

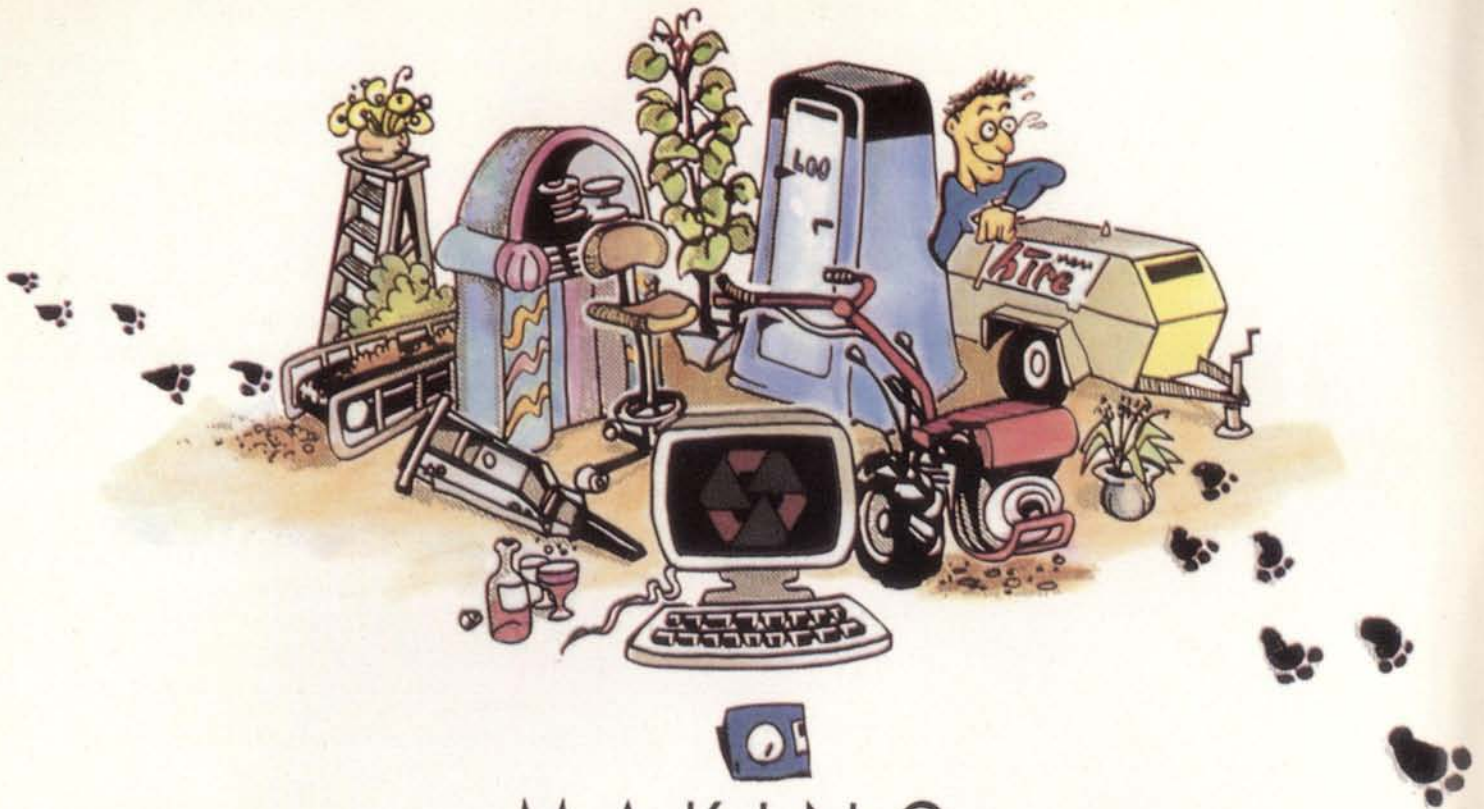
HIRE and RENTAL **Industry Quarterly**

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

JANUARY 1994



HITACHI COVER STORY PAGE 9



MAKING

TRACS

THE COMPLETE HIRE SYSTEM



TRILOGY

BUSINESS
SYSTEMS

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PRESIDENT'S REPORT



MIKE WILTON PRESIDENT

It is with mixed feelings that I present my final report as president of the H.R.A.A. Pleased with the achievements of the association over the last years, yet mindful of the challenges and opportunities that lie ahead, I wish all members continuing success in business and benefits from participation in the association.

1993 has been a watershed year for the H.R.A.A. The successful merger with the E.W.P.A.A. gives us greater authority to speak for and lobby as the pre-eminent body representing hirers. At the same time, we have a duty to promote and facilitate the existing E.W.P.A.A. programs, using our state-based organization as an effective structure to expose all hirers of access gear to their responsibilities. I am sure this merger is the forerunner to the H.R.A.A. representing ever-greater numbers of companies and products.

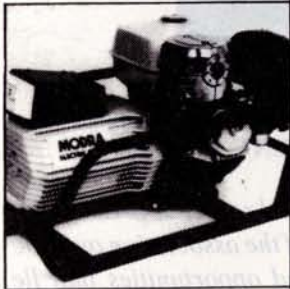
At a less formal level, can I say how pleasurable it has been to have casual contact with so many hirers around the country. One of the privileges of membership is the access to members on a social basis, which always leads to greater understanding of the complexity of our businesses and alternative methods and products. Our annual convention is the ultimate opportunity for the exchange of pertinent information in an enjoyable environment. In this context, can I make this personal plea to all members, to consider attending the 1994 convention in Perth later this year. This is the first hire convention ever in Western Australia and I know the W.A. committee will be going all out to make it the best convention ever. Why not start planning a holiday to coincide with the convention - I understand that "add-on" packages to places like Broome and Bali will be available!

Finally, let me thank a number of people who have made my time in the presidency so rewarding :

- * to my colleagues at both state and national levels who give their time to represent members' views and guide the association in its endeavours.*
- * to association staff at all levels, and in particular, **Rolf Schufft** and **Eric Johnston** in Sydney, and the ever-faithful, **Lois Ziebell** here in Melbourne.*
- * to all members, in all states, who care about their businesses, and belong to, and participate in their association .*

I wish you all well in 1994 and beyond, good health and continued increasing vigour in the Australian rental industry.

HIRE and RENTAL Industry Quarterly



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Hire and Rental Association of Australia
and the
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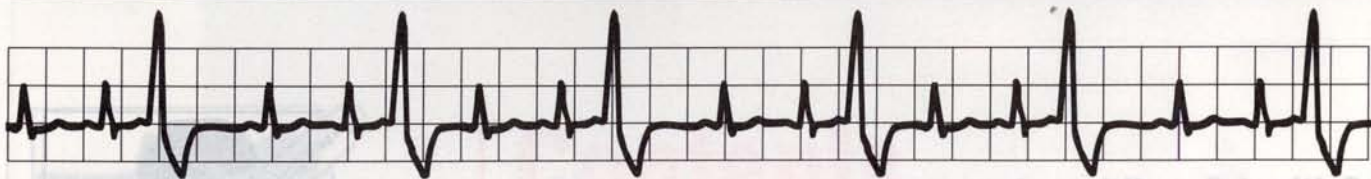
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Rose Bay, NSW 2029

Hospitals are full of people who said...

"it will never happen to me."



Dear Member,

What will happen if you or a loved one are stricken by a heart attack, cancer or a stroke?

It doesn't always happen to someone else!

How lucky do you feel?

A male between age 25 and 45 has a 1 in 10 chance of having a **Heart Attack** (i) plus a 1 in 10 chance of developing **Cancer** (ii) before retiring age.

1 in 7 people will have a **Stroke** (iii) during their lifetime.

(i) Heart Facts Report 1988 - National Heart Foundation of Australia

(ii) Based on Hospital Inpatients Statistics NSW (1986)

(iii) Stroke Recovery Association

The good news

With major advances in medicine, many people will survive major illnesses to live full and happy lives. But what of your finances whilst you are recovering? Medicare and private health funds may take care of the hospital bills but who pays ongoing household bills and expenses?

The Answer

Critical Conditions Insurance is a new form of life insurance which pays a lump sum benefit when **you** need it most, when **your family** needs it most and when **your partner** needs it most - on diagnosis of a defined Critical Condition or disability.

Traditional life insurance doesn't pay you if you live, only if you die.

Recovery will be far less painless in every situation with the financial stress removed.

Investment in future security

Security and peace of mind are important but so too is cost. **Critical Conditions Insurance** is not expensive - for less than the cost of a Mars Bar per day*, you could receive a lump sum of \$100,000 if diagnosed with a critical condition as defined in the policy.

*Based on a 30 year old male, non-smoker.

What to do now

While we may not like to think about it, we should be realistic enough to make some plans, just in case.

For further details about **Critical Conditions Insurance** and how you can safeguard your future, contact the Critical Conditions Hotline.

Yours faithfully

Des Whelan
Chairman - Hire & Rental Insurance Brokerage Committee.
P.S. Act today for security and peace of mind tomorrow.

CALL THE
CRITICAL CONDITIONS
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Please cut and mail to Hire & Rental Insurance Brokerage for more information,
GPO Box 113 Canterbury 3126.

Name: _____ Company: _____

Contact No: _____ Best day/time to contact: _____

HRAA - EWPAА Merger

The Elevating Work Platform Association of Australia (EWPAА) is to merge with the Hire and Rental Association of Australia.

