

# **HIRE and RENTAL**

## **Industry Quarterly**

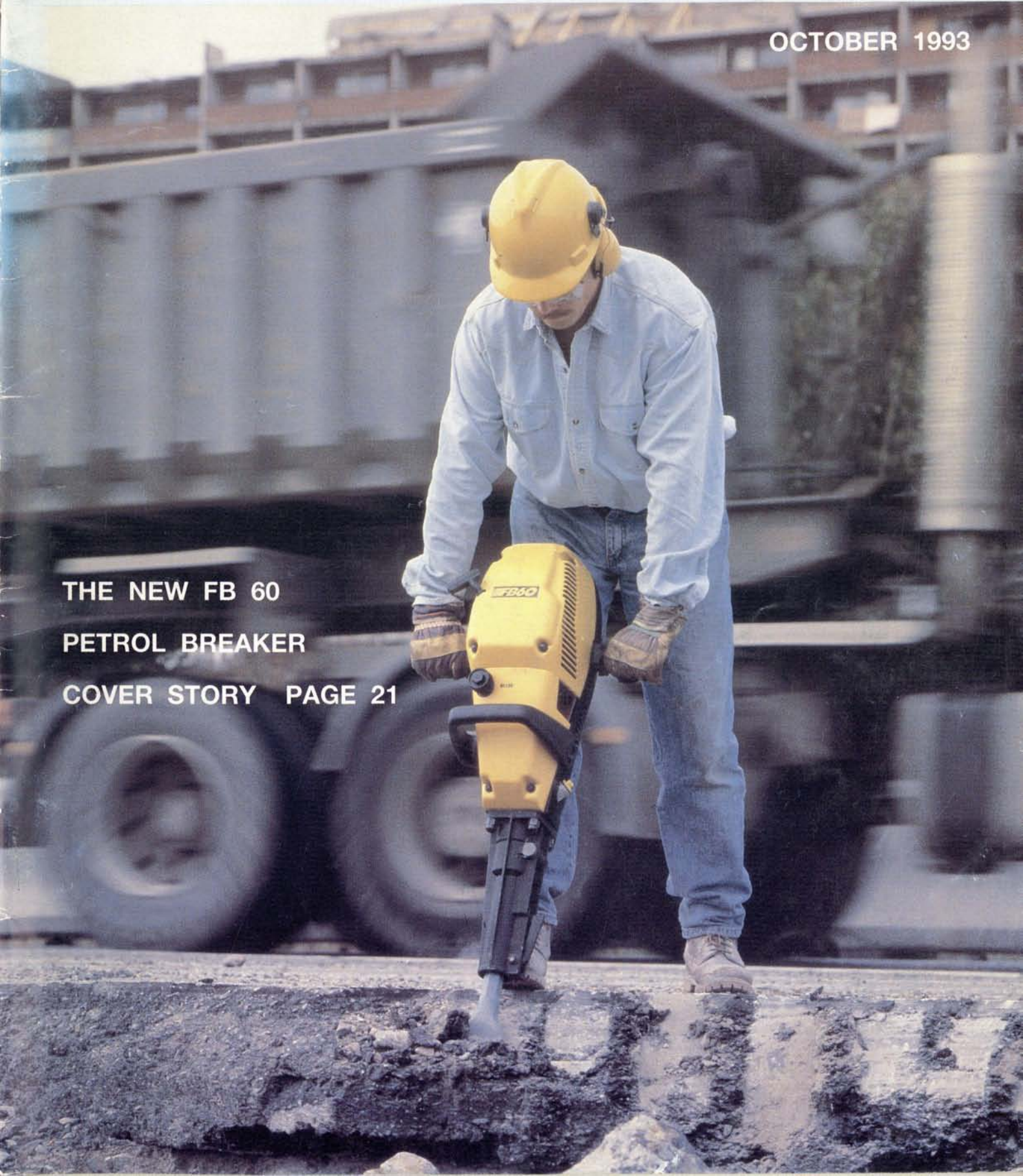
OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA AND NEW ZEALAND

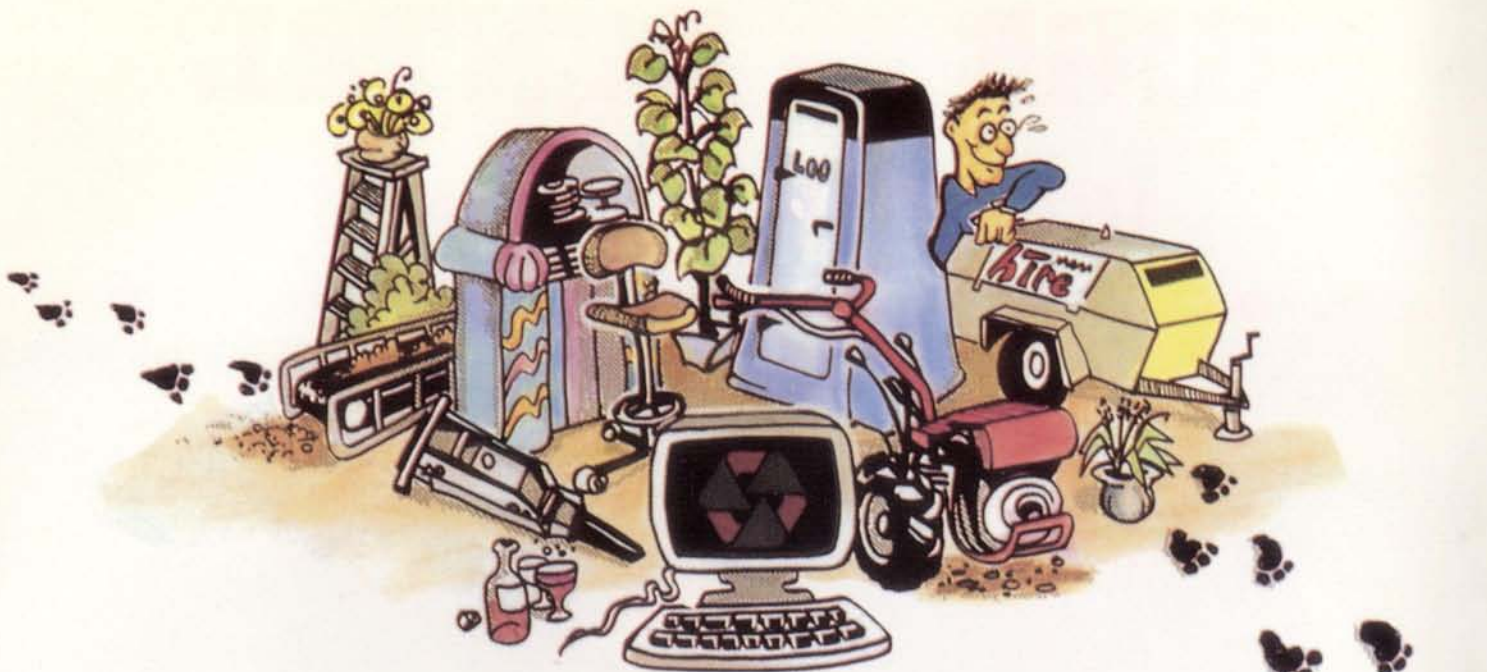
OCTOBER 1993

THE NEW FB 60

PETROL BREAKER

COVER STORY PAGE 21





MAKING

# TRACS

THE COMPLETE HIRE SYSTEM



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BUSINESS  
SYSTEMS

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## PRESIDENT'S REPORT



MIKE WILTON PRESIDENT

*The merger between the Hire & Rental Association of Australia and the Elevating Work Platform Association of Australia is all but complete. However, a few minor organizational matters are still to be solved. One of these is the need to modify the H.R.A.A. constitution to accommodate the E.W.P.A.A. within our existing structure. Accordingly you will have received a ballot paper from the national secretary seeking your approval of the necessary changes. If you've not already voted and returned the form, it is very important that you do so before the due date.*

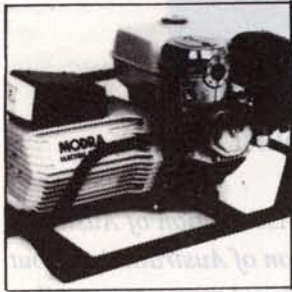
*It will probably come as no surprise to you that the most simple matters are often those most difficult to resolve. In this case, even a minor change to the constitution requires a majority of ALL members to signify their approval. Consequently, the change requires a positive response from over half the membership, for it to be successful.*

*Accompanying the ballot is an explanation of the changes from our secretary, and a background paper discussing the direction the association is taking, and our hopes for the future. Please take the time to consider both, and return the ballot paper in the envelope provided.*

*While writing of paperwork to be returned, can I also take this opportunity to ask you to consider the post-convention questionnaire sent to all members recently. H.R.A.A. directors are always anxious to respond to member's wishes, and in this way we are able to refine and develop the annual convention. Even if you didn't attend the Melbourne event we are anxious to have your views and respond to them. The convention met with general approval and Victorian members were gratified with the attendance of both members and exhibitors.*

*On behalf of all, I'd like to take this further opportunity to thank Mal Barnett and all volunteers who contributed to the business, social and financial success of Hire Expo '93. And until next time, may your business be exactly what you want it to be .....*

# HIRE and RENTAL Industry Quarterly



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Bondi Junction, NSW 2022, Australia  
Tel: (02) 387 7858  
Fax: (02) 389 8348

**PUBLISHER:**  
Curlewis Publications  
P.O. Box 308  
Rose Bay, NSW 2029  
AUSTRALIA

**EDITOR:**  
Greg Kelson

**PRINTED BY:**  
Promail Pty Ltd  
3/16 Mars Road  
Lane Cove

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

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**TYPESET AND LAYOUT**

Publishing for the 90s  
34 Byrnes Street  
Botany, NSW 2019  
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# Try telling your kids you have to sell your home.



*It's frightening.*

Not just the prospect of losing your home,  
but possibly your business as well.

And everything you own.

Sadly, it's often not your fault either.

Unless you haven't insured correctly.

We don't like to think about it. We just hope it never happens to us.

But it does.

A client, visitor or employee might slip and fall.

A piece of equipment might fail. Or a host of other things.

And, if you're not correctly covered, you could lose the lot.

Even if it isn't your fault.

So, if you want to make sure you're covered appropriately for Public and Product Liability, call us.

We know your business and we know your industry.

And that means we know what cover you need

so that you never have to tell your kids the news.

Free advice and quotation.

## **HIRE AND RENTAL INSURANCE BROKERAGE**

Formerly HARIB



A DIVISION OF OAMPS AUSTRALIA LTD. (A.C.N. 005 543 920) ENDORSED INSURANCE BROKER TO THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

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# Critical Conditions Insurance

**- cover that pays you when you most need the money.**

Insurance that protects people from the financial consequences of becoming seriously ill, is currently one of the fastest growing insurance products overseas.

There are a variety of names to describe this insurance; dread disease insurance, recovery insurance, major trauma insurance, 'Get Well Money' and Critical Conditions insurance.

Unlike life cover which pays a lump sum upon death, Critical Conditions insurance pays when the insured person is diagnosed with one of the diseases specified in the policy.

## The Facts

Recently in Melbourne, South African heart surgeon, Dr Marius Barnard, produced some grim statistics about the so-called dread diseases:

- about 100,000 Australians will suffer a dread disease this year, roughly four times more than the 25,870 Australians of working age who will die.
- of the 100,000, about 40 per cent of the people will suffer heart attacks, 15 per cent will get cancer and 10 per cent will suffer a stroke.
- more than 50 per cent of heart attack sufferers go on to live for another 13 years.
- nearly 40 per cent of cancer sufferers live for at least 12 months.

This is only a brief summary of some statistics of illness and disease, leaving out many others including kidney failure, paraplegia, multiple sclerosis, etc.

## Reasons why this cover is growing in popularity

Every day there's another major advance in medicine. Now more than ever before, people are living longer and overcoming major illnesses and injuries. Statistics show that people can survive for many years after their initial diagnosis.

While medicine is becoming more sophisticated, the time people need to recover or adjust can nevertheless be substantial. The downside of recovery, is that very often the person's earning ability deteriorates.

Dr Barnard, who took part in the first human-to-human heart transplant with his more famous brother, Christian, said he thought of Critical Conditions insur-

ance cover after watching his recovering patients become burdened with financial stress.

The independence of a lump sum, the Critical Conditions insurance payout, allows people to have a worry-free time while recovering. It helps them to cope with major expenses like house modifications, overseas travel for specialist care, and the many hidden expenses such as childminders and housekeepers.

This cover is also suitable for non-working spouses who cannot qualify for income-protection insurance, yet have the same needs and expenses when diagnosed with a major illness.

## The Big Advantage

The really big advantage is that the person insured receives the money when it is usually most needed.

"At least with dread disease cover ('Critical Conditions insurance), you don't have to die to get the payout", Dr Barnard said.

## Complementing other insurance

Critical Conditions insurance should be viewed as a complementary product to life insurance and income protection insurance, rather than as a substitute.

While in some cases there may be an overlap in payouts, one does not replace the other. There are things that can happen to someone which may not be covered with only Critical Conditions insurance such as having an accident.

## Find Out More

The Hire and Rental Insurance Brokerage is able to assist you in selecting the right policy for you and your family's needs.

For further information please call your local branch (phone numbers appear on our advertisement in this publication) or call (03) 483 6300 to find your nearest branch.

## References:

The Age, 15 March 1993, page 25, " 'Dread Disease' insurance promoted by heart surgeon".

OAMPS Australia, Risk Products - Disclosure Document and Application Form.



# GIVE YOUR NEXT COMPACTION JOB A GOOD THUMPING!

A lot of people are kidding themselves about tamping rammer machines. The fact is, when you get down to real power, performance and reliability, Mikasa's "Thumper" flattens the competition at every level.

The new Mikasa delivers up to 60% more impact energy where it counts, yet minimises wear and tear on the whole machine. That's 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	19.6
• Mikasa	MT50V	54	12.3
• Mikasa	MTR80R	81	11.8
• Mikasa	MTR60S	62	7.6

GIVE IT A "THUMP" WITH

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## An important new member service is launched

The Hire and Rental Association of Australia is pleased to announce the establishment of a new service for members.

Operating under the umbrella of the **Hire & Rental Insurance Brokerage**, the new **finance broking** service offers a wide range of financial services for members including:

- Business finance
- Mortgage finance
- Leasing and commercial hire purchase
- Chattel and leasehold finance
- Construction and development finance
- Equity finance

Following on from the proven success of the Hire and Rental Insurance Brokerage, this is another step forward in the provision of specialised financial services for companies operating in the Hire and Rental industry.

The Association has recognised for some time that a facility of this nature would greatly benefit members, but has been mindful that this facility must maintain the high standard of service set down by the Association.

To provide essential expertise in this area, the Association has selected OAMPS Australia, to oversee this finance broking opera-



tion. It will bring to the facility independence (not tied to any financial institution) and professionalism, with the specialised product and market knowledge, ensuring that members will receive the right package to suit their particular needs.

The finance broking 'arm' of the Hire and Rental Insurance Brokerage, will be managed by Graeme Stammers, who has a wealth of experience in providing business and other financial services to industries. Graeme has been involved in providing financial services to the members of a range of other associations such as the Victorian Authorised Newsagents Association and the Confectionery and Mixed Business Association.

As with the Hire and Rental Insurance Brokerage, the establishment of this facility provides members with access to professional financial services, whilst providing another source of income for members of the association.

Whether buying or selling a business, purchasing a new piece of equipment, or anything else for which professional financial services are required, members should first give their own Association's facility a try.

Graeme Stammers can be contacted on (03) 483 6300.

## Town and Country Selects Mikasa

Headquartered in Queanbeyan, John Churches' "Town and Country Hire, continues to expand opening an imposing branch in the Canberra industrial suburb of Mitchell. The new premises continue with the range of general contractors and handymen equipment available from Queanbeyan, Tuggerawong, Belconnen and Yass depots, but also includes a party hire display area over one half of the frontage which offers silver service/china displays to potential customers ... just the place for mechanics tea break.

