitive products which require more frequent maintenance.

A spokesman for AETCO said the engine is available with a wide range of optional exhausts and is backed by a two year warranty fully supported by AETCO branches in all States and a nationwide network of Dealers. The engine will find immediate acceptance for many uses, particularly pump drives, generators, welders, saws, stump drivers, to name a few.

The new engine represents a further extension of the Kohler Command Series engines which currently covers from 5 h.p. up to 18 h.p. with some units being available also in vertical.

Further details on this exciting new engine are available from AETCO offices in all capital cities.

Versatile Vacuum

Pacific Pump Company have just released an 89 litre capacity industrial wet and dry vacuum cleaner. Called the model 640T, it has a lift capacity of 2200mm and a maximum air flow of 510m³ per-hour. Built with a corrosion resistant tank, the unit has a unique tipping trolley for ease of cleaning out the stainless steel tank.

The unit is supplied with all standard accessories and has an optional wet or dry out rigger to make the larger jobs so much simpler and quicker. The unit is able to manoeuvred around the factory floor with ease as it vacuums powered by the three 1080 watt motors.

The unit is fitted with the most valued **safety liquid controls**. The vacuum hosts are all fitted with positive locking hose connection and quick release fittings thus making the job of connecting and disconnecting easier.

For further information on the model 640T, please contact the Pacific Pump Company branch in your state.



Bio Mulcher Range Aids Recycling Of Garden, Domestic Waste

Mulchers have represented one of the few growth sectors in the small machinery and equipment sales market over the last year, according to Motorcolt's managing director, Terry Evans.

Motorcolt is the national distributor of the BIO range of petrol engine powered mulchers which have earned a reputation for durability and their ability to reduce even the most difficult materials into a fine mulch material ready for incorporation into

reuse, recycling, composting and organic growing projects.

"We have found that there is a pronounced green attitude in the community which extends from the home gardener through councils and to industry. We have sold BIO mulchers to virtually all levels of the community from the backyard gardener to the serious organic grower. We delivered two BIO mulchers recently to a major national company that wanted to shred

small plastic bottles and containers, so that the plastic material was then ready to be recycled", Terry Evans said.

The BIO range now comprises four models. The BIO Model 60 is designed for the gardener or hobby farmer and is powered by the popular Honda Oil Alert 4hp petrol engine. The next larger model is the BIO 100 powered by an 8hp engine and the heavy duty model is the BIO 150 which has an 11hp Honda engine and is designed for larger recyclers such as garden or landscape contractors, councils and other volume waste generators.

There is also a BIO 100 power takeoff driven model available which attaches to the three point linkage and uses the shaft drive of a small garden or farm tractor.

The mulchers have an improved system of serrated edge, triangular mulching knives which will handle any material including branches and vegetation up to 2.5 inches in thickness. "Even difficult to break up materials like wet newspapers or cardboard, palm fronds or banana leaves are easily mulched by the new BIO models", Terry Evans said.

"There also appears to be no end in sight to the green recycling revolution. Many councils are actively discouraging further landfill dumping of garden or vegetative waste and burning is also a hazardous disposal method. The answer is to mulch all suitable materials as part of composting and reuse of resources in an environmentally friendly way", Terry Evans added.

Such has been the acceptance of the BIO range of mulchers that Motorcolt has recently opened "Queensland's first mulching centre", at their new Branch in Nambour, Queensland.

Further information on the BIO mulching range is available from Motorcolt Australia in Melbourne on (03) 794 6222, or Shepparton (058) 311 900, or Nambour, Qld (074) 411 833.



The BIO 60 Mulcher is ideal for home garden type waste recycling and will reduce even tough material like bamboo and limbs up to 5cm (2 inches) into a fine shredded mulch

Ladder Lift Handles Asbestos At Luna Park

REBUILDING Sydney's much-loved Luna Park is no laughing matter.

Among the serious matters to be addressed was the removal of 1,200 sq m of asbestos from the roof of Coney island, which is being re-created to its 1935 detail.

Alkene Roofing looked at various options for handling the potentially deadly material before deciding to use a Ladder Lift from Conveyor & Hoist Rentals, who operate in Sydney, Newcastle and Melbourne.

"The Ladder Lift proved an excellent piece of equipment," said Alkene site supervisor, Paul Marron.

"I had never used it before, but it was just what we needed.

"It's simple, safe and reliable to operate, can be moved easily and is economical to hire.