The EWPAА was formed in 1987 to represent the elevating work platform industry. It is a National organisation with a current membership of 52.

Membership comprises manufacturers, distributors, renters (rental companies) and major users of elevating work platforms.

The formation of EWPAА was a direct result of growth in the use of EWPs and a recognition of the need for an industry forum through which to establish self-regulation of the industry, provide a National representation on issue which effect it and to encourage increased use of this type of equipment.

From the outset it was recognised that proper instruction of operators of the equipment in its safe and efficient usage is fundamental to achieving these objectives. As a result with EWPAА training and instruction programme was developed and introduced. This is widely supported and remains a key activity. Full participation in this programme is available only to Members of the EWPAА.

Several Members of the EWPAА are also Members of the Hire and Rental Association. This, at least in part, is a duplication. On the other hand there are Members of the Hire and Rental Association who have powered access equipment but are not Members of the EWPAА. These organisations do not have full access to the EWPAА programmes.

The merger will have a number of benefits to Members of both Associations including:

- duplication of membership will be eliminated

- all Members of the Hire and Rental Association with EWPs will have the opportunity to participate in EWPAА programmes
- the new organisation will be larger and stronger
- the larger organisation will be in a stronger position to voice its views on National and State issues which effect it
- the Hire and Rental Association network of State organisations and regional activities will provide better access and service to country Members on EWPAА programmes
- EWPAА programmes will have flow-on benefits to the State HRA's.

As a step towards the implementation of the merger the EWPAА office has relocated to the office of the Hire and Rental Association of Australia. That is:

Street Address:

The Denison
Level 12
65 Berry Street
NORTH SYDNEY NSW 2060

Postal Address:

Private Bag 938
NORTH SYDNEY NSW 2059

Phone: (02) 957.5792

Fax: (02) 956.7004

Enquiries may be addressed to the above, or to the secretary of the Hire and Rental Association in the enquirer's State.



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

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23RD NATIONAL HIRE & RENTAL CONVENTION & EXHIBITION

11 - 16 SEPTEMBER 1994

BURSWOOD RESORT CASINO, PERTH

This year's conference will be held in Perth - a relaxed, beautiful city. Settled on the banks of the Swan River, the city of Perth offers world class conference facilities, in picturesque surroundings.

Features of the conference are:

BURSWOOD RESORT CASINO The conference venue offers all the facilities of a five star hotel, as well as one of "the world's great casinos". Restaurants, bars, a golf course, tennis courts and both an indoor and outdoor pool are some features of the resort.

TRADE EXHIBITION A large trade display will be a major feature of the conference.

KEYSPEAKERS Invited speakers will address issues such as economics, industrial relations, insurance, and much more!

ACCOMPANYING PERSONS The organising committee encourage delegates to bring their families to the conference. Full accompanying persons tours will be available.

PRE & POST CONFERENCE TOURS Why not take the family to Broome or Bali on completion of the conference!!! Full details will be available.

For further details contact:

**Conference Secretariat
ICMS Pty Ltd
P.O. Box 8102
Adelaide SA 5000
Ph: 08 210 6776
Fax: 08 212 5101**

Tell It All - Or Risk Disaster

Hire and Rental operators cannot afford to underestimate the importance of providing accurate information to their insurers when arranging coverage, this is particularly the case when it comes to Public and Products Liability.

There have been many cases, both here and overseas, where claims have been denied on the basis the insurer was not aware of all relevant facts relating to the risk. In Australia, Insurance Law is clear when defining the Insured's "Duty of Disclosure" and this can be relied upon by underwriters to deny a claim if the insured has not accurately described their activities - or omitted to mention others. In fact, even if these "other" activities have no bearing on the circumstances giving rise to a particular claim, denial can still be upheld on the grounds of nondisclosure. In reality most insurers would accept liability if this was the case, but in the strictest sense, the benevolence of insurers cannot be relied upon. Certainly you would not like to rely on the favour of an insurer in the case of a large loss, a negative response could see your business ruined.

The answer - you must be painstakingly careful when giving facts about your business to your insurer. This should be the case not only at the inception of your policy, but also during the currency of the policy should your activities expand, diversify or even diminish.

As mentioned, this procedure is of particular importance

in relation to Public and Products Liability cover. With the amendment to the Trade Practices Act late last year a much greater exposure now exists for Hire and Rental operators. If you distribute, supply or modify equipment, you cannot be deemed the manufacturer of that equipment and be liable for any damage or personal injury caused through its use.

To minimise your exposure you should follow the simple steps set out below -

- 1) Be accurate in the description of your activities - always seek the assistance of your Broker to ensure you disclose correctly - he is an expert and will be able to give you the correct advice.
- 2) Be mindful of telling your insurer of any changes to business during the course of the insurance year - once again consult your Broker for assistance.
- 3) Ensure the definition of "Products" under your policy is as broad as possible - your Broker will know what to look for.
- 4) Complete a full review of your business activities annually at around the time your policy falls due for renewal:

Finally, never hesitate to ask for advice - Hire and Rental Insurance Brokerage has operated as a member service for over nine years and has experts on staff to answer any insurance related question. For details of the branch nearest you, contact the Hire and Rental Insurance Brokerage Head Office on (03) 483-6300.

A muddy miracle!



The Flextool model 212 pump is one of the most versatile products for your hire fleet.

It's the solution to most portable pumping problems for customers who are building, mining, farming, draining, maintaining, dredging, salvaging, damming, piling, constructing, excavating or trenching.

- Choke resistant design.
- No expensive suction hose.
- No suction or priming problems.
- Superior solids handling capability.



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sludge
water
sand
mud
silt

seawater
bentonite
effluent
solids
muck
oil



Flextool

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

Front Cover Story

Brand: HITACHI
Model: C8FB
Brief Description: Cross Cut, Compound Mitre Saw
Editorial: From form/box cutting at the pour stage to the final fit out of the board room's solid mahogany walls and table, Hitachi's Cross Cut, Compound Mitre Saw will out perform existing saws. The double insulated 1350 Watt motor smoothly drives the carbide tipped blade through an enormous

(75 x 305m/m) cross cut. By tilting the head to 45° this amazing saw will compound cut (mitre and bevel cut) materials up to (45 x 220m/m). Mitre cutting of varying width materials to a perfect "45°" butt joint is efficiently performed with Hitachi's unique mitre cutting capacity of 57°. Dustproof linear ball bearings on the slide ensures accurate, smooth and trouble free cutting. Blade change over is made easy with the spindle lock mechanism. As the saw is portable the head and slide assembly can be locked down to avoid unnecessary travel etc., during transport to different sites.

- Superior multi-function machine
- Head swivel system adjusts 47° left for bevel and compound cuts
- Super rigid cast iron arms and linear ball bearing ensures precision and wide cuts
- 9 positive miter stops (0°, 15°, 22.5°, 30°, 45° R/L)
- Rigid die cast base with turn table
- Compact design for easy carrying



Specifications:

Capacity (H x W)				Blade Dia.	Power Input	No-Load Speed	Miter Angle	Bevel Angle	Dimensions (W X L x H)	Weight
Cross Cut 45°	Mitre Cut 45°	Bevel Cut 45°	Compound Cut 45°							
75x305 mm	75x220 mm	45x305 mm	45x220 mm	216 mm	1350W	4900/min.	R 0-57° L 0-45°	L 0-47°	965 x 52.5 x 44.5 mm	17 kg (37.4 lbs.)

NSW: (02) 666 3088
SA: (08) 347 1234

VIC: (03) 555 8722
WA: (09) 277 9955

QLD: (07) 260 1344
TAS: (002) 72 5651

Designed for driver appeal - the new Hyster XM 1½ to 2 tonne lift truck Series

The launch of these new Hyster 1½ to 2 tonne lift trucks follows the very successful release of the 2 to 3.2 tonne XM Series in 1993. Research clearly stated that customers wanted a quiet, comfortable and productive lift truck and resulting sales have more than confirmed that Hyster had the right mix.



Knowing that the primary causes of fatigue are vibration and noise, Hyster squashed road based and engine vibration by suspending the operating module

on elastomeric mounts. Lower noise levels were also achieved meaning reduced irritation for the driver and those working nearby. A spokesperson for Hyster Australia Pty Ltd said the company had every reason to believe that this new model XM Series would have a similar impact on the market as the 2 to 3.2 tonne lift trucks achieved last year.

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

Kango Acquisition Offers Better Deal For Rental Customers

by Steve Joseph, National Manager, Kango Construction Tools Australia

Substantial benefits for the hire industry should flow from major policy decisions made since Atlas Copco's acquisition of Kango Ltd., in the United Kingdom last May.

Principally, Kango Construction Tools Australia has been set up as a separate operating unit of the Construction and mining Division of Atlas Copco Australia. This ensures that a high level of customer service and technical support is continued for Kango products.

Additionally, the incorporation of the Atlas Copco construction tools range within the unit is a major plus for all customers and prospective clients.

Flowing from the restructure is Kango UK's decision to discontinue its general power tool range from January 1, 1994. (This range will continue to be supported with spare parts by Kango Construction Tools Australia).

The effect of this is that the Kango range distributed in Australia and New Zealand will consist of the Model 200 hammer drill, through to the Model 2500 demolition breaker.