Also a new development is the multiple purchase from Mole Engineering of the 1.8 tonne Mikasa Model MRX440 padfoot drum self propelled vibratory trench roller.

Alongside 10 to 12 tonne S.P. rollers the Mikasa was quickly nicknamed the "tonka" toy by Town & Country's Yass Manager Don Daniels. However on its first job on a major highway project, for "Theiss" on the Yass bypass, Don was told by the project

manager that his "toy" was not a child's plaything in performance. The Mikasa is working in narrow trench areas inaccessible to the larger machines compacting select fill alongside large diameter precast concrete culverts. Being a rider type machine with controls identical to the larger rollers the operators prefer this Mikasa over the walk behind machines formerly used.



## Indonesia up and running

**After an intensive set-up period, Coates Hire Indonesia is now well and truly in business.**

In addition in July, they are opening a new branch in bustling oil and mining city Balikpapan on Kalimantan (Borneo).

They already have equipment spread as far away as Irian Jaya in the East and Sumatra in the West, which is about as far as Sydney to Perth, and have it well under control.

The equipment is working on gas pipe lines and gas plants, Coates' Welders are working on an oil platform off Jakarta and some equipment, such as a 60ft boom, is on an island not far off Bali which is one of the 13,700 islands that make up Indonesia.



*Coates Jakarta Branch, Indonesia*

Within Jakarta, they have supplied equipment for work on the new Australian Embassy being built by John Holland Constructions, rollers are working on various compaction jobs throughout the city and 900 CFM Compressors are being used to sand blast ships in Tanjong Priok Harbour.

In addition, they had to fly a generator by helicopter to a particularly isolated area just another challenge to be met and overcome in Indonesia.

The equipment range in Indonesia includes Pumps, Compaction Equipment, Generators, Welders, Forklifts, Access Equipment and Skid Steer Loaders and this range will be increased as they learn more about the particular needs of customers in the area.

The team is led by experienced Expat President Director Barrie Cerda, (who was recently the South-

ern Region Manager) along with three other Australians Jim Brooks from Darwin, Roland Petrie from Sydney and Tony Wilson from our Queensland operation - Jeffrey Hehanusa from Jakarta our Sales Manager and skilled local personnel who are being trained in our operational methods as well as equipment maintenance techniques.

Big expansion plans are under way as we find our feet in the exciting new venture which is proving to be very different to Australia.

The new branch in Balikpapan is right next door to Thiess Contractors and will be run by Ian Castanelli who has been with Coates for 16 years first in our Field Service Division and then as a Branch Manager. He is currently Roxby Downs Branch Manager. Ian will be ably supported by Peter Jillsen.



*Ian Castanelli*

Balikpapan has quite a history for Australians. It was made famous in World War II after suffering three years of Japanese occupation when the 1st Australian Corp landed in Balikpapan in the last great seaborne operation of the war.



*Coates equipment arriving in Indonesia*

# 22ND ANNUAL "LIVING WITH CHANGE" HIRE EXPO

Melbourne played host to the 1993 Annual Hire Convention and Trade Exhibition. The venue was the World Congress Centre and the number of delegates and exhibitors present, indicated the strength and confidence in the future of the industry.

Tuesday morning was taken up with arrivals and registrations with enough time to look around the impressive Congress Centre before the opening session of Guest speakers.

**Phillip Ruthven** from Ibis, the Information and Consulting Corporation, was the first speaker, with his theme an economic overview, the impact on the Hire Industry, proving both informative and interesting, as well as providing plenty of food for thought. After lunch, a yard tour was conducted with some of the exhibitors taking the opportunity to display their products to those present.

## CONFERENCE DINNER

The Conference Dinner was held in the John Landy Room of the M.C.G. Previously the venue for the 1956 Olympic Games and several A.F.L. Finals, the M.C.G. was no stranger to entertaining crowds, but the 240 who attended the Dinner, must have set a record for the John Landy Room.



National President, **Mike Wilton**, welcomed all present and announced that the Annual President's Award has been won by **John and Richard Stevens** from Richard Stevens Hire in South Australia. Mike then introduced **Ray Bridgewater** from Kango, the

main sponsor of the Expo. Kango have been a great supporter of the Hire Industry over the years and Ray assured all present that Kango will continue with their involvement in the future.



*Ray Bridgewater - Kango*

With the formalities completed, everybody settled down to enjoy a few drinks over dinner and renew acquaintances.



*One of the friendly "waiters" from the conference dinner.*

It soon became apparent the waiters were "something else". Their enthusiasm had to be seen to be believed and their insistence on placing pot plants and marquees in appropriate places, as well as a free demonstration of Kango chain saws, were only the entree to a night of entertainment that had the crowd



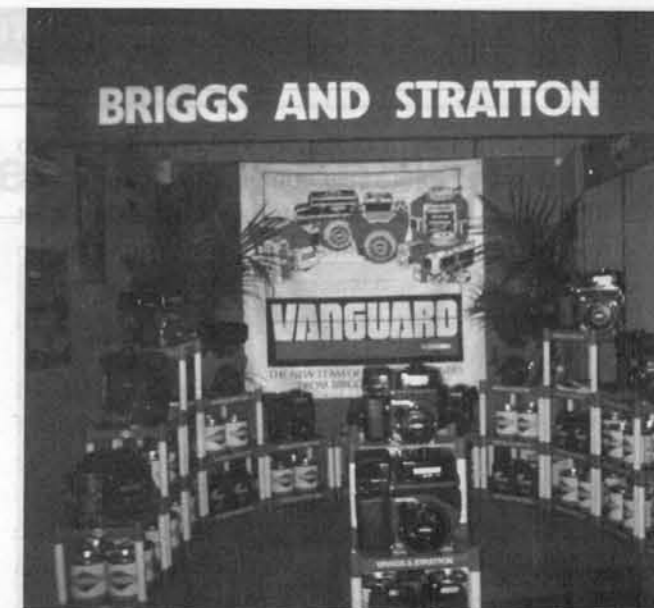
Kevin Queally catches up on some bookwork on the Electric Eel Stand



Part of the Kango Stand



Mal Chambers looks down on it all from the Talon Snorkel Lift

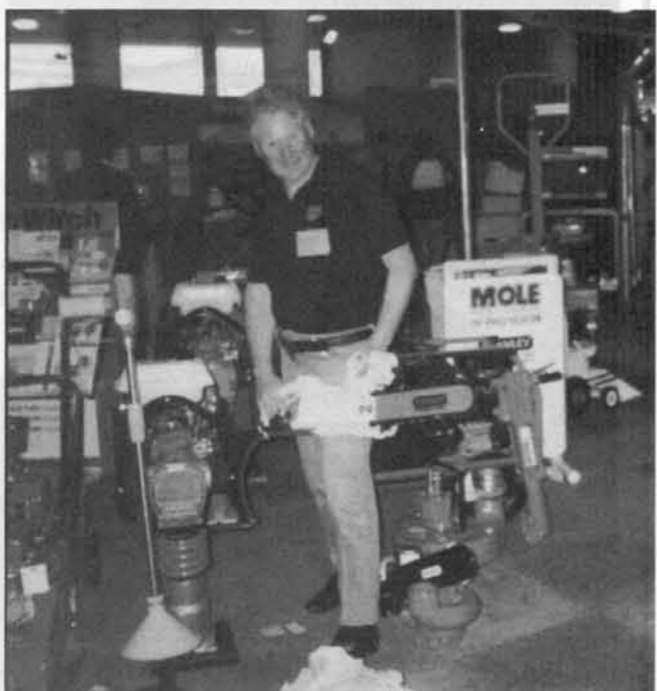


The colourful Briggs & Stratton Stand



L/RT. Harold Horsfall/Trilogy (Qld), Bruce Davies/Trilogy (NSW), Grant Friis/Trilogy (NSW), Gordon Henderson/Trilogy (NSW)

# AT THE EXHIBITION



Geoff Southwell ready for the next customer at the Mole Stand



Part of the display from the Flextool Stands



Hirepoint Software definitely had the prettiest receptionist



Crommelins machinery's impressive display of equipment



Bruce McNicol and Frank Fewster on the Ingersoll Rand Stand

in stitches. Manuel from Fawly Towers was made to look like waiter of the year compared to these. It was a night where the industry let its hair down or had it let down for them. The applause these professional group of comedians received was indicative of the appreciation of those present, where the wine flowed freely and the laughter was non stop.

Wednesday morning's first speaker, **David Edwards**, CEO Victorian Employers Chamber of Commerce, spoke on industrial relations and the changes which are occurring, including the introduction of enterprise bargaining and its effect on the industry, while noting that the union movement's reaction to this would be very important.

**Roger Bamford** from Oamps, then outlined the company's involvement as the insurer to the Hire Industry, while **Grahame Stammers** looked at the finance side of the Industry, including a new finance broking service being introduced by Oamps for those in the Hire Industry.

**John Kroeger** from Event Resources, looked at future changes in the Event Industry, citing the increase in overseas entertainers touring Australia, giving those involved in this side of the industry, the opportunity to become involved, while noting that the bigger concert tours such as Madonna and Michael Jackson, found it necessary to bring equipment for the staging of their shows from overseas due to the unavailability of equipment here. John also noted the Entertainment Industry was the fastest growing industry to-day and its growth should continue as Australia became more a part of the entertainment circuit.



*Mark Shepherdley on the Homelite Textron Stand*

**Wayne Weller** from Coates Hire then chaired a discussion on marketing in the Industry. The discussion touched on customer relations, the importance of experienced staff on the front desk, while delving into advertising and whether it was beneficial or not. The lively audience participation debate took us through to lunch.

After lunch, the Trade Exhibition began in the You Yang Exhibition Hall and the spacious surroundings allowed all exhibitors, large and small, ample room to display their equipment in what was a very impressive display.



Thursday morning gave delegates the choice of two speakers. **Chris Tenniswood** from Richard Oliver International spoke on the all important subject of safety in the industry while in an adjoining room a seminar was held on Party Hire.

We then adjourned to another one of the many halls in the Congress Centre where lunch was served. After lunch, **Carl Hoerman**, President of the American Rental Association, spoke on the Hire Industry in America, commenting that, although the Industry had slowed for a period, it had recorded growth in the previous year and indications were that this growth was continuing. He maintained that those who had survived the lean period had done so by diversifying their interests.

**Jim Brown** from Coates Hire then called on his 25 years experience in the Hire Industry to take us through some of the high and lows of the Industry. Its growth from the first convention twenty five years ago noting that two companies, Compair and Flextool had participated in every convention in this period.

It was only left for National President **Mike Wilton** to announce the winner of the Oamps Business Card Competition, **Cliff Hughes** from City Hire Service in Brisbane had won the 4.5 litre bottle of Scotch (plenty of headaches there Cliff). Mike then paid tribute to **Mal Barnett** and his committee for the great job they did in organising the Convention.

Peter **Jeffreys**, West Australia's President, had the last word when he promised that next year's Conference in Perth would be even bigger and better and he couldn't wait to show us the hospitality and organising ability of his home state.

So, be in Perth for sure, in 1994.

## New 6 Horsepower Kohler Engine

AETCO, the Australian wide distributor for Kohler engines has just announced the release of a new 6 h.p. engine.

Featuring today's most advanced technology, the new Kohler Command 6 offers unrivalled performance for this class of engine.

The new Command 6 is designed with overhead valves for smooth and fuel efficient performance. With it's greater efficiency, this system provides more complete fuel combustion, greater fuel efficiency and handles any carbon build up on the cylinder head, thus virtually eliminating head maintenance.

The electronic inductive ignition, combined with automatic compression release, allows the Command 6 to start first time even in cold weather or when the spark plug is fouled.

Featuring 100 hour oil changes, for increased running time, the oil fill and drain are conveniently located for quick and easy changes. The engine is also fitted with an Oil Sentry TM, which offers protection against engine failure due to low oil levels. This system also incorporates a warning light with engine shutdown.

The Command 6 is designed for simple installation, with the engine mounting holes, crankshaft configuration and PTO mounting faces matching industry standards. The Command 6, is designed to meet strict 1994 Carb Emission Standards without losing horsepower or torque, plus the Command 6 operates vibration free and helps manufacturers meet the current stringent EEC noise standards.



A range of factory options are available, including various muffler configurations, spark arrester, electric start, fixed speed, to name a few.

The Command 6 is backed by a two year limited warranty covering both consumer and commercial use, and is backed Australia wide by AETCO branches in capital cities and a nationwide network of Dealers.

Further details available from John Whiteley at Australian Engine & Transmission Company,  
2 South Street,  
Rydalmere, NSW 2216  
Telephone (02) 684 4666.

## Stronger side panels and seat/engine surrounds for Hyster Lift Trucks

After exhaustive testing, high strength flame proof composite components have been chosen by Hyster in preference to conventional steel panels for the recently launched H2.00-3.20XM series lift trucks.

This is the first time GRP (glass reinforced plastic) has been specified so extensively by Hyster for a vehicle intended for industrial use.

The use of GRP for key parts of the operator area has allowed Hyster designers to adopt a rounded, contemporary-looking shape, in a high quality finish without sacrificing any of the strength essential for heavy duty applications.

Hyster Australia Pty Ltd say that the frame construction, because of its contoured design is actually far stronger than steel.

For further information please contact: Mr Andrew Dickson Hyster Australia Pty Ltd phone 772 3277



## Multipurpose Power In A Mini-Loader

The Jaden Skidsteer Loader is a multipurpose work horse with a thousand and one uses in the construction, hire/rental landscaping and earth moving industries. It has the industrial strength, reliability and features of a large machine but, with the compact size and manoeuvrability to access the most restricted areas in the factory or field.

Presented with a 'motorised wheelbarrow' in 1981, Jaden designers and engineers recognised the opportunity to develop a world first concept of a specialised, single operator, multipurpose, heavy duty mini-machine. Simplicity and reliability were built in from the start and incorporated as each innovation was added and tested. The result is a proven worker with a reputation for reliability and efficiency and a range of attachments to complete any task.



Jaden engineers developed the mini-loader from their experience in the harsh and demanding environment of marine salvage, dredging and commercial fishing industries. In recognition the Jaden Loader was awarded the prestigious Australian Design Award for design excellence in 1989.

Each Jaden Loader is based on the same, standard multi-fit chassis. The customer and Jaden Sales staff then discuss the various engines, hydraulic and fuel options along with attachments to meet the demands of his specific job. From tyre tread to bucket size, from engine type and size, to paint colour, Jaden can provide a customised loader for every owner and every situation.

A range of engines from 11 to 19.7 HP in petrol or diesel, top of the range is the Kubota 3 cylinder diesel complete with electric start for extra heavy duty work. Overseas buyers are able to select engines with service facilities available locally.

For the specialist operation, powered accessories driven by renowned Jaden hydraulics are the answer. With simple, snap-on hydraulic connectors, the backhoe, post hole auger or trencher are ready to operate independently of engine speed. Other loader functions are not lost while the powered accessory is in use.

Other accessories include adjustable road brooms and even a concrete mixing bowl.



Engaging and disengaging attachments is a quick, simple operation using two securing pins. A full range of non-powered accessories is available to make the Jaden Loader indispensable, do-it-all worker essential on every site. Carry-all self levelling platforms, forks, blades, buckets and rippers can be interchanged to complete a hundred jobs with the one machine.

If a particular accessory is not available, Jaden will design and build it. For the first time on a mini-loader, Jaden has produced a 4-in-1 bucket with all the features of bigger machines.

Just as high productivity and low downtime are the features of the Jaden loader that appeal to the owner/contractor the designers have considered the operator throughout the development to make the loader user friendly. An inexperienced operator can easily feel confident in a short time.