"As we moved up the roof, the ladder was extended further so we didn't have to carry the material far.

"We lowered about 500 AC sheets on the Ladder Lift and raised a similar number of FC sheets, which were fitted to re-create the original look of the ceiling."

Barry Newton, managing director of Conveyor & Hoist Rentals, who intro-

duced the German-designed Ladder Lift to Australia, said it consisted of a sturdy lifting platform, mounted on a lightweight, aluminium ladder.

"The unit is powered by 240V, but has a convenient 24V hand held pendant and limit controls," Mr Newton said.

"It is ideal for small, awkward jobs involving loads up to 150kg.

"Ladder Lift has a variety of interchangeable accessories to carry tiles, bricks, sand, small concrete pours, gyprock, landscaping materials, demolition rubble and even doors, windows and furniture.

"The top section adjusts to follow the roof line or enter an upstairs window or door."

Conveyor & Hoist Rentals, with 16 years experience solving site handling problems, are also major suppliers of portable conveyors, a range of building hoists and hard-wearing plastic rubbish chutes.

Specially-designed, crane-mounted delivery trucks enable conveyors to be placed in the most difficult locations without damage to surrounds.

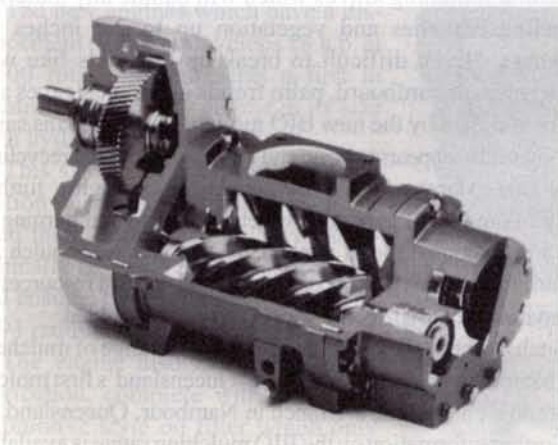
Conveyor & Hoist Rentals, 576 Princes Hwy, St Peters. NSW. 2044. Ph: (02) 516 5855.



CompAir Adds To Rotary Screw Compressor Range

CompAir (Australasia) has released five additional models in its Cyclon 6000 range of oil injected rotary screw compressors for general industrial and construction applications.

The new Cyclon series was introduced in 1989 after CompAir



The new CompAir Cyclon series features the new air end which runs quietly and efficiently

Broomwade completed a five million pound international research and development project which resulted in a new, highly efficient, slower rotating air end able to run efficiently and quietly. The principal advance in the new rotary screw design was a 5:4 profile with five female lobes to four male lobes, with the female lobes deeply grooved but with reduced thickness to increase the throughput or volume of air.

The resulting Cyclon series achieves greater efficiency at slower rotational speeds. Slower speeds allow for the use of larger bearings which provide greater life expectancy and increased reliability.

The resulting Cyclon 6040/50N and 6060/75N series have become market leaders with an impressive in-field reputation for reliability and efficiency.

Five new models have now been introduced to the Cyclon range-designated 6100N, 6125N, 6150N, 6180N and 6220N. These are high capacity compressor units with capacities from 453 to 1003 cfm.

Further information, including technical literature is available from CompAir (Australia) Ltd. 34 Ricketts Road, Mt Waverley 3149. Telephone (03) 544 0777 or fax (03) 562 8894.

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 | 100% Pure |
| 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)

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Parker Questions O-Ring Face Seal Fittings

Recently there have been claims in the trade press regarding a "new" fitting which incorporates an O-ring on the face of a 37° hydraulic fitting. It is claimed that this fitting is designed to provide a leak free connection.

This concept is not new (it was first introduced approximately 30 years ago) and in anything other than a controlled or ideal environment can cause problems. Potential problems are:

- Over torquing can destroy the already weakened nose.
- Susceptibility to loosening and leaking during operation due to the need for low tightening torques.
- Susceptibility to leaks if the sealing face is anything but perfect.
- Potential pressure drop at the fitting due to bore restrictions to allow for an O-ring groove.

Parker Hannifin has conducted tests in Europe on this type of fitting and found that failure, due to O-ring tearing or the O-ring groove scoring the seat, occurred at pressures much lower than a comparable fitting without the O-ring design.

Parker Hannifin believes that either the standard JIC 37°

cone on the Parker Seal-Lok type fittings offer significantly more reliability to higher pressures than the O-ring cone type of fitting.