Support functions and research and development will



Marking Atlas Copco's acquisition of Kango are (left) Ray Bridgewater, General Manager of Atlas Copco Construction and Mining Australia and Anders Broms, now Marketing Manager of Kango Ltd (UK).

thus be concentrated on our remaining range of 13 products and accessories. This reflects Kango's policy of positioning the company as a specialised electro-pneumatic manufacturer servicing the construction-civil engineering and hire industries and professional installation sectors.

This is readily understood in terms of Atlas Copco's emphasis on ergonomically designed tools, the research and development of which has made the company a world leader in the areas of noise suppression and vibration control.

Moreover, through the acquisition in 1990 of the AEG range of power tools, Atlas Copco has available substantial expertise in electric motor technology.

The end result should be design and manufacture of some innovative new Kango products in the future

Computerised Distribution System

A big plus for computerised distribution of Kango's parts is Atlas Copco's use of Kardex Industrier vertical storage carousels. Four-and-a-half years ago, when the company wanted to reduce its warehouse area, it purchased four of the carousels. Since the acquisition of Kango and the Robbins (Tunnel Boring) Company another unit has been added.

Each carousel is 4.9m high and 400m deep (the newest 600mm) with a capacity of 250kg per carrier.

Installation of the first four resulted in the elimination of 450 bin storage bays, banked back to back, effectively reducing the overall storage area from 4,500sq m to 2,000sq m. There are about 16,000 line items in the Atlas Copco warehouse

and 90% of daily orders require the product to be delivered to the Branch or customer the next day.

As well as meeting the original need to save floor space the Industrier's have greatly increased picking efficiency and security for small parts. As explained by Warehouse and Distribution Manager, Mick Berrell: "When mining, construction and rental customers seek a product or part, they generally need it urgently. Pressure for speedy delivery is typical of these industries and is what Atlas Copco's service requirement is built on," he added.

"Because the picking list is printed out in location sequence, the operator only has to key in the

location of the pick and press the 'sort' button for the picking sequence to be shuffled into the most efficient order in the carousel".



Storeman using Atlas Copco's sophisticated parts picking system at the company's Blacktown Warehouse

NO CONTEST!



For over 70 years, Kango hammers have been more than a match for the hardest building materials.

Which is why today Kango is an undisputed leader in electric hammers in many markets around the world.

Unlike others, electro-pneumatic hammers are our only business and we build them rough, rugged and reliable.

To do a professional job – better.

Make sure you get the power of Kango working for you.

KANGO[®]
A member of the Atlas Copco Group.

TOUGHNESS HAS NO SUBSTITUTE

Kango Construction Tools Australia
3 Bessemer Street, Blacktown
Sydney, NSW 2148
Tel: (02) 831 1611 Fax: (02) 622 2129

Kango is a registered trademark of Kango Ltd.



Hire & Rental Association of Australia

A Focussed Association

Your delegates on the Hire and Rental Association of Australia sat down and reviewed the Aims, Operating Guidelines and Procedures of the Association. It is always good to sit back and take stock. The driving motivation was to ensure that we maintain a co-ordinated Australia wide voice that complements the excellent State Associations. We wanted to make sure that there is no duplication, that costs hence membership fees are minimised, but effective. Most importantly we wanted to ensure that you the members are driving the bus, not the National Association driving you.

HOW DOES IT WORK

Primarily the National Association is re-active to your needs. It meets twice a year. Each State nominates two delegates. A major role is to oversee the publication of the Industry Magazine and the Annual Convention.

Set out below is the Aim and Goals of your National Association and the working procedures. If you want any clarification or would like to suggest improvements, speak to your State's delegate.

NATIONAL ASSOCIATION CHARTER

The purpose of the Hire & Rental Association of Australia is to be re-active to the needs of the State Associations, take whatever action is requested by the majority of the State Associations and delegate issues to the State for resolution on the National Association's behalf.

AIMS

1. Provide a communication channel between the State Associations.
2. Oversee and control the National Convention.
3. Oversee and control the publication of the National Hire & Rental magazine.
4. Establish connections with similar overseas Associations.

5. Represent the Hire & Rental industry on a National level.
6. Encourage the improvement of the image of the Hire & Rental industry.
7. Encourage members to promote the use of hired equipment.
8. Encourage the professional training of Hire & Rental industry staff for the betterment of the industry.

OPERATING GUIDELINES AND PROCEDURES

1. NATIONAL DELEGATES:

- (a) Two from each State to be nominated and elected at each State's Annual General Meeting.
- (b) National Councillors to serve a two year term each where practicable, overlapping each other by one year.
- (c) National Councillors to elect the National President.
- (d) National Councillors are always accountable to their State Association.
- (e) National Councillors are representatives and not executives.

2. MEETINGS:

- (a) There should be a minimum of 2 meetings per year. One of which will be held during the Convention. Extra meetings to be held as required to address pressing issues.
- (b) National Councillors are to be reimbursed in full, economy airfares when attending National Meetings, with the exception of the Meeting during each year's National Convention.
- (c) At the AGM the purpose, aims and operating procedures are to be reviewed, so each delegate is totally informed.
- (d) No major decisions to be made upon first presentation without each State Committee voting on issue (unless it is urgent).

- (e) Minutes of Meetings should be distributed within two weeks of the meeting having taken place.

3. COMMUNICATIONS:

- (a) Minutes of National Meetings to be sent to the Secretary and each delegate of each State.
- (b) State Minutes to be sent to the Secretaries of each State and to the National Association.
- (c) Delegates to read the State Minutes and report on issues of importance to his or her Association. If needed, the delegates can follow up various issues with other delegates.

4. CONVENTIONS:

- (a) Forward planning and delegation of Convention hosts.
- (b) Annual review of Convention format and suitability.
- (c) Distribution of Convention surplus as agreed.

5. MAGAZINE:

- (a) Monitor the quality of the magazine.
- (b) Encourage support and contribution

- (c) Ensure the magazine is self-funding.

6. FUNDS:

- (a) The National Association should collect enough in subscription to cover its expenses.
- (b) Budget and subscriptions should be set annually, with copies sent to all States.

7. SECRETARIAT:

- (a) Requirements, costs and benefits of the Secretariat should be reviewed every year and to be circulated prior to each Annual Meeting.

8. ISSUES

- (a) Issues should come from the State Association or from Federal Government Legislation or State uniformity.
- (b) Issues only to be acted upon if the impact on all individual State Members is high and if the results will be financially rewarding.
- (c) Issues should then be delegated to a State Association that is best prepared with resources to solve the issue on behalf of the National Association and hence all other State Associations.

New Heavy Duty Pulveriser Range From Compair

CompAir Australasia has released a new range of Pulverisers for building demolition, break-up of reinforced concrete structures and similar heavy duty applications. The three models in the range are hydraulically operated and designed for quick changes between popular makes of hydraulic excavators or booms.

A common mounting bracket regardless of model enables this portability and adds to machine availability and productivity.

The new CompAir Pulverisers have long life crusher teeth which are able to be rotated by 90 degrees to give an extended operating life. In addition a special armour plated steel is used in the construction of the Pulverisers for protection against premature wear.

The Pulveriser obtains its destructive force from a high performance



hydraulic cylinder whose design provides optimum jaw opening and maximum locking pressure at fast cycle times for on-the-job productivity. All hydraulic fittings and lines are concealed for added protection against accidental damage.

The new CompAir Pulveriser range has been designed and manufactured in Australia and is supported by their national Branch sales and service network.

For further information, contact Rob Gawn, national sales manager, Construction Division, CompAir Australasia, PO Box 126 Mount Waverley 3149. Telephone (03) 544 0777.

CompAir's new range of heavy duty Pulverisers is designed for demolition and structural break-up operations with easy changing between different makes of hydraulic excavators or booms.

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.

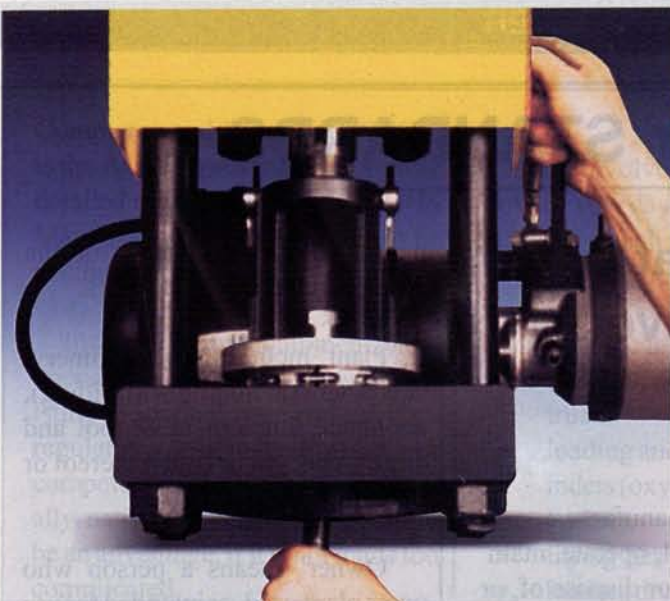
Alex Fisher Drive,

Burleigh Heads, Queensland, Australia, 4220

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SOLUTIONS



TO YOUR PROBLEMS

You've seen the problem. How to make factory perfect hose assemblies with a minimum of staff training either at your plant or in the field.