Four spring centred levers within finger-tip reach of the grip handles on the top of the console, control the basic movement of the machine. The two inner levers drive the forward and reverse directions of the left and right drive motors permitting complete manoeuvrability and the capability to turn 360° on one spot. The outer levers raise/lower the arms and fill/empty the bucket. The smooth control of power transmission from motors and accessories ensures a safe, comfortable control for the operator.

Simplicity, reliability, productivity, strength and ease of maintenance are built-in to every Jaden loader from the design and manufacture, guarantees that each loader will be dependable, cost effective addition to any operation.

In short, the Jaden Loader is a heavy-duty, multipurpose, industrial workhorse that can be delivered on site in a self loading trailer towed by a car. For a one man business or a multinational earthmover, for the largest industrial site or the smallest factory, for heavy construction or garden maintenance the Jaden Loader will fill the bill.

For further details on the Jaden Loader please contact:

Alister Rayner

Jaden Loaders Pty. Ltd.

Alex Fisher Drive,

Burleigh Heads, Queensland, Australia, 4220

Telephone (075) 93 4567 Fax (075) 93 4398

(International code 61 75)

## Compair's Heavy-Duty, High Pressure Industrial Cleaner Range

**C**ompAir (Australasia) has launched a new heavy duty range of high pressure cold water and steam cleaners for industrial uses including clean down of mechanical plant and equipment.

The units result from more than 25 years of product development and feature durability, high working pressure and robust construction. Safety certification to Department of Mineral & Energy and Work Cover Authority requirements apply and all electrics are double insulated to IP55.

As a reflection of their durability the main pump can be left running in by-pass mode (when motor is



*CompAir's high pressure industrial cold water/steam cleaners are ideal for clean up of mining, earth moving and related heavy industrial*

running and trigger gun not in use) for up to 6 hours. The pump can also be left without water supply for up to 4 hours.

A choice of 6 high pressure water cleaner models are available offering a range of discharge capacities up to 1,000 litres per hour and infinitely variable pressures from 30-160 psi. Three models operated by 240 volt power supplies and three models requiring 415 volt three phase power are available.

An extensive range of accessories, including detergent, foam and sandblast applicators which use quick-connect couplings are also available.

Heavy duty components are used throughout including brass pump heads, stainless steel valves, molybdenum pump seals and ceramic-coated pump pistons. Low noise and low vibration operations are further features.

The new CompAir High Pressure Water Cleaner range complements other cleaners within the range including light industrial and industrial models, industrial cold water high pressure cleaners and a 4 stroke petrol engine powered model for remote sites or mobile applications.

All CompAir heavy duty industrial cleaners are fully supported through the company's national branch network and full service and spare parts availability throughout Australia.

A detailed brochure on the complete CompAir heavy duty industrial water and steam cleaning equipment range is available on request.

Contact :

CompAir Australasia,

PO Box 126, Mount Waverley 3149.

Telephone (03) 544 0777.



## FIRE

**Over 70% of all businesses that have a major fire never recover, even when insured. While recovering, competitors have stolen their business.**

Most people think that there is little chance of a fire at a Hire and Rental Business premises or yard. We seldom consider the careless smoker, refueller, welder; the arsonist who has a grudge or is just plain crazy; the spill of flammable liquid; the faulty electrical equipment or the two-bar radiator under the desk in winter.

We also need to think about the kind of premises and activities on adjoining properties. Fire can spread to or from adjacent areas, very significantly. Increasing fire risks in some cases.

### **An Example**

A small equipment rental business in Sydney has a furniture and plastic ornaments maker next door. This neighbour had the nasty habit of disposing of drums and plastic containers of waste solvents, adhesives, paints etc. through a gap in the boundary fence.

Recently, while working off the ground on a mobile sign frame on an adjacent paved area, a welder narrowly escaped death when sparks from his welding ignited the un-noticed waste below him. This rental business carries petrol, kerosene, oil, L.P.G. paint, rubber hoses and numerous other combustibles. There is a mezzanine storage area and an upstairs office and meeting room. On entry into the yard it would seem almost impossible that fire could be a problem, but a closer look reveals otherwise.

### **What can be done to minimise the risk of fire?**

Having a look at the history of

ignition sources and the fuel first ignited will give valuable clues about preventive measures. The following lists are of major fire starters in commercial and industrial premises:-

### **Ignition Sources**

1. Faulty or misused electrical equipment.
2. Mechanical heat and sparks.
3. Cigarettes.
4. Rubbish.
5. Arson.

### **Fuels First Ignited**

1. Waste and Rubbish (housekeeping)
2. Electrical installations (insulation etc. overheaded).
3. Fittings (wood, fibres etc.)
4. Flammable liquids.
5. Packaging materials.

Control of fuels and ignition sources will significantly reduce fire risk. Deliberate arson and careless employees are hard to control, but good security with training and awareness will help.

Below are some things that can be done to reduce fire risks:-

1. Good housekeeping. Remove unnecessary accumulated flammable wastes such as sump oil, paint wastes, tyres, hoses and rubber goods, packaging supplies, timber, pallets.

Place wastes in bins, prior to disposal and store away from building walls fuel depots etc. Offices should be cleared of waste paper. Nothing flammable can be stored in stairwells or under steps or ladders.

2. Control of smoking and other flame and spark producing activities

including burning off, welding, oxy-cutting, grinding etc.

3. Use non-flammable degreasing solutions for cleaning machine parts in the workshops.

4. Minimise stocks of flammable liquids. Store in smallest practical containers; 20 litre drums maximum for highly flammables (Class 3.1) below 23 degrees celsius flash point eg. petrol, methylated spirits, acetone; not more than 100 litres if not in a licenced flammable liquid store or 250 L in an approved flammable liquids cabinet. See Section 13.5 in the HRA Safety Manual for details of legal maximum quantities.

Use safety cans for holding and transporting small quantities. When decanting from one container to another, the containers should be electrically bonded using a copper cable fitted with strong alligator clips or screw clamps. This reduces the chance of static spark ignition especially in low humidity (dry) conditions. Store drums upright and dispense by pump rather than gravity. Use spill trays to catch drips. Clean up spills immediately, using dry sand or absorbent granules (kitty-litter etc.)

5. Have regular workplace and housekeeping inspections - check for proper storage, handling and disposal of flammable liquids, no flammable waste build up, no unnecessary or unsafe ignition sources etc., fire protection equipment in place, accessible and serviced regularly.

6. Electrical: check all electrical equipment fittings and cables; ensure proper capacity of fuses and cut-out or overload devices.

7. Ensure training of employees in use of extinguishers and hoses and fire prevention housekeeping.

8. Ensure all emergency exits, fire doors etc. not blocked or locked.

There are many other things that

can be done. The Safety Manual explains further.

## Brigade Response Time

Studies in Victoria and N.S.W. show that 90% of structure fires have been contained in the room where they started if the brigade arrived within approximately 7 1/2 minutes. The first few minutes are quite critical in fire suppression. The Los Angeles Fire Department assesses that if the brigade takes 12 minutes to arrive, about 50% of the property is destroyed in most cases and after 25 minutes, 90% to 100% is almost always lost.

What is your estimate of fire brigade response time at your premises? Could you guarantee it? Even with sophisticated call-out systems and communications, there can be no certainty.

So, you need to:-

1. Minimise the chances of fire.
2. Have some immediate response capability to handle small fires properly within minutes of starting. That is, have your employees (or some of them at least), trained to handle small fires with portable extinguishers and hoses.
3. Check your fire insurance and have regular inspections.
4. Read your Safety Manual; Section 17.
5. Get assistance from your Local Fire Authority or Australian Fire Protection Association.

## LOAD INDICATORS AND LIMITERS - LOAD SHIFTING

Your safety snoop noticed these useful devices advertised in the January 1933 edition of Hire and Rental Quarterly.

One of the problems of load shifting is that while we should keep loads within safe-working-load (SWL) specification or capacity for the equipment used, we often don't know the contents of what is lifted and can only guess at the weight unless it has been pre-weighed or otherwise marked.

Indicators and limiters allow operators to keep within safe limits, avoid overload damage, maintenance costs and keep within regulations.

**Load Indicators** These can be used to check weigh items, to determine the weight of a load before lifting or the tension in a cable. The unit described has easy-read digital indication and capacity up to 100 tonnes with plus or minus 0.3% accuracy claimed.

**Load Limiters** As the name implies, these devices actually prevent lifting more than a nominated weight by automatically cutting off power to the hoist motor where a pre-set limit is exceeded.

They are available to fit ropes from 32 to 4 mm diameter and from 8 to 1 tonne S.W.L. in one fall, with claimed accuracy of plus or minus 0.1%.

An electrical signal is generated at a pre-set load and isolates power to the hoist motor through a limit switch.

One manufacturer is Lloyds British Pty. Ltd. Milperra, NSW, Phone Number (02) 772-3780, Fax Number (02) 774-1108 for details.

## CASUALTY SHOCKER

*True Story:* A few years ago a young dockyard worker had his arm separated from his body at the shoulder while working a large lathe. Fortunately, his workplace was near a major hospital and prompt correct action by the staff and an effective microsurgery unit enabled him to regain most of the use of his arm and hand.

When last heard of, he was successfully rehabilitated and working as a storeman for the same employer.

*Lesson:* The above example is meant to shock!

No matter how small, all organisations should have a trained first aider,

even if you have less than the number of employees for this regulatory requirement. In the interests and welfare of everyone at your workplace. Similarly, first-aid kits and emergency transport are recommended for ALL workplaces.

## What to do in the event of a severed limb, hand or finger.

1. Stop the bleeding with a soft firm bandage.
2. Place the severed part in a dry plastic bag or similar container and seal it so it remains dry.
3. Place sealed bag containing severed part into cold water.
4. Get patient and severed part to the casualty department of the hospital as soon as possible.

**Remember: The severed part must always remain DRY and COOL.**

*NOTE:* A completely severed finger will survive at room temperature if replantation Microsurgery is performed within 8 hours.

Properly dry sealed and then cooled, the Microsurgeons have up to 24 hours to replace the severed part. It is damaging to place the severed part into fluid of any description or to put it on ice.

Do not despair, no matter how mangled the severed part appears. The decision for replantation can only be made by the Microsurgeons who will be contacted by the Casualty Officers at the Hospital.

*The above information based on leaflet by A.M.P. Society Community Service Project.*

## WORKING ALONE

Many work situations exist where people work alone for some time. That

is quite legal in itself, but if there are significant hazards involved in the tasks or situations, such persons should be contacted regularly to ensure their safety.

When heavy equipment, especially mobile equipment is used, no person should be left alone. By "alone", we mean out of visual contact or earshot. The same applies to working on live electrical circuits and similar potentially dangerous situations.

A fairly common situation arises when employees work overtime - outside normal hours. This often happens in offices and stores areas. Even in an office situation, a safe system of work would call for two persons to be present or the lone worker to make contact or be contacted by someone else every few hours. This is especially so at night, for security reasons.

Where employees regularly work alone for more than say, two hours, employers would be wise to establish procedures so that such persons are checked by phone on a regular schedule which depends on the nature of the hazards of the task and where they are located. This is usually not a very difficult thing to do. Such a procedure will demonstrate that employer's "duty-of-care" requirements under Common Law, and Safe-Systems of Work required by Statutory Law is being fulfilled.

It is also important to establish that persons working alone are aware of all normal hazards or risks and how to protect themselves against them.

Some companies have a rule that no employee will work without supervision, or at least a contactable supervisor present at the same workplace. Such contact may require portable phone or radio equipment. Failure to make contact at prescribed times, (plus or minus an agreed interval), results in an emergency response to check out the situation.

Employers would be prudent to see that they have the "working-alone" situation adequately covered by appropriate rules and by ensuring that those involved are trained and competent.

## OUTDOORS EXPOSURE OF EMPLOYEES TO SUNLIGHT

Last year, \$100,000 compensation was awarded to the widow of Victorian "outdoors worker" who allegedly contracted a fatal skin cancer caused by his work. The person was a bricklayer aged 33, and the case is an example of the risk to employers who have employees subject to sun exposure.

A heavy compensation pay-out results in an inevitable insurance premium increase for up to three years and the costs of common law claims, win or lose, are inevitably enormous and time consuming.

As well as our real concern for the employees we must be aware of the consequences to the employer in an industry where some people can have significant outdoors or sun exposure, working in yards, demonstrating, delivering and maintaining equipment etc. An individual pre-disposition to such exposure and the additional undisclosed private or non-work exposure increases the risk.

### The Risk

Australia has the highest incidence of skin cancers in the world. Two out of three persons will suffer from some form of skin cancer by the age of 75.

The risk is increased by the following factors:-

- Exposure during childhood.
- Outdoor leisure and home activities.
- Fair, or freckled skin, blue eyes.
- Previous skin cancer diagnosis.
- Proximity to the equator eg. Queensland and Northern Territory (but note that the case mentioned above was in Victoria!)
- Height above sea-level.
- Effects of some drugs.

The most hazardous time is from 10.00 a.m. to 2.00 p.m. (add one hour for day light saving time).

The sun or ultra-violet radiation can also cause eye damage such as cataracts, conjunctivitis and inflammation of the cornea in susceptible persons.

Even intermittent or part time exposure carries risk and while having a sun-tan may offer some future protection, it may simply indicate that some damage has already been done, making it even more important to avoid further exposure. Reduced ozone layer protection has increased the risk even for locations in the south of Australia.

## Safety Legislation

Employers are required to provide a working environment that is, so far as practical, without risks to health.

Employees are required to follow instructions of their employer regarding health and safety, that is, use protective measures provided.

## Reducing the Risk

Below are a few things that can be done to reduce sunlight exposure:-

- Where possible, provide shade.
- When driving, keep windows up. Glass can absorb some Ultra Violet (U.V.) radiation.
- Avoid working where there is a lot of reflection from light coloured or reflective surfaces such as walls, concrete, glass etc., whenever possible.
- If possible, reorganise or reschedule outdoors work to avoid the high radiation time of 10.00 a.m. to 2.00 p.m., or at least minimise it.
- Provide personal protection as follows:-
  - Sunscreen lotion of high protection rating.

- Adequate clothing, eg., loose fitting, long sleeves and trousers, light colour tight weave, cotton fabrics preferred, hat with wide brim or cap with flaps to protect neck and ears. Note that tops of ears are highly vulnerable to sunburn.
- Lip protection. (Lip cancer is common for outdoor workers).
- Eye protection. Purchase order should specify "To Australian Standard AS 1067.1 Sunglasses and Fashion Spectacles, Part I: Safety Glasses".

Early diagnosis is critical and can provide up to 99% cure rate.

A useful booklet is "Guidance Note for Protection of Workers from U.V. Radiation in Sunlight" [NDHSC:3012 (1991)] by Worksafe, from Government Bookshops ~ \$3.95 each.

Provide information for employees on self-screening for sun cancers. Pamphlets are available from Anti-Cancer Councils:-

Anti Cancer Council of Victoria	(03) 662-3300
NSW Cancer Council	(02) 334-1 900
Queensland Cancer Fund	(07) 257-11 55
Anti Cancer Foundation of the Universities of S.A.	(08) 267-5222
Cancer Foundation of W.A.	(09) 321-6224
Tasmanian Cancer Committee	(002) 354-895
Northern Territory Anti Cancer Foundation	(089) 274-4888
A.C.T. Cancer Society	(06) 285-3070

Send your comments to:-

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

Or call:-

David Pye  
Carlingford Consultants  
(02) 871-6696



# 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**

ACN 007 573 417

**DETAILS OF LOCAL HILLS STOCKISTS:**

**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, Boyswater 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.**  
 29 Morningson Road, Morningson 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, Viewbank 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.

HP-5003

## Electric Chain Hoists Raise Performance Levels

**R**ecently released by Kone Lloyds, the KX series of chain hoists is said to combine reliability, safety and performance with compact design and a broad range of safe working loads and lifting speeds.