Gordon Taylor, Product Manager for Parker Fluid Connectors in Australia, questions the value of this type of fitting. "Why take a chance on a fitting design which is 30 years old and still hasn't been accepted", said Mr. Taylor. "Our testing seriously questions the reliability of the design in all but controlled or ideal conditions. High quality, tested and proven Parker fittings are available from Enzed Franchises and Parker Connector Distributors throughout Australia. We suggest you contact these outlets (through Yellow Pages, or Dial 131362) for the best advice on leak free hydraulic fittings", Mr. Taylor stated. For more information, contact:

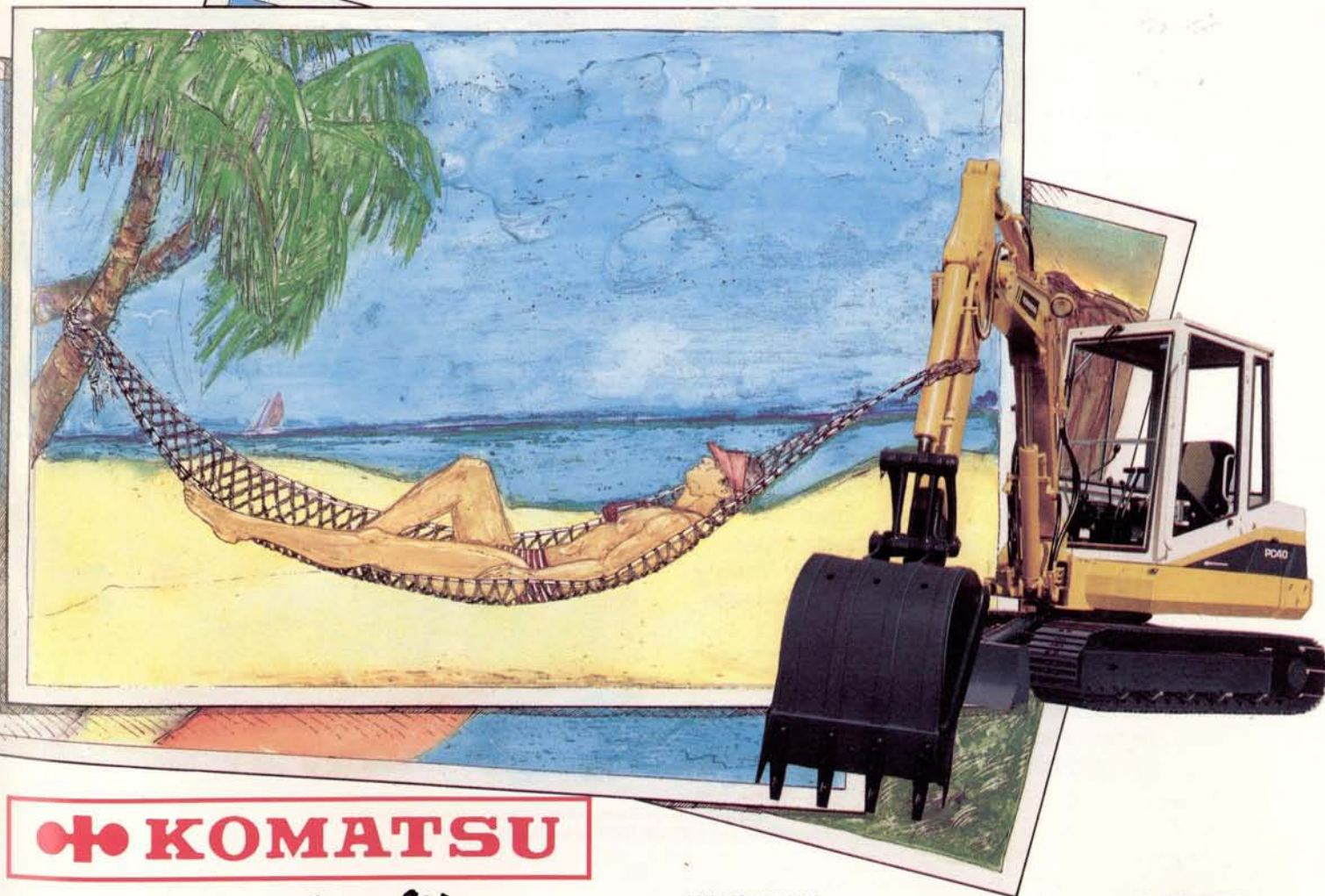
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