We can provide the perfect solution with our range of Parkrimp machines that are designed to meet your exact needs. Whether you choose the superlight Karry Krimp, the floor mounted Parkrimp 2 or the benchmounted Parkrimp 1 you can make perfect hose assemblies all the time every time.

At Parker, we really clamp down on quality control.

Parker Hannifin Australia Pty. Ltd.
Telephone: (02) 634 7777. Facsimile: (02) 899 6184

PLANT SAFETY STANDARDS

Everybody in the equipment rental industry needs to be aware of the new standards and regulations concerning equipment safety which are proposed for Australia-wide introduction in 1994. Procedures previously promoted by HRA and all responsible operators on a voluntary basis will become law.

How it will work.

A 'National Regulatory Model for Plant', sponsored by Worksafe, the national OHS Authority, as part of an Australia-wide standardisation of safety laws will be accepted by each state and territory as a regulation. States and territories have the constitutional right to control industrial safety, and by all using a common standard, national uniformity will be achieved.

Associated legislation will control certification of competency to operate or use industrial equipment which will be standardised nationally. National guidelines for the operation of loadshifting and other types of equipment will be issued. These will show how to meet regulatory requirements and while not mandatory, can be used to show compliance with legal requirements if followed.

There has been some delay due to difficulty of reaching agreement between employers, labour unions, governments and state OHS authorities on acceptable uniform standards. These delays may extend beyond the planned introduction in 1994, especially as Codes of Practice explaining how to comply have not yet been finalised.

What is involved.

The standards and regulations will require all who

- own,
- supply,
- design or manufacture,
- erect, install, operate, maintain, repair or dispose of, or
- are in charge of plant or equipment,

to:

- identify, assess and control any hazards associated with it and
- supply information needed for safe operation of it.
- keep records as required.

Some kinds of plant will not be able to be used legally unless the design has been approved and registered by the State OHS Authority. Such plant includes, but is not restricted to:

- pressure equipment and pressure vessels,
- tower cranes,
- hoists,
- prefabricated scaffolding,
- mobile cranes.

The Standard will apply to all workplaces. A 'workplace' is wherever employee~ are working, in a workshop, office, yard, on the road making a delivery or pick up, at the customer's location during delivery, demonstration etc. Since almost all equipment or plant is for use on work, and the regulations may even include the 'do-it-yourself' customer who gives a reward or 'payment in-kind' to a helper, the application of the standard and regulations includes virtually everything that is hired and can be classified as plant or equipment. A tent or portable accommodation used for a party or convention

would be a 'workplace' for the erectors, caterers or cleaners.

'Plant' includes any machinery, equipment (including scaffolding), appliance, implement or tool and any component or fitting thereof or accessory thereto.

'Owner' means a person who owns plant used, or intended for use at a workplace and includes a person exercising management or control as an agent of the owner.

'Suppliers', means those who provide by way of lease, rent, hire, sale, loan, hire-purchase agreement or otherwise make available any equipment or plant. It includes importers and distributors.

Implications for Hire and Rental Industry.

The complex and extensive regulatory requirements have significant implications for the Hire and Rental Industry. The draft standard is a 50 page document, and individual state regulations may add further details.

Details are far too extensive to cover in this Newsletter. It is suggested that State Branches of the Hire and Rental Association may wish to review the status of the proposed legislation with their State OHS Authority. Other contacts could be through Worksafe and the Australian Chamber of Commerce and Industry (ACCI), the employees' representative on the Plant Standards committee with Worksafe. Mr. D. Marks of the Victorian Employers' Chamber of

Commerce and Industry (VECCI), is the ACCI representative. A more detailed review is in the HRA OHS Manual, updated 1994 issue, to be available soon.

In the meantime equipment rental operators should be following existing individual state and territory regulations on plant and on operator competency certification. Eventually, national standardisation should be an advantage, if it is not made too complicated.

EXAMPLES OF LEGAL LIABILITY FOR SAFETY AT WORK

A review of over 400 cases commonly used by legal people to illustrate 'precedent' in common law suits was examined and about 40 examples typical of Equipment Rental operations selected to illustrate typical problems that can occur and for which we should be on guard. These cases and the lessons from them have been summarised for the Newsletter as follows:

Manual handling - a major cause of injury and common law claims.

About one third of the cases involved injuries resulting from manual handling, especially lifting heavy objects. These cases included the largest \$ awards, up to \$607,610, and *all of them were over \$100,000!*

Many involved simple tasks performed every day in equipment rental operations, such as:

- lifting tyres, (twice),
- lifting boxes, (twice),
- lifting bags of cement,
- unloading steel rods from a truck,
- loading and unloading gas cylinders (oxygen.) from vehicles, (twice),
- lifting heavy pipes,
- loading drum on to utility truck.

Existing Manual Handling Regulations in all states and territories, require identification, assessment and control of all tasks with risk of injury due to manual handling. The reason for these regulations is clearly demonstrated by the above cases. Refer to your OHS Manual for how to reduce manual handling injuries and associated workers' compensation costs.

Other main and important causes (revealed in the review):

- 1 Unsafe use of ladders.
- 2 Burns from flammable liquids.
- 3 Unsafe use of chainsaws.
- 4 Welding.
- 5 Sun exposure for outside worker. (resulted in death from cancer).
- 6 Scaffolding collapse.
- 7 Lack of training on dangerous task.
- 8 Inadequate supervision, especially for new or junior employees.
- 9 Horseplay, unsupervised.
- 10 Lack of assistance provided for difficult tasks.
- 11 Lack of special care for pers

sons with known pre-existing disabilities especially back, knee, eye etc.

- 12 Failure to take corrective action after an accident, - repeat accident occurred

Management action to prevent serious accidents and common law claims.

- 1 Have an established OHS Program with safe work procedures that are enforced through safety-trained supervisors.
- 2 Safety training for employees.
- 3 Safety systems, e.g.:
 - accident investigation,
 - workplace hazard inspections followed by corrective action where necessary.
 - adequate safety warnings for customers / users of equipment.

Lessons from these cases.

- * Manual handling is a major cause of costly litigation.
- * Common and apparently simple tasks performed every day have potential for serious consequences and must not be overlooked., e.g. filing cabinet fell on employee while filing; damages awarded - \$448,010. !

WHAT'S HAPPENING IN COURT

We can learn from the misfor

tune of others. In the following items, the results of industrial accidents and the consequent actions of courts, magistrates, and the legal system can be used by prudent managers and owners of equipment rental businesses to show some of the things they ought, or ought not to be doing in the field of work safety.

Legal precedent - criminal charges and individual responsibility.

Two important legal precedents show the trend of holding *individual* responsible for work accidents rather than corporations.

- * A company *director* as well as the company responsible, are being charged with manslaughter following a work fatality. (Vic., Magistrates Court)
- * A *worker* was fined \$17000 after a fatality involving climbing a ladder. (NSW Industrial Court)

This approach, much favoured in USA, is being increasingly pursued in Australia following a visit to Australia of Californian attorneys, by invitation of the local lawmakers. They believe that *company* fines are less of a deterrent than *individual* fines. Also, it is usual for management exclusively, from director level to supervisor, to suffer the penalty for injuries to workers, but in this case, a worker was fined. The person involved was a leading hand with appreciable control of the task on a temporary basis. A common legal principle is that the responsibility is proportional to the degree of control over the work, when accidents occur.

Tough line on fatalities.

A Melbourne criminology conference tabled a report that 25% of work deaths in Victoria over the last two years should have been considered for prosecution for manslaughter.

Company director fined \$10,000.

In W.A., a company director was fined \$5,000 on each of two counts relating to body corporate members being responsible for offences where safety offences occur.

Company fined \$40,000.

A W.A. company was fined \$20,000 on each of two counts for failing to provide a hazard-free workplace and failing to provide safety instruction and training. The case resulted from an employee falling through a brittle asbestos cement roof.

Company liquidation after heavy fine.

A Queensland company has gone into liquidation after being charged \$30,000 over an employee death. The worker was crushed and died while operating a skid-steer loader, *contrary to the foreman's instructions*. He did not have a certificate of competency, the loader was not fitted with side screens and the seatbelt was not operative.

Note that despite the employee being instructed not to use the machine, the company was held responsible, and obviously the machine was in an unsafe condition. The proposed National Plant Safety Standards are targeted at such equipment problems.

Machine guarding.

A \$497,000 common law award against a crane company for failure to properly guard a fan, reinforces the need to ensure adequate guarding.

the crane driver's hand was sucked into a fan during checking of a vibration resulting in severe injuries. Damages included \$300,000 for loss of wages in the future.

A recent National Safety Council of Australia study of accidents involving machine guarding in W.A., found that 75% inadequate or no guards. Operators said they did not use the guards because they reduce productivity (30%), were inconvenient (27%), or reduced visibility (19%).

Good engineering design can almost always avoid the above objections.

Safety Newsletter is written by David Pye, Principal of Carlingford consultants. Comments and suggestions about safety matters for the Hire and Rental Industry are welcome and can be addressed as follows:

Safety Newsletter
c/o Carlingford Consultants,
36 Darwin St., Carlingford,
NSW, 2118.

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 and now here in Australia.

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 complimentary 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 the Critical Conditions Hotline on 008 819 255 (free call).