Models are available with Australian Standard duty classifications of M3 and M5. This latter figure is claimed to be the highest available on the Australian market for chain hoists, indicating suitability for applications which previously would have required a more expensive wire rope hoist.

The new KX chain hoists are suitable for use in production, maintenance and repair workshops in all sectors of industry,

The standardised units allow complete interchangeability of components between the 27 versions which are available in Australia. These offer load capacities of 500, 1000, 1500 and 2000 kg and a range of lifting speeds. All models can be equipped with either a suspension hook for hanging in fixed locations, or a manual or motorised trolley for overhead travelling. Motorised trolleys are supplied with either a single speed of 5, 10 or 20 m/min or a two-speed option of 20/5 or 10/2.5 m/min.

The compact gearbox incorporates precision cut, heat treated gears supported by ball bearings. A mechanical torque limiter is also fitted to provide protection against overload. High strength load chains are driven by a machined and heat treated five-cell sprocket supported in ball bearings. Suspension and load hooks meet DIN standards and are fitted with a safety catch. Hoist hooks are supported by thrust needle bearings.

Single or two-speed motors are integrated in the hoist casing. These are rated at powers from 0.11 to 1.85 kW, depending on the model selected. Lifting speeds are as high as 6.5 m/min using a single speed motor or up to 8 m/min when a 2-speed motor is employed.

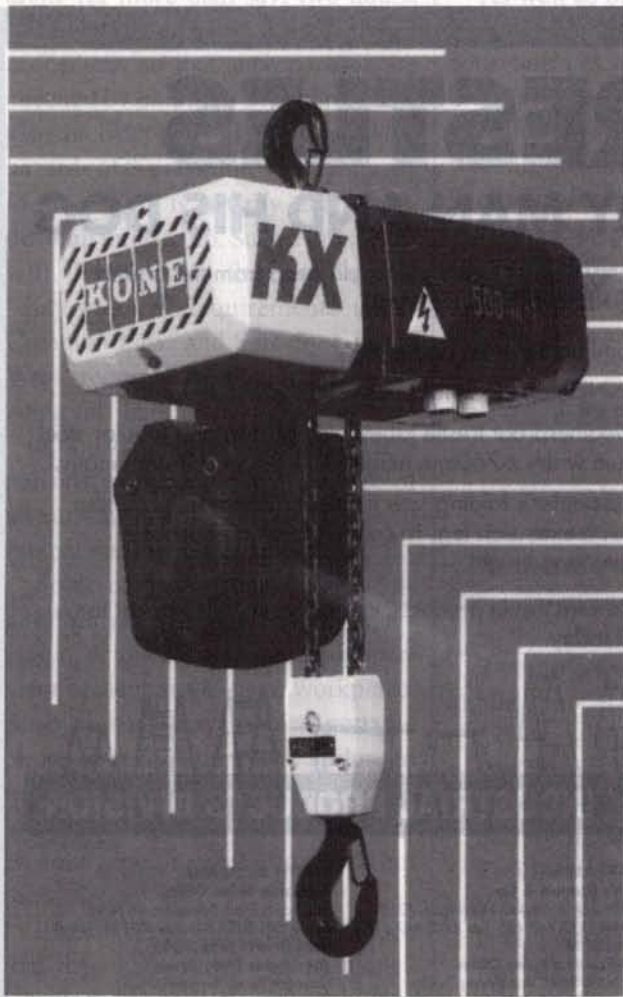
Standard voltages are 3-phase, 415 V, 50 Hz with other supply voltages available as options. The hoists are equipped with direct voltage or low voltage controls and are fitted with an enclosed push-button box for direct control of hoists and travel motor. Low voltage controls, using 48 V, are also available. This option enables the push-button control box to be connected to the hoist by means of a plug-in connector.

Hoists fitted with low voltage controls can also be fitted with an optional high and low limit switches.

The new hoists are covered by a 2-year manufacturer's guarantee. Before delivery, all units are thoroughly inspected to the appropriate standards and, on acceptance, issued with certificates of compliance.

Further information is available from:

Garry Pope,  
Kone Lloyds,  
7 Wenban Place,  
Wetherill Park, NSW 2164.  
Phone: (02) 604 9355, Fax: (02) 609 7741.



*KX Series Chain Hoist from Kone Lloyds*

# Cover Story: The New FB 60

If you think a petrol driven breaker has no place in any self respecting Hire business, the new generation FB60 will change your mind.

The FB60 was designed by Atlas Copco Sweden, and is distributed in Australia by Kango Construction tools.

The powerful petrol driven breaker will give any medium weight pneumatic a good run for its money.

FB60 offers two major advantages:

- Think small for portability and versatility of job applications
- Think big in terms of reliability and profits

Kango Construction Tools offers the FB60 as a powerful alternative to pneumatic and hydraulic equipment.

No compressors, no hydraulic power pack and no hoses to connect or disconnect.

FB60 comes to Australia with impeccable credentials. Thousands of these machines have already been sold international, with the FB60 already a proven performer for the Rental industry and other customers in New Zealand.

- It compactly fits in the boot of the average sedan.
- It's readily transportable to and from worksite.
- The FB60 cuts asphalt, breaks concrete and compacts. It digs anchor holes, drives spikes, posts and ground rods.

Ergonomically designed with dampened handles to limit vibration, the machine is robust in manufacture and



powered by a fan-cooled single cylinder two stroke engine. Driven by the engine is a separate hammer mechanism. This is simply operated by pressing the machine down, the advantage being that the FB60 can be run without actually working the machine. A special throttle control regulates the engine speed.

The independently-lubricated hammer mechanism ensures that the FB60 can be run on lean (2%) fuel. Remarkably, a litre of fuel yields one hour productive work.

A choice of specially designed tools supports the FB60 and changing them is quick and easy. Again portability is a key factor.

But seeing is believing, so give us a call. We'd like to break new ground with you.

## Technical Data

Engine	Single-cylinder, fan cooled, two-stroke
Cylinder volume	105 cc
Ignition	Breakerless, thyristorized
Fuel	90-100 octane (leaded or unleaded)
Fuel mixture	1:50 (2%)
Fuel consumption	< 1 l/h
Capacity	60 Nm at 1200 rpm
Impact rate	600-1200 rpm (10-20 Hz)
Lubrication	Hammer mechanism independent, engine two-stroke fuel
Length excl tool	790 mm
Weight	27 kg
Tool chuck: Standard	32 x 160 mm (1 1/4" x 6 1/4")
Noise Level	114 dB(A)/1 pW (84/537/EEC)

TOOLS	
	Moil point
	Narrow chisel
	Wide chisel
	Wedge
	Long chisel
	Asphalt cutter
	Reinforced asphalt cutter
	Spade
	Tamper: shaft pad

Distributed by Kango Construction Tools Australia



**Head Office:**  
3 Bessemer Street  
Blacktown Sydney  
NSW 2148 Australia

**Postal Address:**  
P.O. Box 6134 Delivery Centre  
Blacktown, Sydney  
NSW 2148

**Telephone:** (02) 831 1611

**Fax No.:** (02) 622 2129

# Some Reasons For Business Failures

Excluding a catastrophe or deep recession, the degree of success or failure of any business enterprise is directly related to the capability of the chief executive officer who is completely in charge and, therefore, accountable for results.

Because Bob Stempel, chairman and chief executive officer of General Motors, did not react soon enough to continual losses nor fire incompetent sub-ordinates who were not performing, the board of directors forced his resignation. While a dedicated, long-term employee, Stempel was not a crisis manager. He did not recognize a changing consumer environment, a continuing recession and a need for aggressive action to stop the cash drain of quarterly losses. His slow moving management team was too tradition bound and not reactive to a completely new environment.

Essentially the leadership role can best be expressed as the catalyst that makes things happen - hopefully in a positive direction. There must be a will to succeed, starting with a focused plan of action and, through leadership of self discipline, energetic drive and a determination to achieve the proper end result. It is not genius or special knowledge, but persistence in accepting the challenge to make progress while adjusting to change.

No viable organization should admonish leadership mistakes as long as attempted corrective action has been undertaken and lessons learned from wrong decisions. Without risks and mistakes, progress will never be made. However, a company that continues to stumble with fundamentals, the basis for survival, should recognize a change in leadership as mandatory.

What are the fundamentals which generally cause a business difficulties and lead to failure?

## Lack of attention to financial details

When the bankers request a personal meeting to review your financial statements, they are deeply concerned about the repayment of their loan.

Under these circumstances you have failed in your duty to be attentive to the most vital function of any business enterprise

Many small business owners are not aware of what the operating cost ratios should be for their industry. Consequently there is no method of comparison as to what expenses are out of line in their own operation

In addition, inventory is not really under control. For example, what equipment is renting and profitable, what

equipment is not renting and should be sold and what equipment should be upgraded because of high maintenance costs.

Surprisingly, accounts receivable seems to be ignored and rental rates perhaps reviewed only one time a year. These are certainly all signs of a non-progressive organization.

## Inefficient resource allocation

In our rapidly changing business environment a premium is put on leadership that is able to recognize and solve problems. Since the world is changing faster than human nature wishes to either recognize or accept, there is a delayed reaction in response or even a noncompliance until action is forced by a crisis situation.

Each business should establish a resource allocation priority - where should management spend its time to improve that segment of the business which will give the greatest return in profitability for its efforts? Is it employee involvement and training, antiquated equipment, customer service, pricing or marketing?

Unfortunately, many small business owners do not really know which function needs the most attention for improvement. And why? The reasons are lack of information about their own business or an attitude of complacency to let things stay as they are without the energetic drive for improvement.

## Lack of competent employees

People are the major asset of any organization yet they also are the major problem for every business. The most discussed subject - to which the least amount of time is spent - is about taking corrective measures to improve this most serious shortcoming of employee turnover and incompetence.

To improve the quality and culture of the organization, more effort must be spent selecting employees on the basis of intelligence, attitude, adaptability, teamwork, good communication skills and a drive to succeed.

Select people based on established qualities, then train, motivate and follow up with a program of monitoring and evaluating with a strict discipline to eliminate those not fulfilling the necessary requirements previously established.

**Ted de Vries**  
owns and operates Vallejo  
Rent-All in Vallejo, Calif.

**Essentially the leadership role can best be expressed as the catalyst that makes things happen - hopefully in a positive direction**

## Trilogy Launches Fax Server

**T**rilogy Business Systems used the recently held Hire Convention in Melbourne to launch a new UNIX based Fax Server which they have interfaced to their widely used TRACS software package.

The Fax Server is an extension of the DOS based fax card which has been in use on DOS systems for some time now. The Fax Server software is installed on the Fileserver and gives access to all terminals on the system. Trilogy has written an interface linking The Fax Server to TRACS through WordPerfect which allows customers to design their own formats when faxing quotes, invoices, etc. from TRACS.

The benefits to be gained from the Fax Server are many and varied, particularly where companies are heavily involved in "quoting" for jobs. A normal quotation is done through TRACS and this is then faxed direct to the customer from the terminal - no more waiting for the quotation to be printed and then queuing at the fax or waiting for the fax to re-dial. If the receiving fax is engaged the system will automatically re-dial until the fax is sent. Additionally, if you have a number of faxes to send, they may all be stored in a file and a "scheduler" will transmit them at a predeter-

mined time, eg. late at night to take advantage of cheaper rates on STD transmissions or simply to avoid the day time "rush" experienced during business hours.

The Fax Server generated a huge amount of interest at the Exhibition and is already being used by one TRACS customer in Australia. Trilogy's Development staff are currently working with a number of other TRACS customers in fine tuning the software in order to satisfy the various requirements of the Hire industry.

The Fax Server is just one of many innovations Trilogy is currently investigating now that they have "ported" their highly successful TRACS software package from proprietary hardware to the more conventional "IBM compatible" systems. Things such as EFTPOS and customer or trade 'card readers", which would assist enormously in the day to day running of business are also in the pipeline.

Any interested parties should contact the TRACS Product Manager, Bruce Davies on (02) 330-0403 or their local Trilogy branch office (see advertisement on inside front cover) for further information or a product demonstration.

## Container A Winner On Olympic Site

Joanne Green Landscape Design had no worries with security while working on a new athletics arena for the Sydney's 2000 Olympics.

The company, which has won eight major landscaping awards in seven years, stone pitched the exterior of the arena with 35,000 pieces of basalt, and also had laid 2,200 sq m of concrete pathways and keystone terracing.

At the end of each day, all tools and valuable equipment were locked away in a storage container supplied by Container Rentals, a division of hire company, Prestige Portables.

Joanne said: "It's vital on a busy site like this, where you work over a wide area, to have secure storage. If you don't, tools and materials may be left lying around and get lost or get damaged."

Now that Sydney has won the Olympics, this arena will be used as a warm-up facility, and a new stadium will be built alongside it on the Homebush Bay site.

Container Rentals, in Sydney, Newcastle and Queensland, has more than 1,000 customised containers, for sale or hire. The company says they are maintained in excellent condition and can be used for a wide range of storage needs.

The containers are available in lengths of 3m, 6m and

12m, with the standard unit providing 31 metres of storage.

Container Rentals can provide extra security with a specially designed cover plate for the padlock.

Container Rentals

15 Rowood Road,

Prospect, 2149.

Ph: (02) 688 2688, or,

STD free 008 26 7979.



*Joanne Green with the storage container from Container Rentals on the Sydney Olympics site.*



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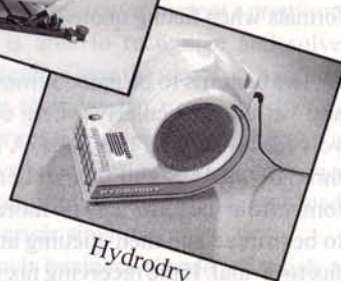


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- **Carpet extractors**
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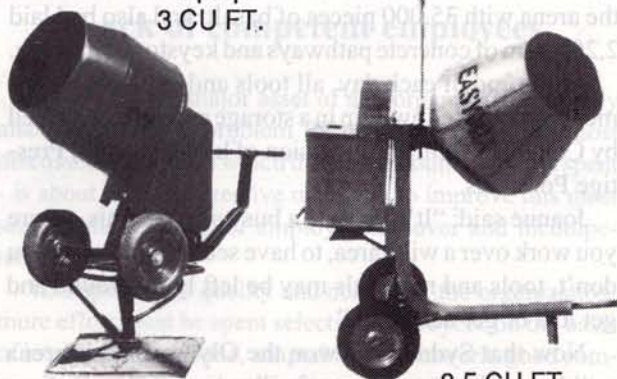
# EASYMIX

Compactor



Power Trowelling Machine

Tip up  
3 CU FT.



3.5 CU FT.  
2.2 CU FT.



Handyman  
2.2 CU FT.

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

VIC: (03) 439 2055 / 775 0000

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NT: (089) 470 571

ACT: (062) 97 4924

QLD: (07) 354 3033

SA: (08) 396 2444

## Pollution Extractors

Ozone is one of Australia's leading manufacturers of pollution control products. Control of hazardous substances is now an Occupational Health and Safety requirement. All Ozone products have been designed specifically to suit the various standards and legislation which now address pollution control in the workplace.

Key products in the Ozone range are the new Ozone Pollution Extractors. These unique products are "new generation designs" which raise the standard for controlling pollution. Applications include welding fumes, confined space ventilation, vehicle exhaust fumes, and many others.

The Pollution Extractors come in 3 models, from 0.3kW to 2.2kW. Compact and weighing as low as 18 kg, all models include safety guards and spigots to suit a wide range of flexible hose. (Flexible hose is available from Ozone). These high performance extractors will achieve flow rates of 200 litres per second with an incredible 250 meters of 200mm diameter flexible hose. They are available in a variety of portable configurations by fitting flexible hose to the extractor inlet or outlet:

- For removal of pollutants from the air.
- For supplying fresh air to confined spaces.