References:

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

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

New Applications For Old Faithful

As a hire operator you probably know the benefits of a Flextool model 212 submersible pump.

When the going gets tough for other pumps and the strainer continually blocks, the Flextool 212 gets going and handles almost anything that will pass through the 20 mm strainer openings - mud, sand, gravel, oil grease, stones and sludge. No priming, just drop it into water and off it goes delivering these materials along inexpensive 50 mm layflat hose, that can be rolled and stored easily.

However you may not have discovered some of the off-beat applications for this versatile pump.

Waterways

Jet piling (a colloquial term) is a method of sinking piles in sand and sandy loam by means of a water jet that displaces the sand around the pile or post, allowing the pile to sink in place.

The end of the 212 pump discharge hose is directed around the base of pile or post. This displaces the sand and allows the pile to sink to depth under gravity.

Along the Queensland coast the 212 has a reputation as the best known pump for marine salvage. There are many stories of boats that have been saved by the 212 pump, including a large fishing trawler.

The Flextool 212 pump is excellent for pumping water and sludge from river slipways and moorings.

The 212 pump provides an inexpensive means of dredging small canals waterways and dams which have silted up. The pump is slowly pulled along the bottom to remove the silt. In deeper water this operation is done with the assistance of scuba divers who handle the pump like a vacuum cleaner.

There are occasions when the construction of bridge-works and roadways requires the short term diversion of a river or stream. After a temporary dam has been constructed and the watercourse has been drained, the model 212 pump is used for dewatering the river bed.

When extending or maintaining recreational facilities on the banks of lakes and rivers, the model 212 pump facilitates temporary access to underwater areas.

Sandbags are used to build a temporary dam around the site. The model 212 pump is used to dewater the work area while work is in progress.

Rural

In recent years pork producers have found that spraying liquid manure onto pastures gives more even distribution. It also facilitates more rapid breakdown of the waste and greatly improves the pasture. The superior solids handling capability of the 212 pump excels in this application.

When asked how long cattle would wait before feeding on sprayed pasture, a wellknown pig producer replied, they start eating right away., they think it's salad dressing.

The portability and volume performance of the 212 pump make it ideal for use on rural properties and by rural fire brigades to transfer water from a stream or dam to a tank or mobile tanker.

Cattle dips can be stirred prior to sampling and accumulated mud can be stirred into suspension before pumping out.

Septic tanks can be pumped out. For best results stir accumulated sludge into suspension while pumping.

Wash down of cattle and livestock can be undertaken when the need arises using the 212 pump.

Mining

In Queensland the Flextool 212 pump is known by mining companies as a *mud pump*. Mud that used to be shovelled by hand is now mixed into a slurry and pumped by the model 212.

For underground dewatering it is powered by a pneumatic drive unit. Above ground the pump is used for general dewatering and handling of spills.

In Western Australia it is known affectionately to the mines as a *puddle pump*, puddles being about the size of a lake. However, at 56,000 litres per hour, one or more 212's make short work of moving puddles around whether they are operating in open cuts or deep underground, as they are with Western Mining Corporation.

Getting better performance from your model 212 pump

When it is not necessary to pump sand or solids it is best to use a strainer 'basket' or float to support the pump and keep it off the bottom. This will reduce pump wear due to abrasion.

For best results stir solids into suspension. Ensure that the solids on the bottom of the pit or pond are stirred into the surface liquid.

A common way of achieving this is to direct a hose from the pump, a large volume tap or a second pump using waste water, into the tank or pit for a short time until the solids are stirred from the bottom.

Remember, two heads are better than one. Do not forget that if the water flow is greater than can be handled by one 212 pump head pump, a second unit can be employed.

Layflat hose can kink and impede the flow of the fluid and solids. A semi rigid hose with 50 to 75mm diameter will give the best results.

Fact sheets

Fact sheets with information on these and other applications is available from local Flextool branch. Your phone or fax enquiries for copies are welcome.

Flextool (Aust) Pty. Ltd. Telephone (03) 419 6300, Fax (03) 4171391

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 internationally, 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)

Distributed by Kango Construction Tools Australia




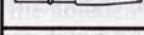

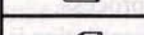
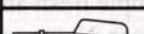
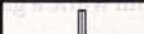



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TOOLS	
	Moiil point
	Narrow chisel
	Wide chisel
	Wedge
	Long chisel
	Asphalt cutter
	Reinforced asphalt cutter
	Spade
	Tamper: shaft pad

Australian LPG Pure Energy

Consumer Guide For Safe Handling

Principle Characteristics

- L.P. Gas is "liquefied petroleum" gas, commonly known as L.P.G. or simply "bottled" gas. These are names used to describe PROPANE and BUTANE.
- L.P. Gas is stored in cylinders under moderate pressure as a liquid. When gas is required, the cylinder valve is opened and some of the liquid boils off as a vapour or gas.
- L.P. Gas as a liquid expands to 270 times its volume as a vapour. This enables L.P. Gas to be transported and stored as a compact liquid but be burnt as a gas.
- A strong, distinctive odourant is deliberately added to L.P. Gas to assist in early detection of even minor leaks.
- Since L.P. Gas is heavier than air, any leaked gas will always flow downwards, collect in low spaces and be slow to dissipate without ample ventilation and air movement.
- All L.P. Gas is absolutely non-toxic, non-corrosive, clean burning and non-polluting, but if inhaled in sufficient volumes it would cause suffocation.

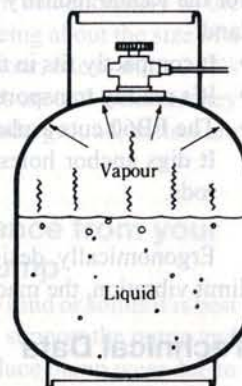
Basic Safety Rules

- Ensure fixed L.P. Gas installations are carried out and serviced by a licensed or authorised gas fitter. This includes work in premises, on caravans and boats.
- Keep L.P. Gas appliances and fittings in first class condition. Check them regularly for any deterioration in performance, signs of corrosion or for minor leaks. If any leak of gas is detected, refer to Emergency Procedures.
- Use only equipment and parts specifically manufactured and approved for L.P. Gas. Appliances burning L.P. Gas are tested and approved by the Australian gas industry. Look for the endorsement badge on every product.
- Hold burning match or gas gun at the burner, then turn "ON". If gas fails to ignite promptly, turn to "OFF", ventilate for at least 3 minutes to disperse the gas and repeat the process.
- Adequate ventilation is essential when using L.P. Gas to allow ample fresh air for combustion and removal of burnt gases. Never seal doors, windows or tents for extra warmth while a gas appliance is being operated.

Care of L.P. Gas Cylinders and Fittings

1. All L.P. Gas cylinders sold in Australia are designed and manufactured to meet strict Australian Standards Association specifications.

2. Every cylinder must be inspected at an authorised L.P. Gas Test Station at least once every ten years. The last inspection date is stamped on the cylinder collar, neck or foot ring.
3. A safety valve is fitted to the vapour space to allow automatic relief of any excess pressure due to over-filling, or in the event of a fire.
4. Never tamper with the safety valve or other cylinder fittings. Do not use undue force to open or close the main cylinder valve. If in doubt, consult the supplier.
5. If any leakage from the valve of a small cylinder is detected or suspected, move the cylinder to a safe location at least 20 metres from any possible source of ignition. Slowly release the contents. Return the empty cylinder to a Test Station. Where a leaking cylinder is part of a fixed installation, shut off the main valve and immediately notify your gas supplier.



6. L.P. Gas cylinders (except for fork-lifts and automotive fuel containers) must always be transported, stored and used in an upright position. This ensures that the safety valve remains in vapour space and not immersed in the liquid.
7. Store cylinders well away from possible sources of ignition or excess heat and in a well ventilated space. Do not store near other compressed gases.
8. Keep cylinders secure during transport. Use a cylinder sealing plug whenever the appliance is not connected.
9. Shut-off the cylinder valve before disconnecting cylinder from the appliance. Conversely, when replacing an empty with full cylinder ensure that appliance isolation cocks are turned off.
10. Cylinders are not to be totally filled with liquid L.P. Gas. To allow a safe vapour space for liquid expansion with temperature change, the correct maximum fill is approximately 80%.
11. The filling of any cylinder from Service Station bowsers, other than for automotive use, is an offence. This practice could result in the supply of automotive grade L.P. Gas.

Use & Care of Fixed L.P. Gas Appliances

- Installation and maintenance of L.P. Gas appliances

must be carried out only by licensed or authorised L.P. Gas installers, to ensure State Gas Regulations are observed.

- The Installer is responsible to ensure that new or replacement appliances are connected, tested, adjusted and in safe working order. Appliance operating instructions should be handed to the consumer and explained by the Installer.
- L.P. Gas appliances must not be connected to other gas supply systems, such as natural gas.
- Adequate ventilation must be provided to give air for satisfactory combustion and ensure ample dispersal of the burnt gases.
- Installations in caravans, recreational vehicles and boats must comply with the Installation Code applicable to fixed appliances. Cylinder compartments must be sealed from the interior of vehicles/boats and vented to the outside. Cylinder valves must be closed when a caravan is in transit. Never use any gas appliance, including a refrigerator, in a moving vehicle.
- Turn off every L.P. Gas appliance in caravans/boats before petrol refuelling.
- Do not use a cooking appliance or stove as a room heater.
- Do not use unflued L.P. Gas appliances in bedrooms, bathrooms or sleeping annexes under any circumstances.

Portable & Leisure L.P. Gas Systems

- Read the manufacturer's operating instructions.
- Keep cylinders upright and on a stable base.
- Gas regulators must be kept clean.
- Do not operate a portable or unflued L.P. Gas appliance unattended or where people are sleeping in enclosed spaces.
- Connect regulator and hose joints "spanner tight".
- Even in the outdoors, make sure there are no leaks in the system.
- Check for leaks by brushing on soapy water. NEVER USE A MATCH!
- When a portable appliance is not in use, turn off the cylinder valve.
- Ensure that cylinders are not overfilled. Small cylinders filled by volume in the field are fitted with ullage gauges, from the outlet of which liquid L.P. Gas appears as a white fog when the cylinder has been filled to the maximum permitted level of 80%. The filling operation is then stopped.
- Use the correct type of hose. Do not make up temporary connections. Keep hose gently curved to eliminate kinks and damage.

Emergency Procedures

Leak suspected – location uncertain

1. Check the entire system if there is ANY indication of gas leak, such as smell or hiss.
2. Test with soapy water solution, which will bubble at any point where gas escapes. NEVER use a match or flame to test.
3. Rejoint and test. If the leak has been indoors, fully ventilate the room before further use of the appliance.
4. Do not interfere with any part of a fixed installation.

Leak detected – not on fire

1. If possible stop the leak by shutting cylinder valve.
2. Ventilate the area thoroughly until the air is clear.
3. If not possible to stop the leak, remove cylinder carefully to safe outdoor location. Keep the leak uppermost so that only gas and not liquid escapes.
4. Keep hands and face clear of any stream of escaping liquid.
5. If cylinder cannot be removed, disperse gas with fine water spray and provide maximum ventilation.
6. Keep possible ignition sources at least 20 metres away until cylinder is empty. These sources could include: open fires, non-flameproof electrical appliances, camera flash, telephone, radio, vehicle engines, and any other equipment that can generate a spark.

Leaking cylinder or appliance – on fire

1. If valve is undamaged, close if safe to do so and let fire go out. Do not use again until inspected.
2. If valve cannot be closed, call fire brigade or police or gas dealer, advising location, that it is L.P. Gas and cylinder size. Keep cylinder cool by water hose but DO NOT attempt to extinguish flame. Unburnt gases in confined space may explode if re-ignited. Keep clear and await assistance.
3. If there is any possibility of cylinder(s) being engulfed by fire, evacuate the adjacent area.

Cylinder exposed to excessive heat

1. Keep cylinder cool with a water hose, sprayed from maximum possible distance.
2. Remove from heat source if possible and safe to do so.

AUSTRALIAN LIQUEFIED PETROLEUM GAS ASSOCIATION LTD

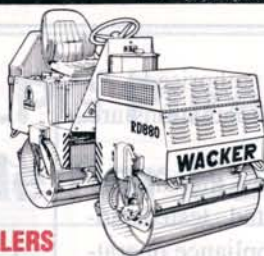
275 Alfred Street Nth,

North Sydney NSW 2060

Tel: (02) 922 3766 Fax: (02) 959 3452

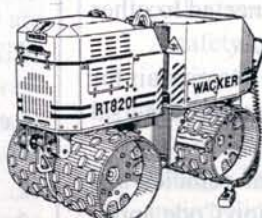
This information is supplied as a public service by ALPGA. For more detailed advice, contact your L.P. Gas supplier.

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.



TRENCH ROLLERS

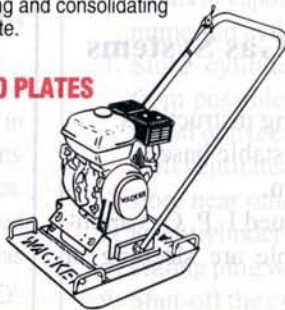
4 models - 560mm, 700mm, 820mm and 865mm wide. Unsurpassed compaction of heavy soil in restricted areas.

VIBRATORS & DRIVE UNITS



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

VIBRO PLATES



WACKER leads the way. Small petrol plates (40kg) to large diesel reversible plates (up to 600kg). Suitable for compaction of granular material, asphalt and brick pavements.

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.



CUTTING SAWS

3 models - BTS 10, BTS 11 and BTS 13. Engine performances of 3.5 to 5 kW. Designed for power and durability.



PETROL BREAKERS

A 27kg breaker for the toughest jobs. Engine performance of 2.3 kW. Percussion rate of 1270 per min. and breaking depth of 230mm in concrete.

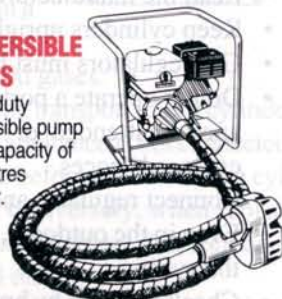


TRASH PUMPS

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.



Nothing works harder

WACKER AUSTRALIA PTY. LTD.

A.C.N. 004 659 590

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

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

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

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

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

TASMANIA. Phone / Fax: (002) 65 9528

Sickle Bar Mover to return to Market

An engine powered sickle bar mower will be making a welcome return to the Australian small machinery market shortly.

Tavco Australia will be distributing the BCS 203 Sickle Bar Mower which is produced by the Italian BCS industrial machinery conglomerate. Sickle Bar Mowers are ideal for cleaning up the rough country, especially hill work on small farms, orchards, parklands and roadsides and have had a traditional user base amongst hobby farmers, contractors, local councils and equipment hirers.

In recent years there has been no supplier of these machines in Australia. Tavco Australia will be offering the BCS model 203 which is powered by the internationally proven Briggs & Stratton 5hp, four stroke engine. The sickle bar has a cutting width of 80 cm and the direct drive gearbox provides



The BCS203 Sickle Bar Mower from Tavco Australia is designed for cleaning up the rough stuff. Powered by a Briggs & Stratton engine the mower has an 80cm cutting width.

an operating speed from 2-8km/hour. The mower has two pneumatic tyred wheels whose spacing is adjustable providing additional stability on steep slopes or uneven surfaces. In addition adjustable handlebars and simple operating controls provide a high degree of operator safety and convenience.

Tavco's Mario Taverniti said, "the BCS machines find a ready market in Europe and we expect that they will fill an important niche in the small machine market in Australia which as not been satisfied for major manufacturer based in Milan, Italy and is producing a large range of engine powered equipment with an excellent reputation for durability and reliability".

For more information on the BCS Sickle Bar Mower and dealer details contact Tavco Australia Pty Ltd, P0 Box 74, Armadale 3143. Telephone (018) 552 047 or fax (03) 822 9269.

New Murray Hydrostatic Ride-On Mowers

Three new Murray ride-on mower models will be released this month by Parklands Trading Co., exclusive Australian distributor. The new models are the 40900x20, 40903x20 and 46250x20, with 12.5 hp, 14 hp and 18 hp, respectively. The first two models feature 40" cutting platforms, while the 46250x20 has a 46" cutting deck.

Unlike some ride-on mowers which use lightweight hydrostatic transmissions, the new Murray mowers use heavy duty Dana Transaxle coupled with the proven Eaton/Spicer hydraulic pump, with oil cooler to prevent overheating. The drive is by foot control for ease of operation. The one pedal controls both speed and direction. The new models have a new step through design frame for operator convenience. They also have grease fittings on wheels, axles and cutter housing for better maintenance.

The 46250x20 features a new heavy duty lawn tractor frame and front axle for very rugged use. All the new models have a new pressure relief valve, which enables the operator to move the unit, without having to start the engine. A new dash board, electric starting and an automotive-type steering wheel add to the ease of operation. The mower deck on all models has a six position height adjustment for greater flexibility.

The new models, like all Murray mowers, are powder-coated – a more environmentally friendly way of applying paint coatings. New bug-eyed headlights further accentu-



ate the brilliant red finish. Mulcher kits are available as an option to most units. Other options include the unique vacuum wagon or twin bag catchers.

Murray ride-on and walk behind mowers have full service and spares backup through Parklands. Murray's value for money ride-on range goes from 10.5 hp, with 30 inch cut, to 18 hp (46" cut).