When portable the product comes with a handle and wheels. They can also be mounted to the floor or ceiling for fixed applications such as extraction through flexible arms. No extra mounting brackets are required as the one product can be used for portable or fixed applications.

The products are field proven in factory, process, mining and building industries throughout Australia. They are user friendly and extremely versatile. Like all Ozone products the range is designed and made in Australia and distributed Australia wide.

Contact Ozone Manufacturing on 02-748 7748.



## Oleo-Mac Products Now Distributed By Parklands Trading

Mr. Neville Zacka, managing director of Parklands Trading Co. Pty Ltd, announced the recent appointment of the company as sole distributor for Australia for the Oleo-Mac range of power equipment. Oleo-Mac products have been available in Australia for over 15 years and are well known and respected for their range of chainsaws.

Previous to the appointment of Parklands Trading, local distribution was limited to farmers, hire companies and professional users only. "We intend to market the products through a wider breadth of industries, including the consumer market," said Zacka.

Oleo-Mac is based in Italy and is the most complete manufacturer of chainsaws in the world. Work done in their very modern factory, which was commissioned in 1990, includes the production of chainsaw electrics, cylinders, pistons, crankshafts and so on. In fact, Oleo-Mac also make components for other major chainsaw manufacturers.

Parklands Trading will be distributing the full range of saws, from the mini professional to the very large loggers

and will include the electric models, as well. There will be nine petrol driven models and two electrics. Parklands Trading will also be expanding the range available locally to include eight brushcutter models, three water pump models, three cut quick saws and three earth augers.

"We will be providing full spares and service backup and look forward to the greater market coverage that the new Oleo-Mac range will give us," added Zacka. Parklands Trading are exclusive distributors of the Tanaka range of two-stroke equipment, a distributorship that they have held for 25 year. The company was also appointed in 1992, as sole distributors for the Murray range of ride-on and walkbehind mowers.

For more information, please contact:

Mr. Ron Zacka  
Parklands Trading Co. Pty. Ltd.  
71 Chapel Street  
Lakemba N.S.W. 2195  
Phone: (02) 758 2111 Fax: (02) 759 7844

# HIRE 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 members should use these rates for setting their hire rates. This list is to be used as a recommendation only. Members are advised to set their own rates according to their own business environment.

### ITEM NAMES AND GROUPING

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

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

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

### ETHICS

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

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

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

Description	Size	Daily	Weekly
<b>AUTOMOTIVE TOOLS</b>			
BALL JOINT REMOVER		17.00	35.00
BATTERY CHARGER		32.00	65.00
BEARING SEPARATOR		17.00	35.00
CAR POLISHER		25.00	75.00
CAR RAMP (PAIR)		17.00	35.00
CAR STAND (PAIR)		17.00	35.00
CLUTCH ALIGNING TOOL		17.00	35.00
COIL SPRING COMPRESSOR		17.00	35.00
CYLINDER HONE		26.00	50.00
ENGINE HOIST		43.00	130.00
FLOOR JACK	2.25 T	28.00	85.00
JACK - TRANSMISSION		32.00	110.00
PORTA POWER - KIT		47.00	125.00
PULLER - GENERAL		17.00	35.00
PULLER - SLIDE HAMMER		26.00	50.00
RIDGE REMOVER		17.00	35.00
RING COMPRESSOR		17.00	35.00
TENSION WRENCH	120 lb	17.00	35.00
VALVE LIFTER		17.00	35.00
<b>BARRICADES, PLATES &amp; SHORING</b>			
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
<b>BRICK &amp; PAVING</b>			
BLOCK SAW & DIA. BLADE		172.00	775.00
BLOCK SPLITTER		37.00	110.00
BRICK CLEANERS		80.00	360.00
BRICK SAW & DIA. BLADE		128.00	58.00
CUT QUICK & DIA. BLADE	12 ln	127.00	470.00
CUT QUICK & DIA. BLADE	14 ln	145.00	595.00

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

## CLEANING, SWEEPING & WASHING

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

## COMPACTION

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

## CONCRETE EQUIPMENT

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

## COOLING & HEATING

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

## ELECTRIC TOOLS & EQUIPMENT

### DRILLS

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

Description	Size	Daily	Weekly
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### GRINDERS

ANGLE GRINDER	120 mm	26.00	80.00
ANGLE GRINDER	230 mm	26.00	80.00
ANGLE GRINDER	300 mm	45.00	180.00

### HAMMERS

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

### OTHER

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

### SANDERS

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

### SAWS

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

### ELEVATING WORK PLATFORMS

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

### ENTERTAINING & PARTY

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

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

### EXCAVATING, LOADING & TRENCHING

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

### FASTENING EQUIPMENT

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

### FLOOR & CARPET CARE

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

### GENERATORS

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

### HOISTS, ELEVATORS & CONVEYORS

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

### LADDERS, TRESTLES & PLANKS

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

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

### LANDSCAPING & GARDEN

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

### LIFTING & JACKING

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

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

### LIGHTING

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

### MATERIALS HANDLING

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

### MOVING AIDS

will be when

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

### PAINTING & DECORATING

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

### PLUMBING

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

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

### SCAFFOLDING, PROPS

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

### TARPAULINS

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

### TRAILERS

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

### WELDING

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

## TRUCK RENTAL RATES

	Daily	Weekly	Exs. Kms
<b>VANS</b>			
1Tonne Hiace	88	528	.25c
2 Tonne Van	122	732	.27c
3 Tonne Van	132	670	.27c
4 Tonne Van	142	852	.30c
6 Tonne Van	160	960	.31c
Tailgate Lifter	20	120	—
<b>TABLE TOPS</b>			
Utility	70	420	.23c
1.5 Tonne	88	530	.25c
2 3/4 Tonne 4.2m (14')	112	670	.27c
4 Tonne	125	750	.30c

Daily Weekly Exs. Kms

**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:	
<b>QTY</b>	<b>ITEM SUPPLIED</b>	<b>AMOUNT</b>
	Occupational Health and Safety Manual/s	
	@ \$90 each	
	Cheque enclosed for:	
CHEQUES SHOULD BE MADE PAYABLE TO: HIRE & RENTAL ASSOCIATION		

## Hire Companies Welcome Olympics

The hire industry is one of many which hopes to contribute to the Sydney 2000 Olympics - and share some of the benefits.

"Analysts speak of corporate giants such as BHP and News Corp as Olympic winners said the managing director of Prestige Portables, Gordon Esden.

"However, there are also many small to medium companies like us who are ready to work hard to make the Olympics a success, while, hopefully, gaining some benefit.

"In our case, we expect increased demand for our Rent-A-Loos, storage containers and construction site buildings while the new facilities are being built.

"But, the busiest period will be when the Games take place and during the training period immediately beforehand.

### APPLICATIONS

"Several events, including the marathon, rowing and cycling road races, will be held away from Homebush Bay, so portable toilets and buildings will probably be needed at those venues.

"We look forward to working with the organisers and giving them the benefit of our experience."

Mr Esden said his company had catered for the Bicentenary celebrations, Festival of Sydney concerts, Eastern Creek motor cycle Grand Prix, Concert for Life, Gold Coast Indy Grand Prix and the celebrations on the night Sydney was awarded the Games.

"But, the Olympics will be something else, altogether," he said.

"Organisers will probably need every portable toilet they can lay their hands on.

"While it's seven years away, we are already giving thought to how we can contribute to making the occasion a success."

Andrew Kennard, managing director of Kennards Hire, said the new construction work would undoubtedly provide opportunities for hire companies.

"However, the work will probably be carried out over a fairly long period, so I don't think it will have a huge impact.

"I believe the biggest boost to business will come from a general lift in confidence in the economy following the Olympics win.

"Hopefully, we will see many other building projects going ahead."

Mr Kennard said Kennards Hire had been proud to donate several light towers and forklifts for use at Circular Quay on the night of the Olympic announcement.

Further information:

Gordon Esden,  
Prestige Portables.  
Ph: (02) 688 3055.





# 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.

**THEY ALWAYS ASK FOR THE ELECTRIC EEL**

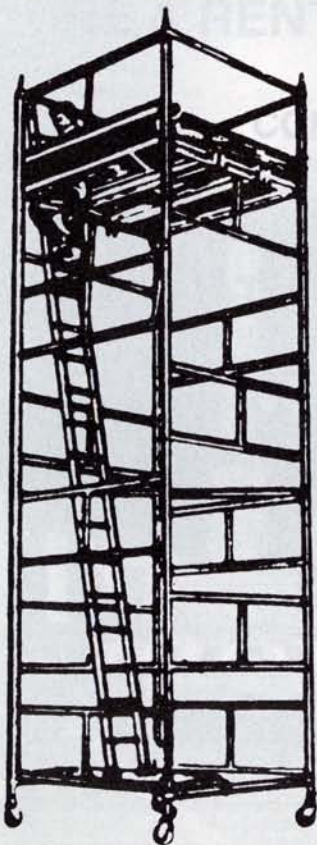
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**008-028 584**

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DISTRIBUTORS THROUGHOUT AUSTRALIA



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Designed for the Hire & Rental Industry

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

Fully D.L.I. approved and guaranteed.

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**008 331 478**

# 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

**APPLICATIONS**

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

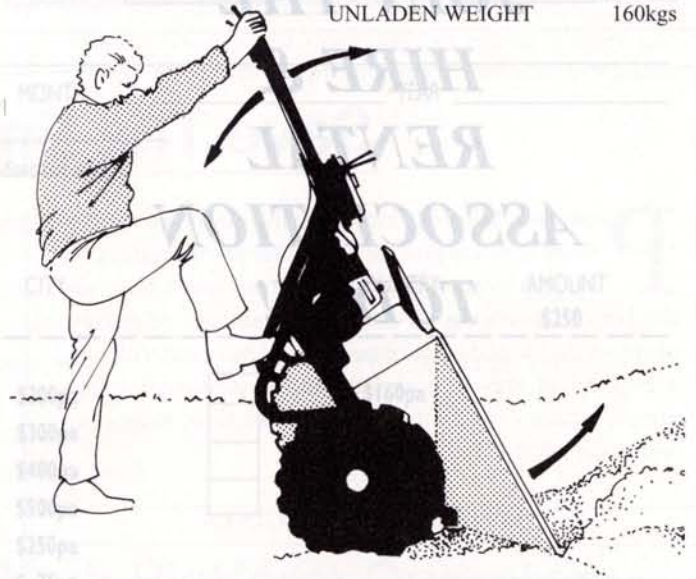
Whenever the job calls for materials handling, hauling, dumping, spreading with minimum operator fatigue

**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
- **AUSTRALIAN MADE**

**DIMENSIONS:**

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





**HENTY MACHINERY FIELD DAYS  
HIGHLY COMMENDED  
MACHINE OF THE YEAR 1993**

**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  
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***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)

- |  |   |
|--|---|
| <input type="checkbox"/> CONSTRUCTION & INDUSTRIAL - LIGHT TO MEDIUM | <input type="checkbox"/> ELEVATING WORK PLATFORMS   |
| <input type="checkbox"/> CONSTRUCTION & INDUSTRIAL - MEDIUM TO LARGE | <input type="checkbox"/> PORTABLE BUILDINGS         |
| <input type="checkbox"/> HOME OWNER/D-I-Y                            | <input type="checkbox"/> PORTABLE SANITATION        |
| <input type="checkbox"/> PARTY/EVENT/ENTERTAINING                    | <input type="checkbox"/> SELF DRIVE (CARS & TRUCKS) |
| <input type="checkbox"/> HOME HEALTH CARE                            | <input type="checkbox"/> OTHER _____                |

INDICATE SUB GROUPS YOU WISH TO BELONG TO:

CONSTRUCTION	PARTY	PORTABLE BUILDINGS	PORTABLE SANITATION	ELEVATING WORK PLATFORMS
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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
<b>ENTRANCE FEE (ONCE ONLY)</b>	<input type="checkbox"/>		<b>\$250</b>
<b>FULL MEMBER:</b>			
*Annual Turnover up to \$500,000	<input type="checkbox"/>	<input type="checkbox"/>	\$200pa / \$160pa
*Annual Turnover \$500,001 - \$1.5M	<input type="checkbox"/>	<input type="checkbox"/>	\$300pa / \$240pa
*Annual Turnover \$1.5M - \$5M	<input type="checkbox"/>	<input type="checkbox"/>	\$400pa / \$320pa
*Annual Turnover over \$5M	<input type="checkbox"/>	<input type="checkbox"/>	\$500pa / \$400pa
*ASSOCIATE MEMBERS:	<input type="checkbox"/>		\$250pa
*INTERSTATE MEMBERS:	<input type="checkbox"/>		\$ 75pa
*INTERNATIONAL MEMBERS:	<input type="checkbox"/>		\$125pa
*COMPANY BRANCHES: (Optional)	<input type="checkbox"/>		\$ 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 \_\_\_\_\_



Airless Slow Stoking Pumps With Positive Drive for the Ultimate in Efficiency, Performance and Long Life.

**Slow Stoking  
Is Better**

**SL Series Electric**

Airlessco 3600SL 0.6 gpm  
Airlessco 4100SL 0.8 gpm  
Airlessco 5100SL 1.0 gpm

**SL Series Gas**

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**DO IT BETTER**

**Cormack - AIRLESSCO - THE NEW STANDARD IN AIRLESS TECHNOLOGY**



**Save The Small Engine**

**P**retty well all of the labour saving machines we use these days are powered by either petrol engines or electric motors, with an occasional small diesel on the heavier machines. A tremendous amount of money spent on engine and motor repairs could be saved with just a little bit of preventative care. Listed below are a few simple "checks" that will save you down time, inconvenience and MONEY.

**SMALL PETROL ENGINES**

**USE CLEAN FUEL:** Use clean fuel - get into the habit of filling the tank using a "strainer" funnel. Dirty fuel always has and always will be a problem.

**USE FRESH FUEL:** Leadfree petrol (unlike leaded petrol) has a short storage life and begins to deteriorate after only 30 days. Stale fuel will make starting difficult (very stale petrol has a different smell to fresh petrol).

**OIL:** Check oil daily, top up if low, change if dirty. The average 5 HP air cooled petrol engine takes less than a litre of oil, so it is cheap insurance. Use SAE 30 oil. Most agree it is better than multigrade in air cooled engines.

**QUICKTIP:** For a quick oil change on portable engines such as Flextool power units, hire companies and fleet

owners lay the engine on its side and drain the oil out through the big filler hole instead of looking for a spanner to fit the little drain plug that may be hard to get at.

**I FILTER:** Check to see that its fits properly and is clean, or at least not blocked with dirt. A dirty air filter will make engine run rich and be hard to start.

We often get engines in for repair with the filter completely missing ("she stuffed mate - got no power"!)). Without a filter dust goes straight through the engine cutting out the bore and valves.

**IGNITION SYSTEM:** Years ago ignition systems gave a fair amount of trouble but modern engines have excellent ignitions that give remarkably little trouble.

**SUMMARY:**

- AIR FILTERS SAVE THE ENGINE TOP END
- OIL CHANGES SAVE THE ENGINE BOTTOM END
- FILTERED FUEL SAVES YOU TEARING YOUR HAIR OUT BECAUSE DIRTY FUEL CAUSES MOST CARBY PROBLEMS

*Compiled by Bob Snowdon  
Flextool (Aust.) Queensland Branch*

# Total Quality Management/Quality Assurance

**G**uest speakers were invited to the August and October committee meetings of the HRA - NSW Region to give presentations on Quality Management and Quality Assurance.

We have been fortunate to hear from individuals within the hire industry and the association presenting their knowledge of the subject as well as those from companies who promote and sell training programmes for QA etc.

QA is becoming more and more prominent in Australian business and within the hire industry. QA is a topic all those running a successful business should be familiar with. It has been stated "Quality Assurance is *NOT* going away"!

## ANNUAL GENERAL MEETING 1994

The AGM & Principal's Seminar 1994 will be held at the Parkroyal Parramatta. Consideration was given to several other venues in the area, however the Parkroyal proved to be the better quality/value for money and has therefore been booked - **Please mark the date in your diary now** -

## NEW MEMBERS

We welcome to the association the following **full members**:

Mr. John Hartley  
Partytime Hire Pty Ltd  
Unil 4/331 High Street  
Chatswood NSW 2067  
Tel: (02) 417 7477  
Fax: (02) 417 5611

Mr. Con Kane  
Kanes Hire Pty.Ltd.  
19 Sirrus Rd.  
Lane Cove 2066  
Tel:(02)418 6899  
Fax:(02)418 6690

Mr. Mike Beale  
M & M Beale Pty Ltd  
16 Clarke Street  
Narrabri NSW 2390  
Tel: (067) 92 1344  
Fax°(067)92 1344

## Tuesday 22nd February, 1994.

It has been suggested that industry-based speakers would be preferred for the seminar. Do you have any ideas, or know an interesting and entertaining quality speaker in the hire industry who may be interested in giving us the benefit of his or her knowledge? Please let me know if you do, I would be very happy to hear from you!

## SYDNEY REGION PARTY HIRE GET TOGETHERS

Two Party Hire Get Togethers have been held in the last quarter. Our Treasurer, Mrs. Elaine Smith, hosted the first "Party Hire Get Together" at Hills Party Hire, Toongabbie which set the tune for ongoing meetings in an informal friendly atmosphere.

Last Tuesday another "Get Together" was arranged and hosted by our most recent new member Mr. John Hartley from Partytime Hire at Chatswood. Approximately 25 attended and enjoyed a good time of getting to know one another and discussing the nitty gritty nuts and bolts issues

## Training for Elevated Work Platform Operators

**T**he 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 ongoing 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

## Pollution trapper will help save our harbours and rivers

**A** pollution control machine that will prevent millions of litres of contaminated water and poisonous liquids pouring into our harbours and rivers is now available in Australia.

Its makers say it is a foolproof way to trap 100 per cent of run-off from operations such as industrial liquid chemical spills.

It will also contain water from loading dock and driveway hose-downs, building site Glean-ups, and truck and car washing.

Called Portaboom it is an American invention which has just been released all over Australia.

According to Mr John Brookfield, chief executive of Viking Industries Limited - the Australian public company behind Powerclean which distributes Portaboom - it is so efficient and simple to use that it will have a dramatic effect on cleaning up Australia's urban run-off.

It consists of a flexible semi-circular suction tube - the boom - which is attached to a powerfill vacuum unit.

The boom is laid on the ground and acts as a dam to trap the run-off from hard surface washing and hosing operations and sucks it away to a holding tank or to a waste water treatment plant.

Mr Brookfield said: "Portaboom operates as well on rough surfaces as it does on smooth concrete. The boom comes in sections measuring 1.5 metres, so it can be lengthened or shortened according to the job.

"It will bring about a dramatic reduction in the amount of contaminated run-off in many suburbs. For example, it is

already illegal to let truck and car-washing suds into the storm drains, but until now there has been no alternative method of disposal and councils have not acted to enforce the law.

"Most people don't know that although detergent suds are bad for the Harbour they are actual~ quite good for their garden because of their phosphate content.

"In that case Portaboom would simply pump the soapy water off the floor surface directly onto your lawn or garden bed.

"We have already given pre-launch demonstrations of the equipment to the water Board and to Liverpool City Council.

"It will eventually be presented to almost every council in Australia."

Mr Brookfield said commercial situations where Portaboom would make a big difference in reducing polluted run-off included:

- Mobile washing operations for trucks and cars. It would capture both the cleaning detergent and the dirt residue such as from cement trucks.
- Drive-in and car-park cleaning operations.
- Service station forecourt cleansing where oil-spillage becomes mixed with water from high-pressure hoses.
- Indoor and outdoor spill containment.
- Hard-stand boat cleaning where water becomes contaminated by hull and superstructure cleaning.
- Automotive detailing. Portaboom directs washdown

to approved discharge points.

- Building washing where run-off from outside walls and roofs is captured for ethical disposal.

- Loading docks and waste bins - wash-down of contaminated loading landing and bin areas.

- Floodwater - residential and commercial clean-up.

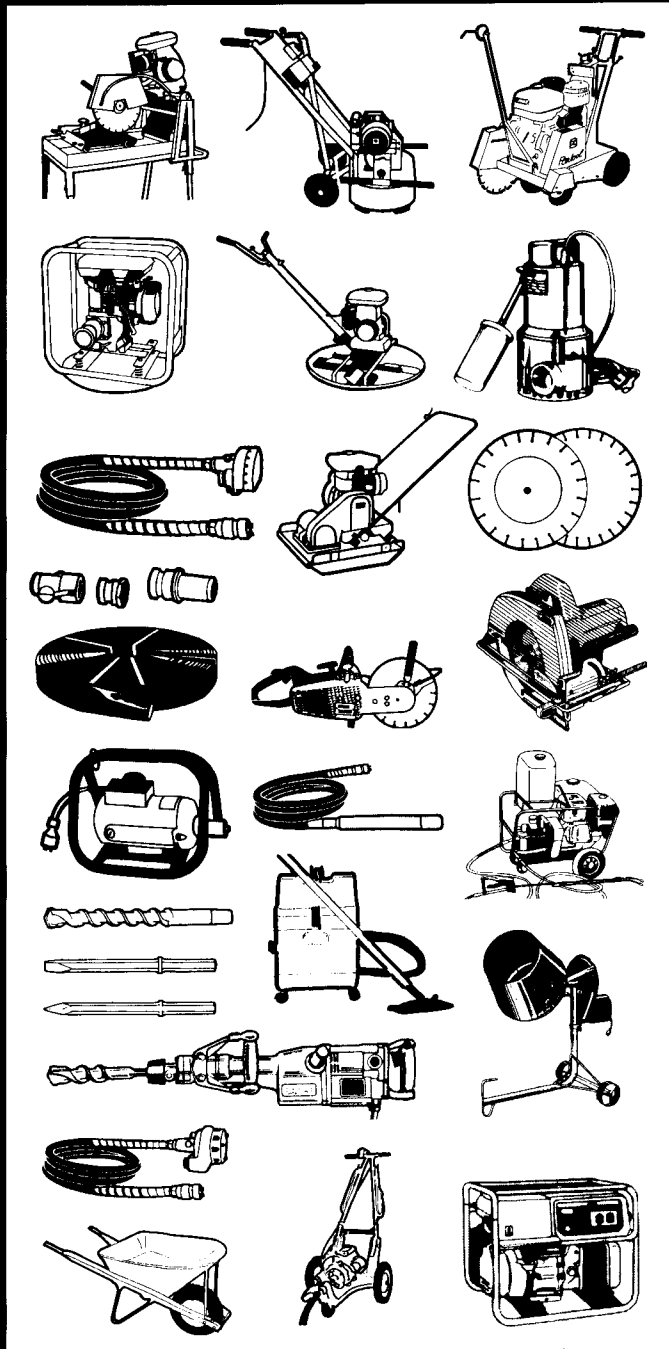
For further information, please telephone:

Mr John Brookfield  
[Viking]: (02) 602 3666

Ms Di Palmer  
[Bayvels]: (02) 955 6822



# For all your hire equipment needs.



Adelaide 298 1388 Brisbane 252 2306 Melbourne 419 6300 Sydney 818 5722 Perth 451 2077  
 Free country calls outside above areas 1 800 801 108

## Electricity can KILL

There have been four deaths in NSW caused by electrical accidents since last December. The most recent death of an electrician on a film set is reported in this issue's Safety Alerts. WorkCover engineers warn that electric shocks can kill, no matter what voltage you are working with. The following advice to electrical tradespersons might save a life.

### DO work smart

Make sure you understand the theory behind electricity and electric currents. If you don't, use a qualified person for the job - electricity can be deadly.

### DO disconnect the supply

Always lock off switches, remove fuses, or use another correct isolation procedure before starting work on electrical supplies or equipment.

### DO test the circuit

Use a reliable testing method. However, beware of neon testers in screwdrivers, because a broken neon in the tester would fool you into thinking the circuit was dead. Freak accidents have also occurred when a correctly operating tester indicated that a circuit was dead, but it was really live. Even after testing a circuit, it is safest to assume that the circuit might become live - so isolate the circuit before working on it.

### DO check your ladder

Wooden ladders have been recommended as being safer for electricians than aluminium ladders. However, beware of the strengthening wire inserted in a groove in each step of a wooden ladder, because this can make the ladder conductive. Check the markings on the side of the ladder, or check with the manufacturer or supplier. It is safest to assume the ladder can be a conductor unless you can confirm otherwise. Don't use a conductive ladder for electrical work even if it costs only half the price.

### Do NOT work live

Very few situations demand that anyone work on live electrical equipment. One example would be restoring electricity supply to a hospital during an emergency. However, this would demand specially trained line workers wearing protective clothing, and using specially designed equipment to protect them from live conductors. Don't be tempted to work live.

### DO leave things safe

Leave your electrical work in a safe condition. This protects everyone working at the site later, and you also have a legal obligation to do this under the *Occupational Health & Safety Act*. Make sure that all dangerous aspects of any job have been made safe, such as making all terminals permanent, leaving no exposed mains and so on. For more on electrical safety, see 'Improving electrical safety' in *WorkCover News* number 14, December 1992. *Code Of Practice for Electrical Practices for Construction Work* is available free through the WorkCover Publications Line on (02) 370-5303.

From: *WorkCover News* September-November 1993



## New Generator Set

**A**ETCO, the manufacturer of Power King generators, has announced the release of a new generator rated at 2.2 kva.

The new set features one of today's most advanced engines, the new Kohler Command 6, which is direct coupled to a Eurogen 2.2 kva alternator.

The new engine which is an overhead design provides extremely smooth and fuel efficient performance, and with its greater efficiency requires little or no maintenance apart from oil changes every 100 hours. In fact the engine is also fitted with an Oil Sentry system which incorporates a warning light with engine shutdown in order to protect the engine against engine failure due to low oil level.

The engine and alternator are flexibly mounted inside a roll frame, which provides ease of manoeuvrability and protection. The set is fitted with standard general purpose outlets, however a number of options are also available to suit customer's requirements.

The heavy duty unit is finding ready acceptance for

use in caravan parks, rural areas, the home handyman, as well as the house builder alike.

The unit is backed Australia-wide by AETCO branches in capital cities and a nationwide network of Dealers.

Further details available from John Whiteley at Australian Engine & Transmission Company, 2 South St, Rydalmere, NSW 2116, Telephone (02) 684 4666



## Bricks No Obstacle For Trencher

**B**ricks, chunks of concrete and pieces of steel were no obstacle for a Ditch Witch 1010 trencher during the laying of a new fibre optic line at Sydney's Prince of Wales Hospital.

Data cable specialists, Comtex Services, rented the trencher from Kennards Hire for the job which involved connecting the Drug and Alcohol Rehabilitation Centre, located in a separate building, to the main computer system.

A trench was required across a nicely grassed area adjoining the nurses' quarters and swimming pool.

While it looked a simple job, the ground contained a mass of rubble left behind when the nurses' quarters were built.

However, with the help of the trencher, the contractor finished the job ahead of schedule, in just over four hours.



*Tom Hawkins of Comtex Services uses the Kennards trenches at the Prince of Wales Hospital*

"It could have taken a week if we dug it by hand," said Comtex Services operator, Tom Hawkins.

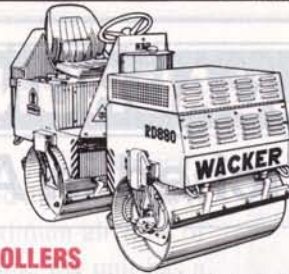
"The trencher was very good - bricks and other rubble were spewing out everywhere, but the machine just kept on going."

Kennards says the Ditch Witch 1010 is much more powerful, reliable and easy to use than trenchers which used to be found in many hire yards.

The hydraulic-drive makes a great deal of difference, and the machine is particularly good when the ground is hard and the going gets tough, the company says.

It can cut neat trenches up to 100mm (4in) wide and 600mm (24in) deep. In ideal conditions, it can cover a distance of 1.2 metres per minute.

# 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

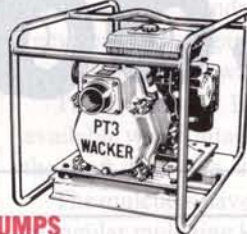


Petrol and electric drive units with 3m / 6m / 9m long flexible shaft. Vibrating heads from 25mm to 57mm dia. for vibrating and consolidating concrete.



## PETROL BREAKING HAMMERS

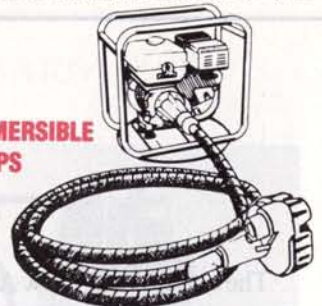
A 27kg hammer to cope with the toughest jobs. Engine performance of 2.3 kW. Percussion rate of 1270 per min. and breaking depth of 230mm in concrete. Full range of tools available ex-stock.



## 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.

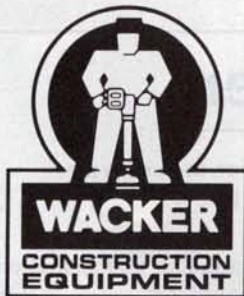
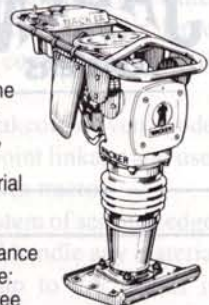


## CUTTING SAWS

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*

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

**TASMANIA.** Phone / Fax: (002) 65 9528

# LOADRUNNER

## 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 materials handling, carrying up to 500 kgs of sand or cement and up to 120 pavers/bricks.

The narrow dimensions and the slope and climbing ability of **LOADRUNNER** enables the machine to access difficult sites where even the smallest end loader cannot be used.

Applications for **LOADRUNNER** include building and construction, landscaping, pools and gardens, and anywhere the job calls for materials handling, hauling, dumping and spreading.

For demonstration of this incredible new front-end loader, call the agents on 018-233-220.

\* **LOADRUNNER** has been awarded a machine of the year award for 1993 against strong opposition at this year's Henty Field Day.

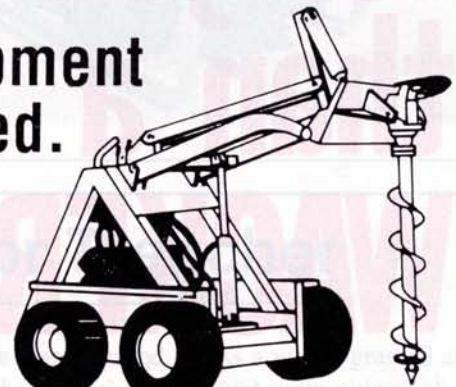
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★ Bucket



★ Post Borer



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## "What Is A Customer"

It is a person who brings us his wants:  
**It is our job to fill those wants**

He does us a favour when he calls:  
**We are not doing him a favour by serving him**

He is dependent on us:  
**We are dependant on him**

He is part of our business:  
**Not an outsider**

He is like the mainspring of a watch:  
**He keeps us going**

He is not an interruption to our business:  
**He is the purpose of it**

He is not someone to argue or match wits with:  
**He is deserving of the most courteous and attentive treatment we can give him**

He is not a cold statistic:  
**He is a flesh-and-blood human being feelings and emotions like our own**

He is the most important person in the rental business:  
**THAT'S WHAT A CUSTOMER IS**

## Versatile Vacuum

**P**acific 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 510m<sup>3</sup> 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 manoeuvre 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



*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*

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.