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 7844P

HIRE ASSOCIATION OF AUSTRALIA (NSW REGION)

Recommended Hire Rates List

February 1993

INTRODUCTION

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

RECOMMENDATION ONLY

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

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

ITEM NAMES AND GROUPING

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

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

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

ETHICS

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

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

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

Description	Size	Daily	Weekly
AUTOMOTIVE TOOLS			
BALL JOINT REMOVER		17.00	35.00
BATTERY CHARGER		32.00	65.00
BEARING SEPARATOR		17.00	35.00
CAR POLISHER		25.00	75.00
CAR RAMP (PAIR)		17.00	35.00
CAR STAND (PAIR)		17.00	35.00
CLUTCH ALIGNING TOOL		17.00	35.00
COIL SPRING COMPRESSOR		17.00	35.00
CYLINDER HONE		26.00	50.00
ENGINE HOIST		43.00	130.00
FLOOR JACK	2.25 T	28.00	85.00
JACK - TRANSMISSION		32.00	110.00
PORTA POWER - KIT		47.00	125.00
PULLER - GENERAL		17.00	35.00
PULLER - SLIDE HAMMER		26.00	50.00
RIDGE REMOVER		17.00	35.00
RING COMPRESSOR		17.00	35.00
TENSION WRENCH	120 lb	17.00	35.00
VALVE LIFTER		17.00	35.00
BARRICADES, PLATES & SHORING			
BARRICADE		6.00	6.00
FLASHING LIGHT		6.00	6.00
MESH		10.00	10.00
SIGNS		6.00	6.00
WITCHES HATS - PER 5		6.00	6.00
BRICK & PAVING			
BLOCK SAW & DIA. BLADE		172.00	775.00
BLOCK SPLITTER		37.00	110.00
BRICK CLEANERS		80.00	360.00
BRICK SAW & DIA. BLADE		128.00	58.00
CUT QUICK & DIA. BLADE	12 In	127.00	470.00
CUT QUICK & DIA. BLADE	14 In	145.00	595.00

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

CLEANING, SWEEPING & WASHING

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

COMPACTION

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

CONCRETE EQUIPMENT

BOLT CUTTER	SMALL	13.00	25.00
BOLT CUTTER	LARGE	14.00	45.00
BULL FLOAT		16.00	55.00
GRINDER - CONCRETE	SINGLE	84.00	380.00
GRINDER - CONCRETE	DOUBLE	92.00	360.00
KIBBLE BUCKET	1/2 Yard	71.00	115.00
KIBBLE BUCKET	1 Yard	81.00	125.00
MESH ROLLER		28.00	50.00
MIXER	2 CF	29.00	100.00
MIXER	3 CF	29.00	100.00
SAW & DIA BLADE		158.00	650.00
TROWELLING MACHINE	nl 8t	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	nsM S-	26.00	80.00
FAN - DESK	PH8	16.00	50.00
FAN - EXHAUST	nl SS 12 in	30.00	90.00
FAN - EXHAUST	nl 20 in	41.00	125.00
FAN - PEDESTAL	nl 24 in	29.00	85.00
HEATER - PATIO	20,000 BTU	31.00	95.00
HEATER - PERSONAL	10,000 BTU	24.00	70.00
HEATER - SPACE (DSL)	150,000 BTU	36.00	144.00
HEATER - SPACE (GAS)	155 000 BTU	51.00	205.00
HEATER - SPACE (GAS)	260 000 BTU	55.00	220.00

ELECTRIC TOOLS & EQUIPMENT

DRILLS

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

Description	Size	Daily	Weekly
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GRINDERS

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

HAMMERS

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

OTHER

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

SANDERS

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

SAWS

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

ELEVATING WORK PLATFORMS

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

ENTERTAINING & PARTY

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

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

EXCAVATING, LOADING & TRENCHING

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

FASTENING EQUIPMENT

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

FLOOR & CARPET CARE

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

GENERATORS

GENERATOR - DIESEL	10 KVA	95.00	430.00
GENERATOR - DIESEL	12.5 KVA	125.00	510.00
GENERATOR - DIESEL	15 KVA	135.00	550.00
GENERATOR - PETROL	2 KVA	50.00	150.00
GENERATOR - PETROL	3 KVA	55.00	225.00
GENERATOR - PETROL	5 KVA	70.00	300.00
GENERATOR - PETROL	7.5 KVA	89.00	385.00

HOISTS, ELEVATORS & CONVEYORS

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

LADDERS, TRESTLES & PLANKS

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

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

LANDSCAPING & GARDEN

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

LIFTING & JACKING

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

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

LIGHTING

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

MATERIALS HANDLING

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

MOVING AIDS

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

PAINTING & DECORATING

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

PLUMBING

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

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

SCAFFOLDING, PROPS

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

TARPAULINS

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

TRAILERS

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

WELDING

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

TRUCK RENTAL RATES

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

	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

DOUBLE

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

18 in
19
OF 21

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

Contact:		DATE
Company:		
Address:		
Phone:		
	Postcode:	

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

DS11 Chain Saw With Diamond Chain

The Stanley DS11 Diamond Chain Saw brings a new technology to the concrete cutting industry. With chain segments impregnated with diamond and laser welded to the chain, you can cut concrete (either wire or rebar reinforced), brick, concrete block, masonry or stone.

Whether you're involved in construction, remodeling, demolition, maintenance or rescue, Stanley has a saw and chain combination to complete your job with efficiency and productivity.

Because the DS 11 is a chain saw, you can cut square corners and avoid over-cuts or expensive and time consuming corner drilling that requires finish patching and additional labor. That's especially important in load bearing walls where many architects and engineers are specifying no over-cut. Using the plunge cut ability of the Stanley DS11, you can quickly cut window and door openings, air conditioner cut-outs in walls and notch or trim concrete pipe.

You can now cut to a full 15 in./38cm depth in one pass with a saw that's easily handled and operated by one person. Because of the light weight, compact size and maneuverability of the DS11, work in confined areas or rough terrain is much easier to accomplish. You can even make a clean cut all the way to the bottom or base level of a wall.

Hydraulic power for the DS11 is readily available from dedicated, portable power units or just about any vehicle equipped with hydraulics. Trucks with either PTO or belt driven hydraulic systems can power the DS11. Backhoes and mini-excavators are just a few of the convenient power sources that are probably already being used on your jobs. With the DS11 you'll get better equipment utilization and a better bottom-line.

The DS11 is loaded with features to make it work hard and stay on the job. The DS11 uses a higher chain speed (5500 fpm) than other saws. Since concrete "cutting" is really concrete grinding, high chain speed means more productivity and smoother operation.

The interlocking safety trigger prevents inadvertent saw operation and controls actuation of the water control valve. Water flow starts and stops as the user operates the trigger. Clean-up is easier, you'll use less water and operator comfort is enhanced. Water cooling and lubrication is routed internally along the entire length of the saw bar so you can achieve maximum penetration in the material during a plunge cut.

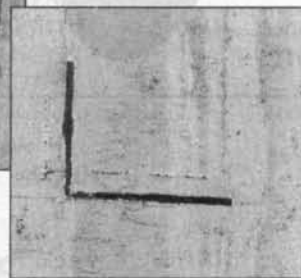
Conveniently placed bucking spikes provide cutting leverage to let the saw do the work, not the user. Ergonomically designed handles and guards help to reduce operator fatigue and provide protection from chain contact or



Plunge Cut



Corner Cut



Trim Cut



Slab Cut

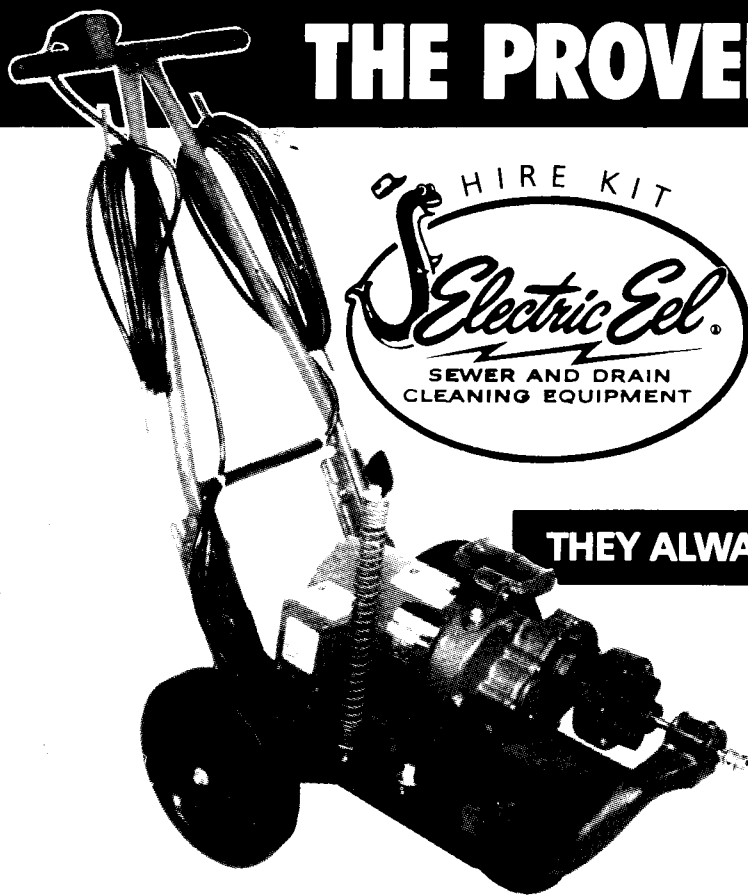
abrasive material as it's being cut. A heavy duty cast aluminum chain guard prevents a loose or broken chain from being thrown from the saw.

The DS 11 is fully compatible with HTMA (Hydraulic Tool Manufacturers Association) Class II hydraulic systems (8 gpm /30 lpm at 2,000 psi/140 bar). Using hydraulics, the DS11 is quiet and smooth.

Because it's hydraulic, the internal components of the DS11 are sealed from the outside environment and constantly bathed in lubricating oil.

Long term storage can't hurt the DS11 either, because you thoroughly lube it each time you use it. There's no pre-storage prep or start-up hassles when the next season comes around.