# ANNUAL CONVENTION

The 16th Annual Convention was successfully held in Dunedin mid August with 125 persons in attendance. Generally good weather prevailed to ensure the Delegates enjoyed the southern hospitality provided.

On Tuesday evening President Paul Booth hosted a Cocktail party for past Presidents, Overseas Guests and Directors. This was followed by the Welcoming Cocktail Party for all Guests prior to transferring to the Forbury Park Raceway for the opening Dinner. The after dinner speaker was Mr. John Kennedy, a freelance journalist and previous editor of the Tablet magazine. Music for dancing did not encourage many on to the floor at the end of the evening with most Delegates just enjoying the opportunity of renewing acquaintances or meeting new members.

The Wednesday Business session began with an extensive session on Quality Assurance, led by Lloyd Olivecrona of SGS N.Z. Ltd. which provided much food for thought for those attending. We are grateful to Ansett Airlines for providing a complimentary air ticket for this speaker to come from Auckland. This session was followed by Stephen Higgs from Price, Waterhouse speaking on recent legislation, in particular, Depreciation and the Entertainment Tax.

Prior to departing the hotel for lunch at Forbury Park Raceway, Warren Egen brought members up to date on the proposed Code of Practice for Marquees.

Following lunch which was served in one of the two Trade Exhibition display areas, members spent the remainder of the afternoon viewing the Trade Exhibition.

Late afternoon saw Delegates transferring to the Dunedin Railway Station and boarding the Taieri Gorge Train. Then followed a 5 hour memorable journey into the backblocks of Central Otago with several stops enroute to view the spectacular scenery including a sprinkling of snow. We were well supplied with nibbles and refreshments on the outward journey and during the return trip were served with a meal. Accompanying all this was the serenading by a violinist which later turned into a general sing along. John Mikkleson was his usual self and at one time it was thought he had been left behind during one of the stops but no - he was merely entertaining passengers in the carriages at the other end of the train.

Thursday morning business began with an enlightening address from Mr. Craig Wallace, Chief Executive, Ansett New Zealand who gave a detailed run down on the philosophy of the airline from its inauguration. ( for any member who was present we have copies of the overheads Mr.

Wallace used - these are available upon request). This session was followed by the Annual General Meeting where points to arise were: \* a remit to seek permission to hire the full 24 hours of Anzac Day was defeated: \* a report along with several recommendations were tabled from the group which visited Christchurch earlier in the week. \* the setting of the Conference venue 2 years in advance was proposed:

Lunch was again served at Forbury Park, this time in the second Trade Display area. A brief later afternoon rest ( for some) preceded the journey to Larnach Castle. A tour through the castle, pre dinner drinks and the last minute selling of raffle tickets led into the party being piped into the Great Hall where to roaring fires greeted us. Prior to the main meal we were witness to the Haggis Ceremony - but with a difference. This was an attempt by a local Butchery to produce the world's largest haggis. At 48.5 kg this gained the new world record. After due ceremony, with the whole of New Zealand watching through the

Holmes " programme, and assisted by a dram of whisky most Delegates tried the ingredients - which proved surprisingly tasty. The presentation of the Awards and Life Membership was followed by the drawing of the raffle and various exhibitors raffle' draws and then we enjoyed the sound of a Bush ' Band. Those more mature in years ventured home around 11.00p.m. with the last bus load apparently returning well into the small hours.

On both afternoons Ladies were provided with a selection of different arts and crafts to view or purchase.

We cannot conclude a report on the Convention without recording deep appreciation to Lynn and Warren Egen, who along with their staff and support from Hirequip Ltd. were responsible for all local arrangements.

## SPONSORSHIP

For the benefit of all Members we record our appreciation to the following Companies which provided sponsorship support for the Convention.

**MASPORT LTD.**

**TITAN PLANT SERVICES LTD.**

**YOUNGMAN RICHARDSON & CO.**

**C.B. NORWOOD LTD.**

**CABLE PRICE EQUIPMENT**

**JOHNSON & COUZINS LTD**

**CHAINSAW IMPORTS LTD**

**KARCHER PTY LTD**

**TRENCH IT INDUSTRIES LTD**

**TRADE EXHIBITION**

30 Exhibitors took advantage of the opportunity to display at Convention and most no doubt appreciated the warm inside facilities ( compared to the previous year). To encourage Delegates to place orders at Convention a ticket system was used and for every \$500 worth of orders placed a voucher was entered into a draw for a Scottish surprise. The number of vouchers required was greatly underestimated requiring a last minute change of distribution. Nevertheless all eligible were entered into the draw which was made at the Awards Evening at Larnach Castle with the winner being McEntee Hire Ltd. Although the purpose of the project was to encourage orders, based on the number of vouchers prepared it was estimated that orders totalling close to M\$1 were placed at the Convention which must be gratifying to the suppliers who made the trip south.

**DIRECTORS 1993/4**

We are pleased to advise that your Board for the forthcoming year consists of:

- President and Zone 2 Director** Mr. Paul Booth
- Zone 1 Director** Mr. Warren Egen
- Zone 3 Director** Mr. Richard Grainer
- Director at Large** Mrs. Anne Lane

Anne was the successful Director elected in a three way contest for a one year

It is appropriate that we record our appreciation to retiring Directors Glen Craven and Hamish Bates.

**LIFE MEMBERSHIP**

The Annual General Meeting was pleased to confer Life Membership of the Association on Frank Tickner and Bob Youngman. Frank, from City Hire, Napier has been involved in the Association since its inception and has always been extremely supportive of the Industry. He spent 3 years as a Director from Zone 2 and was also President for 1 year.

Bob Youngman, from Youngman Richardson has also been involved in the Association since its inception and also has been extremely supportive of not only the Association but the overall Industry.

Both gentlemen who were unaware of the decision of the Annual General Meeting were presented with Life Member badges during the Awards Ceremony. This now brings our Life Member numbers to five.

**1993 AWARDS**

The following Awards were presented at Convention:

- Zone 1 Image Awards** Ashburton U Hire
- Zone 2 Image Award** City Hire Centre,  
Palmerston North
- Zone 3 Image Award** Projex Equipment Hire, Hamilton

Congratulations to these companies for the image they have presented of the Industry in their areas over the past year.

**VISIT BY A.R.A. PRESIDENT**

President Paul Booth and his wife Geraldine hosted American Rental Association President Carl Hoerman and his wife Regina during a brief visit to New Zealand on their way to the Australian Convention in Melbourne. It was unfortunate that the two Conventions were not close enough for our visitors to join us in Dunedin.

**OVERSEAS EXCHANGE PROGRAMME**

After some time spent in making the necessary arrangements, Kelvin Munro from Projex Equipment Hire, Auckland is now in the United States of America as the Guest of the 1991 A.R.A. President Syd Tate and his wife Mary. Kevin Williams from Projex Equipment, Hamilton is scheduled to make his visit in October and we look forward to reports from both these Ambassadors upon their return.

If any member is interested in this Programme then please make contact with the writer. We hold a list of persons willing to act as Hosts for overseas visitors.

**1994 CONVENTION**

Hastings will be the venue for the 1994 Convention and Trade Exhibition 16 - 18 August next year. Hawkes Bay members are to be congratulated on putting together presentation packs for Convention Delegates to highlight the hospitality one can expect from the Region.

A call for Convention sites to be determined in advance of one year was made at the Annual General Meeting and this will be considered by the Directors.

## "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 Hondo 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**

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Reduce diesel noise by up to 90% while running your pump, genset or construction equipment. You'll get the same engine speed and output without compromising economy, reliability and serviceability.

- Available in 2, 3 and 4 cylinder units
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### Hatz Supra Silent Pack

1-cylinder diesels which eliminate vibration problems, offer continuous operation of up to 3000rpm and still reduce noise levels by a massive 90%. 3-11 kw range from just 5 models.

Visit your nearest Hatz dealer, phone, fax or mail this coupon.

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Forward details of the L /C Series Silent Pack range

Forward details of the Supra Silent Pack range

(TICK APPROPRIATE BOX)

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COMPANY .....

ADDRESS .....

POSTCODE .....

TEL NO. ....

## New Airless Paint Sprayers from Airlessco

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

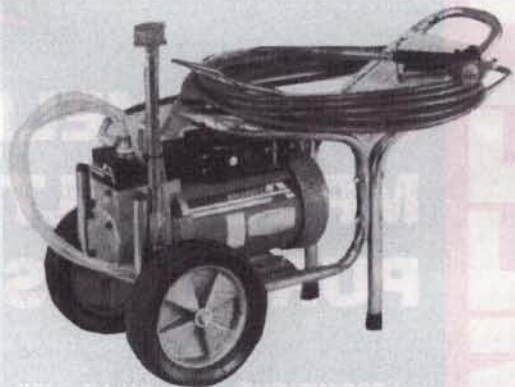
Airlessco equipment has been in many hire fleets over the years with the Model 3100, for which Cormacks will continue to service and supply spare parts. This unit is now superseded by the Model 3200, which is electronically controlled so it switches on and off automatically when the operator is not actually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



*Model 3200 Electric #210-002  
which has replaced the 3100 Model*

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.  
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Tel: ( 02 ) 736 1422, Fax: (02)736 3315



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- **LESS WEIGHT** – Up to 2½ kilos (5lbs) less than our nearest competitor. The best power to weight ratio in its class. 3.8hp / 8.8kg.
- **LESS VIBRATIONS** – New handle design reduces operator fatigue.
- **LIGHTER**, easy to adjust blade guard for better balance. Easier to handle at any angle.
- **EXCLUSIVE universal arbor** accepts 1", 7/8" and 20mm wheels.
- **The MP38 makes the toughest job easier.**

### ALSO AVAILABLE MODEL XL98D

WITH 12" and 14" CUTTING  
WHEEL AT 81cc CAPACITY

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PHONE: (07) 849 0182 FAX: (07) 849 0184

## Tanks make a splash on Motorway Project

**A**N 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.

**COUNTRY DELEGATE - 1994**

Nominations from Country members have been called for the position of Country Delegate, 1994. Forms will be sent to all Country Members (whose business is outside a 250 km radius of Brisbane) to lodge their postal vote.

**ANNUAL GENERAL MEETING**

The 1994 AGM will be held on Saturday 12 February 1994 at Chancellor on the Park. Members have been asked to volunteer to be nominated for positions on the Committee. There will be additional places to fill to comply with the rules set out for incorporation and as the members of the Management Committee have been serving for a few years now, they deserve a break.

Some new faces would be welcome, particularly from Party Hire members. Homelite has offered to subsidise part of the cost of the AGM for members attending.

**END OF YEAR FUNCTION**

The Queensland members are off to Ned Kelly's Bush Tucker restaurant on the boardwalk at South Bank Parklands on Friday 19 November for a social dinner.

Entertainment will be provided by "Kilkenny" who plays Australian bush music, Irish music and later in the evening, Rock'N'Roll. The setting at South Bank is an attraction in itself and the evening should be good fun for everyone.

**RECOMMENDED HIRE GUIDE**

The Queensland Recommended Hire Guide was distributed to members in September and the response received was very positive. It is hoped that the guide may be extended to include Party Hire early in the new year.

**LEGAL ADVISER**

The Committee has contacted a solicitor to ask legal advice on behalf of members with regard to the legality of damage waiver clauses on hire contracts.

**HOMELITE PRESENTATION**

Ian Milton sponsored the October meeting at the Melbourne Hotel. Ian introduced some new products from the Homelite range, including brush-cutters and lawn mowers and showed members some of their high performance products which are particularly suited to the hire industry.

**MISSING EQUIPMENT**

The latest in a long list of equipment is from Greg Mammen, Perry's Peninsula Hire Service, who lost a yellow Dunlite 7.5 KVA Generator, Model S535-85. The generator was taken on hire by a customer with a WA licence. Follow up investigations revealed that the utility used to collect the generator was hired and had been returned.

**QUEENSLAND ACCESS**

Carl Law has advised that Queensland Access is no longer the authorised distributor of Talon Snorkel products. They are, however, still very actively engaged in sales, service and spare parts and look forward to your continuing business.

**WORKERS' COMPENSATION BOARD MEETING**

Members of the Management Committee will meet with a representative of the Workers' Compensation Board to discuss the rejection of an application for a review of the classification of Workers' Compensation rates for the Hire Industry.

**NEW MEMBERS:**

**BOONAH HIRE SERVICE**

Contact: Robert Brain  
Charles Street, Boonah 4310  
Phone: (074) 63-1899  
Fax: (074) 63-1899  
Service Codes: 05 06 07 22 23 24 31  
Membership No: 4275

**SOS HIRE**

Contact: Shane & Donna Smith  
5 Keane Street, Currajong, Townsville 4814  
Phone: (077) 25-2887  
Fax: (077) 25-2887  
Service Codes: 22 23 24 25 26  
Membership No: 4276

**AGGREKO GENERATOR RENTALS**

Contact: Tim Martin  
28 Suscatand Street, Rocklea 4106  
Phone: (07) 277-0500  
Fax: (07) 274-2879  
Service Codes: 12 24 25 31  
Membership No: 4277

**CABOOLTURE ONSITE RENTALS**

60 Wallace Street, Caboolture 4510  
PO Box 394, Caboolture 4510  
Contact: Vincent Bowser & Barry Weaver  
Phone: (074) 95-5733  
Service Codes: 30, 31  
Membership No: 4273

**KOLAN HIRE SERVICE**

57 Mulgrave Street, Gin Gin 4671  
Contact: Greg Collier & Alan Lumner  
Phone: (071) 57-2888  
Fax: (071) 57-2888  
Service Codes: 01 07 10 13 15 22 23 24 27 30 31  
Membership No: 4271

**KWIK APPLIANCE RENTALS**

Suite 2, 178 Wecker Road, Mansfield 4122  
PO Box 2119, Mansfield DC 4122  
Contact: Darryl & Fay Duncan  
Phone: (07) 849-8722  
Fax: (07) 849-8723  
Service Codes: 13 (Whitegoods)  
Membership No: 4274

**ASSOCIATE MEMBERS:**

**AIR-MET (QLD) PTY LTD**

3/Kremzow Crt, Pinnacle Street, Brendale 4500  
PO Box 5533, Brendale 4500  
Contact: Ross Church & John Garnet  
Phone: (07) 881-1360  
Fax: (07) 881-2360  
Service Codes: 12 26 27 33 34  
Membership No: 4272

**WELCOME TO OUR NEW MEMBERS**

## “Softly, Softly” On Old Reservoir Dig

**M**ore than 3,000 tonnes of soil have been removed from the top of Sydney’s oldest reservoir in a very delicate operation.

The roof of the 140-year-old Crown Street Reservoir could have collapsed if there was a sudden or uneven shift in weight.

Large excavating equipment was out of the question for most of the work, which was undertaken for the Water Board by Metropolitan Restorations and sub-contractor, Peter F. Austin.

Instead, the operation was performed by two mini-excavators in conjunction with a chain of portable conveyors supplied by Conveyor & Hoist Rentals.

The mini-excavators, working to a precise weight distribution pattern, dug out the soil and grass in layers and loaded it on to the linked conveyors which carried the material off-site.

At first, only a few conveyors needed to be joined, but as the dig progressed, a total of twelve 10m and 7m long conveyors were joined, with two arms feeding a trunk stretching up to 80m.

Crown Street Reservoir, situated at inner-City Surry Hills, was built about 1850 and still supplies the water needs of 40 per cent of the Sydney Central Business District.

Early this century, the original arched brick roof, which is supported by steel beams on iron bark columns, was covered with a concrete slab.

Soil and grass were then added to provide a 2,700 sq m recreation area, which at one time included a tennis court.

The Water Board decided this year to remove the load to reduce stress on the roof beams and to allow installation of a waterproof membrane to stop contamination of the water supply.

After the membrane was installed, the earth-moving process was reversed, with the conveyors carrying a light-weight soil mix back on to the roof.

This time, the soil was laid to a depth of only 250mm,

whereas previously it had been up to one metre deep.

Metropolitan Restorations project manager, John



*Two mini excavators load soil and grass on to linked portable conveyors on top of the Crown Street Reservoir*

Crotty, said the work would not have been possible without the conveyors.

“It was a very tricky job because the roof was so fragile, but the conveyors worked tremendously well,” he said.

As part of its service, Conveyor & Hoist Rentals ran a special power supply on to the site to operate the conveyors.

Managing director, Barry Newton said: “Rather than use a generator or put in overhead power, it was more economical to run a line through a steel conduit across the road. The conduit was covered with bitumen.”

Conveyor & Hoist Rentals is the major supplier of portable conveyors in Sydney and Newcastle and is extending the idea through its recently-opened Melbourne branch.

The company supplies conveyors in lengths of 4m, 7m and 10m, and 240V, 415V and air.

Conveyors can be linked in such a way as to turn corners and cover the length of a football field. The 415V unit is also reversible, allowing “instant”, two-way movement of materials.

For further information:

Conveyor & Hoist Rentals,

Head Office,

574 Princes Highway,

St Peters. NSW. 2044.

Ph: (02) 516 5855.

## “Recycled” Homes Success

About 350 former Army homes have been sold in the first 18 months of a unique urban renewal program at Holsworthy near Liverpool.

Another 650 homes will be renovated and sold over the next three or four years as they become available.

The redevelopment is providing affordable housing for young couples, without further urban sprawl or the necessity of new infrastructure.

It is also providing much-appreciated opportunities for local contractors and suppliers.

Holsworthy Village was developed from the 1950s for married Servicemen stationed in the Liverpool Military area.

Under Federal Government policy, Service personnel and their families are now being moved out of isolated housing into the general community.

In 1991, a joint venture was formed between the Defence Housing Authority and Delfin Property Group



*Nick Crisci of Twin Bros Floor Sanding uses the Kennards rotary sander on a former Army home at Holsworthy*

Ltd to replan and refurbish the suburb, before selling the homes to the public.

The Delfin Property Group faced the challenge of improving the appearance of the homes and the general amenity of the area while keeping prices low enough for first-home buyers.

The suburb now has a fresh, new look, yet prices are very low by Sydney standards.

They range from \$115,000 to \$135,000, with buyers paying an average of \$123,000.

Low-cost but significant improvements have been made to the homes; long, straight roads have been turned into cul-de-sacs; existing parks have been completely rebuilt; and streetscapes have been upgraded.

The main changes to the houses involve fencing, painting, landscaping and, in some cases, new windows, pergolas, decks and verandahs.

The redevelopment has provided a boost for local contractors and suppliers.

Kennards Hire at Moorebank is among companies who report a good “spin-off,” with demand for building, painting, cleaning and landscaping equipment.

Manager, Steve Milligan, said one item which had been in demand on the estate was a new rotary floor sander, which is ideal for rejuvenating old timber floors.

Nick Crisci, of Twin Brothers Floor Sanding, at Ingleburn, said the Holsworthy homes had good-quality floors, which could be made to look like new again.

In many cases, they had probably been covered for 30 to 40 years, he said.

Local businesses, such as Kennards, recently pitched in to help residents celebrate the opening of a new community centre.

Kennards’ contribution to the occasion included free use of barbecues, barricades, electric lead stands and ice buckets.

For further information about the “recycled” homes, call (02) 822 4033.

#### RELEASED BY:

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

## “Soft Soil” Dig Sea Spoil Used In New Park

**T**housands of tonnes of sand and rock, excavated from the Pacific Ocean during the building of a deepwater sewage outfall, have been used in a new park.

The material was removed during the building of the 3.6km Malabar outfall in southern Sydney.

It was stockpiled in Cromwell Park, a Crown reserve which was mostly wasteland, and a favourite spot for dumping and stripping stolen cars.

The Water Board has now had the 3.7 ha reserve transformed into a new passive recreation area, which will be handed over to Randwick Council towards the end of 1994 after an establishment period.

Australian Native Landscapes handled the project, which involved spreading the sea spoil, overtopping it with 10,000 cubic metres of soil, turfing and grass seeding, and planting 14,000 shrubs and trees.

The massive landscaping project included the

building of a pathway system to wind through the park.

These paths were made from crushed sandstone, which was compacted with a vibrating, twin-drum roller, rented from Kennards Hire.

“The machine did a very good job,” said driver, Stuart McIntosh. “Crushed to a depth of three or four inches, the sandstone becomes concrete hard.

“I was impressed with the fuel economy of the roller - we used it for three days, but didn’t have to refill it with diesel.”

Kennards Hire has a fleet of Bitelli DTV18 and DTV25 vibratory rollers at central, quick-response hire centres in Sydney and Newcastle.

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

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

The larger DTV 25 roller, which operates with both drums vibrating, weighs 2,500kg, and provides a centrifugal force of 2,650 per drum.

This machine has a width of 110cm (42in), compared with 85cm (33in) for the smaller DTV 18.

Kennards Hire has 22 hire centres in Sydney, Newcastle and Queensland.



*The Kennards' dual-drum roller which was used by Australian Native Landscapes at Cromwell Park.*



**It's Party Time**

**Let's Party**

**PARTY HIRE INDEX**

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## Unusual Designs Keep Baytex Busy Over The Winter

Baytex has been involved in a number of interesting projects over the winter months which, while not specifically hire related, will be of general interest to many in the hire industry.

Most spectacular has been the design and manufacture of a 25M x 18M Scallop Shell shaped Canopy for the NZ Institute of Architects. This simple flat panel tension structure was initially designed by the office of Burro Hapold in England and presented to us in very much thumb nail sketch form. The idea was to use this Canopy as one of the major exhibits for the Institute of Architects 1993 Conference held in Taupo this year. The Canopy was erected in a spectacular bush clad amphitheatre on the banks of a small river in the midst of a native forest park and was supported on natural wood poles in keeping with the environmentally friendly theme of the conference.

To design and build a Canopy of this size and complexity in less than two weeks was quite an undertaking and it was a credit to Baytex staff that this feat was accomplished to the complete satisfaction of our architect clients who are now much more familiar with the potential of this type of tension structure application. The Canopy is now available for rehire to interested parties and is easily and quickly erected by a team of 4 - 5 men. The only downside features of the Canopy is the all up weight of around half a tonne and the length of the centre poles at 7.6 metres.

If you have an application for a large, comparatively low cost Band Shell type Canopy give us a call and we will send you some more information.

In a completely different subject the skilled staff at Baytex have recently completed an inflatable helicopter mascot for a Wellington search and rescue organisation. The design was based on the Wellington rescue helicopter and it was quite a challenge to design and pattern up a cold air inflatable which incorporated some quite complex design features. The finished article, a friendly, fun filled mascot, measuring around 3 metres long by 2.5 metres high, was a huge success and in typical Baytex fashion exceeded the client's expectations in almost every respect. Unfortunately space and time prevents inclusion of a photo however anyone with an interest in the unusual or the offbeat should give us a call. We might just surprise you!

Other interesting projects include several Restaurant extensions incorporating standard Clipframe componentry which we have found to be a very cost effective and aesthetically attractive method of providing additional Restaurant space especially where the requirement may be semi-permanent. Several of these projects have been completed in co-operation with existing Hire Company customers to the mutual benefit of both parties.

Baytex's most recent unusual project WOODEN CLIPFRAME (wooden framework with fabric roof) for a corporate client whose main line of business is - you guessed it - wood! While we don't promote wood as the material of choice for Clipframes, this is just one more example of the flexibility and versatility of the Clipframe System and the technical expertise of the Baytex Team.

## ECONOMY • QUALITY • CLASS ELECTRON



FROM THE  
MAJESTIC 12M SERIES  
WEDDING TENT TO THE  
PRACTICAL 6M SERIES  
FIELDAY CANOPY,  
**BAYTEX ELECTRON IS**  
THE NEW TENT OF THE  
90'S FOR PARTY  
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BROOKVALE NSW 2100**

Phone:(02) 905 7603

Fax:(02) 905 7621



# THE TWIN TUBE

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

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

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

## 8 WAY CROWN

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

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



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

The new Twin Tube/Rainier tent is a design achievement, and a winning combination! Six times stronger than standard 50mm round tubing, Twin Tube enables you to span **up to 6M** between tent legs. Our 6m x 6m tent (pictured above) has only four legs. You can actually set up a 12m x 12m tent with just eight legs!



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

\*Rainier tents fill the gap between traditional peg and pole marquees and the expensive imported structures.

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



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TENT'S**

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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

## Rainier Tents at The Worlds Biggest Barbecue

**W**hen Fatty Vautin decided to throw a barbecue for all the Tooheys drinkers in N.S.W., he realised that there would be a few logistical problems associated with holding an event of that magnitude.



Goodtime Hire From Coffs Harbour were Contracted to provide the equipment for three of the sites Sydney, Woollongong and Grafton. As no Hire company in Australia could supply all venues simultaneously Goodtime enlisted the aid of two other hire companies, Barwicks hire in Sydney and



*Part of the big crowd at the warrick Farm venue*

go hire Woollongong to enable them to meet the requirements of providing all the equipment neces-

sary to cater for the needs of the huge crowd expected.

Each of the eight sites chosen to host the barbecue were racecourses which meant each venue had to be provided with a complete range of equipment including complete back stage equipment for the international artists appearing as well as tents, tables, chairs, catering equipment, storage facilities, fencing lighting and disposal food and drinkware.

At each venue Goodtime installed a varied range of their preferred marquees, the Rainier Tent Systems as well as Hoeckers and some pole marquees.

Finally the big day arrived and mother nature was on its best behaviour providing a perfect day for a barbecue



*Preparing the food,inside one of the many Marquees,for the hungry crowd*

The crowd at Warrick Farm exceeded 55,000, while attendance at the other venues brought the overall attendance to about 300,000 who were all provided with an abundance of food and drink ensuring that everyone had a great day. Fatty Vautin got his wish as the crowd broke the previous record it goes into the Guinness Book of records as the worlds biggest barbecue, the Goodtime Hire team were the last to leave because what goes up must come down, especially Tents, Marquees etc. It gave everybody time to ponder would anybody ever stage an event of this size again.

## Super-Fast Airless Sprayer For Hire

**K**ENNARDS Hire has added a new, super-fast airless paint sprayer to its extensive range of painting and decorating equipment.

The Wagner Airless Finish 400 is available from the company's 22 hire centres in Sydney, Newcastle, Brisbane and on the Gold Coast.

Kennards says the machine is nearly twice as fast as the paint sprayer which it is replacing.

It has a maximum spraying pressure of 3,500psi, compared with 2,000psi for the older machine.

At maximum pressure, the Wagner 400 sprayer can pump out up to 4.3 litres of paint per minute.

However, the pressure can be adjusted to any point up to 3,500psi to suit the nature of the job and the skill of the operator.



*Dezider (des) Zvolanek, of A-1 European Painting, uses Kennards' new, superfast spray painter*

Kennards says the new sprayer, which can use both water and oil-based paints, is ideal for painting large surfaces, both interior and exterior.

It has a 10 metre hose, which means a painter can cover a considerable distance without having to move the machine.

The high-pressure spray gun is fitted with a quick-change tip, so that if it blocks, it is just a matter of reversing the tip and blowing the blockage out.

Kennards says that during spraying, the spray gun should be moved uniformly to ensure a regular spraying pattern,

The spraying movement should be carried out with the arm and not the wrist to achieve a constant parallel distance of approximately 30cm between spray gun and the surface.

One of the first painting contractors to hire the new equipment from Kennards was Dezider (Des) Zvolanek, of A-1 European Painting.

Mr Zvolanek, a professional painter for 33 years in Czechoslovakia and Australia, used the Wagner sprayer while redecorating a home unit in a prestigious block at Lane Cove in Sydney.

He said it took him about one hour to apply one coat of paint to five cement textured ceilings in the unit.

"It is a very good machine, and particularly good for a job like this, where a roller cannot be used," he said.

"I have used a number of sprayers, and this is among the best.

"Hiring is ideal because the sprayer is too expensive to buy, when I would only use it from time to time."

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

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

P O BOX 523  
NEWPORT BEACH NSW 2106

PH: 979 5039  
Fax: 979 5108

## LIST OF INSTRUCTION SHEETS

- ELEVATING WORR PLATFORM
- DITCH WITCH
- DX EXPLOSIVE POWER TOOL
- USING YOUR ELECTRIC TOOLS SAFELY
- ALUMINIUM SCAFFOLD
- LAWN MOWER
- "CUT QUIR" DEMOLITION SAW
- BOBCAT
- FLOOR SANDER
- COMBI HAMMER
- USING AIR EQUIPMENT SAFELY
- ELECTRIC HAMMER
- HILTI TP400/TP800
- ENGINE HOIST USE
- WALLPAPER STEAMER - STRIPPER
- STEAM TEAM STEAM STRIPPER MODEL HTW-5
- MINI LOADER
- ROTARY HOE
- CHAIN SAW
- ROUTER
- WACKER BTS 11 SAWS
- WACRER RAMMERS
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- LADDERS
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- CONCRETE TROWEL
- DISC GRINDERS
- HIGH PRESSURE CLEANERS
- ELECTRIC ARC WELDER
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### INSTRUCTION MANUAL ORDER FORM

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

NAME OF COMPANY:.....

CONTACT NAME:.....

MAILING ADDRESS:.....

PHONE NUMBER:.....

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

P O BOX 523  
NEWPORT BEACH NSW 2106

PH: 979 5039  
Fax: 979 5108

## Safety Check Tags for Hire Equipement

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

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

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

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

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

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

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

### SAFETY CHECK TAGS ORDER FORM

FROM: (Company Name).....PHONE:.....

COMPANY MAILING ADDRESS:.....

COLOURS REQUIRED & NUMBER OF EACH:

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

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

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

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NEWPORT BEACH NSW 2106

PH: 979 5039  
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## Complete List of Stickers

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

### Cost of Stickers

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

### STICKERS ORDER FORM

STICKERS REQUIRED/AMOUNT:.....

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

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

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

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## Make steel racking safe

In a Wagga Wagga cold room earlier this year, a steel racking system holding up frozen meat collapsed. The racking was 6.5 metres high and took up three bays which were 2.6 metres long.

WorkCover advises companies using steel racks to assess their safety. One major way to make racking safer is by referring to the Australian Standard AS 4084-1993 *Steel Storage Racking*, which was released in February 1993. This Standard sets out how to improve racking performance, and to enhance public safety on adjustable pallet racking made of cold-formed/hot rolled steel. The Standard sets out minimum requirements for design, fabrication, erection tolerances, test methods, operation and maintenance.

Briefly, the minimum requirements set out by the Standard for companies using racking systems are:

### DO show working loads

Permanently attach plaque/s specifying the safe working load for each unit, each shelf beam and total unit.

### DO show the layout

Keep a drawing of the configuration and specification of the racks, with the installation(s).

### DO give clear instructions

- Attach an operation and maintenance instruction plaque.

- Provide information maximum allowable values for damaged members and method of measuring.
- Provide information on maximum allowable out-of-plumb values.

### DO protect against impact

Provide a collision protection device wherever the racking is exposed to possible impact by forklift truck/ other moving equipment.

### DO fix hazards

If your company's racking system shows any of the hazards below, they must be fixed.

- Damage to upright
- Mis-alignment of racks
- Uprights subjected to tears and splits
- Overloading
- Poor housekeeping/spillage of goods
- Missing column protectors
- Dislodgement of accessories
- Incorrect location of beam connectors
- Missing beam connector locks
- Non-provision/looseness of floor fixings
- Floor soilage.

For more information, see *Steel Storage Racking* AS40841993 and AS4084 Suppl-1993, which are available from WorkCover, Ph (02) 370 5303.

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