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

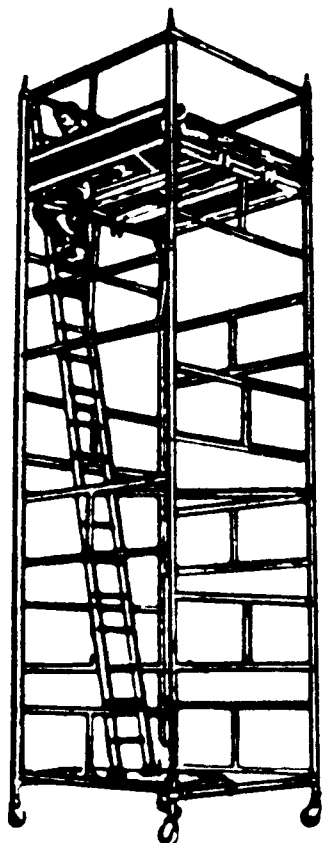
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DISTRIBUTORS THROUGHOUT AUSTRALIA

power for the
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NO-BOLT SCAFFOLDS

ALUMINIUM TOWERS

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.

NO-BOLT SCAFFOLDING PTY. LTD.

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DEAL DIRECTLY WITH THE
MANUFACTURER CALL
NOW TOLL FREE
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

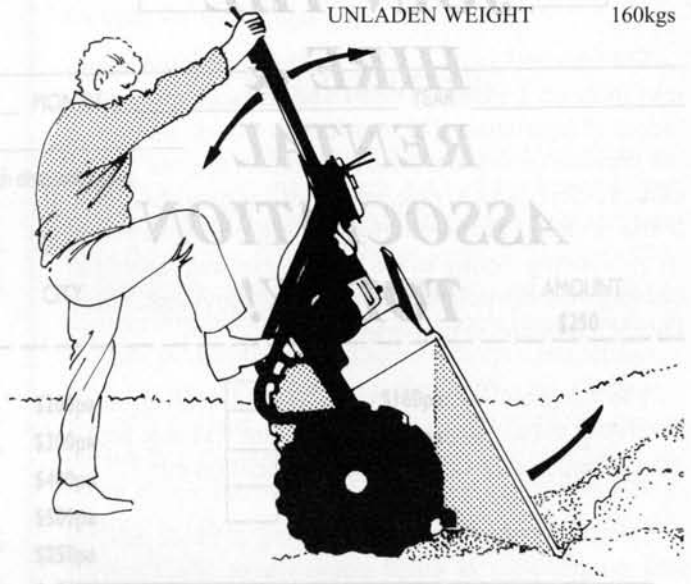
Whenever the job calls for materials handling, hauling, dumping, spreading with minimum operator fatigue

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



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
73 PARRAWEENA ROAD, TAREN POINT NSW 2228
PH: (02) 540 5274, FAX: (02) 540 4915, MOBILE: 018 233 220

***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)

28 501

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

	CITY	COUNTRY	AMOUNT
ENTRANCE FEE (ONCE ONLY)	<input type="checkbox"/>		\$250
FULL MEMBER:			
*Annual Turnover up to \$500,000	<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 _____



Overseas News

From a recent edition of **EXECUTIVE HIRE NEWS**, the news magazine of Hire Association Europe.

The European court has confirmed that the amount assessable for VAT (GST?) on goods purchased by a credit card is the amount charged to the customer. A Belgian company unsuccessfully argued that the consideration was the net amount received from a credit card company which deducted 5% commission.

We have also received the 1993/4 Directory of Members of this Association for anyone intending to visit this part of the world.

LEGISLATION

The Human Rights Act 1993 - This legislation comes into force on 1 February 1994 and replaces three other pieces of legislation. The Act forbids discrimination on the grounds of sex, age, marital status, religious belief, ethical belief, colour, race, and ethnic or national origin. It also prohibits discrimination on the grounds of disability (including having in the body organisms capable of causing illness) political opinion, employment status, family status and sexual orientation.

The Act prohibits discrimination on all these grounds in relation to employment, education and training, provision of goods and services, accommodation etc.

Companies should consider having in place policies and programmes of equal employment opportunity (EEO) which will assist them to comply with the requirements of the Act. Meeting standards set under the Act means taking all possible steps to removed barriers which serve to limit employment opportunities, particularly for people in categories identified.

Employer- Provided clothing and FBT.

If an employer provides clothing, under certain criteria this will now be exempt from FBT and in fact is retrospective to 1 April 1985. Members should note the following.

The allowance exemption applies where the supply of clothing removes the need for the employer to pay and allowance under section 73 of the Act to the employee.

For example, uniforms worn by nurses and protective clothing will not incur FBT because of this exemption. The allowances exemption has been retained.

The second exemption is the premises exemption. This section exempts from FBT all benefits enjoyed on the employer's premises, and benefits enjoyed while carrying out employment duties elsewhere. Therefore clothing worn only on the employer's premises will not be subject to FBT. However, if the clothing is worn in travelling to and from work or off the employer's premises during work hours for any reason except to perform work duties the exemption may not apply.

The amendment resolves this problem by removing clothing from the premises exemption from 1 October 1993, and introducing a new exemption specific to clothing.

OVERSEAS EXCHANGE PROGRAMME

Kelvin Munro from Projex Equipment Hire in Auckland has returned from the United States of America as our first Overseas Ambassador and he has filed the following report:

After a few false starts we managed to make contact with a willing host Company *Tates Rents* in Boise Idaho a private company with ten stores spread throughout the city with nine equipment and one party hire.

With the aid of modern technology faxes were soon flying back and forth which was helpfill in preparing us both for the two weeks we were to spend together. Having never been out of New Zealand this was all the more exciting and as usual took too much of everything.

Boise is situated on a desert plateau 2500' above sea level and enjoys dry sunny days in the summer and snow in the winter. Its mountain resorts, popular with skiers, including many Hollywood stars who have vacation homes there. With the *Bise* river running through the city the green belts either side and an abundance of trees one could become accustomed to the peaceful way of life.

Arriving in Boise after a weekend in San Francisco I met my Hosts *Syd* and *Mary Tate* for what was to become an unforgettable two weeks of exchanging ideas, culture and making new friends. *Tates Rents* is a family business started by *Syd's* father in 1946 taken over by *Syd* and now

Syd's three sons and one daughter, Paula who runs the Party Hire.

The Tate family is very community minded so I soon became used to early breakfast or luncheons with various Kiwanis Clubs and local businessmen to discuss a wide range of topical issues from children to traffic problems. Days were spent exchanging ideas on all aspects of hire, yard visits and even lunching with the opposition Brad Bengson of Browns Rents. It is pleasing to note that New Zealand is certainly not behind the hire scene and in some cases ahead.

The concept of the ambassador exchange for my part has been a richly rewarding experience and one I shall carry with me always and I would like to thank the New Zealand Hire Association and Projex Equipment Ltd for the chance to participate and hope that many more ambassadors from both sides will enjoy the rewards and benefits from this programme.

The challenge is there for any other member interested in being considered as an Ambassador. Please contact the Executive Director for further information. The ideal time for such a visit is in conjunction with the annual ARA Convention, however time may be running out for the 1994 Convention. One never knows however. The programme is fairly flexible and can be just for a week or two weeks in separate locations

A VISIT WITH A DIFFERENCE - a report from a Zone 2 member

At the recent Zone 2 meeting in Palmerston North several Members had the privilege of visiting the National Toyota Training and Service Centre. It was a most rewarding and enlightening experience to see for ourselves just what lengths they go to looking after their customers every need. From a customer's phone call to their most complicated customer problems the whole operation is geared with the customer's need first. I always thought that the Board room decisions were paramount to the operation of a big Company. Not at Toyota - they proved to us that the top of the pyramid was the customer, followed by all the people who field and service enquires and problems, and lastly is the board room executive who in their terms is the least likely to be able to satisfy a customer enquiry.

This made us think pretty hard. We have all been trained to think that the most important person was the boss. Their way is that every single person in the Organisation has a responsibility to their customers, and the ability and authority to do whatever is needed to keep the customer happy. Even to the system in place that who-

ever makes a mistake, sends the wrong part etc. is personally responsible for phoning the customer and explaining and apologising for the error. No duck - shoving here of passing the buck. They insist on honesty too, if a mistake has been made they own up and put it right. Their training programme is responsible for training for everyone from cleaning staff, technical tradesmen, clerical, computer and sales teams from the Dealerships around the country and their aim, is total commitment. Our group of Hire Members being the inquisitive bunch we are, asked heaps of questions and were rewarded by the most interesting and frank answers from their Technical and Training people. We all found that we need to place more emphasis on what the customer needs (and what he asks for is not always what he needs) The Boss's role is to make sure the wheels don't fall off the Company, but everyone in the workplace has an equal responsibility. The Toyota way is that all he staff work for the customer, not the boss. Do we all go that extra mile ? Do we all listen to what the customer really wants which is service. Are we all totally committed to making sure the customer is the most important person in the Company ? Bit hard on us bosses who thought we were important.....

LEGISLATION

At recent Zone meetings considerable discussion has taken place about the Privacy Act and to a lesser extent the Consumer Guarantees Act. It appears that our fears over the former need not be as great as first thought, however when collecting details from individuals (as distinct from Companies as your clients) then you need to make such individual aware of what you intend doing with the information once collected. We have had our Solicitor prepare amendments to the Sample Contract documents we sent out to Members early in 1992, to cover both these pieces of legislation and we enclose a new set of documents. Please read the covering note to these carefully.

A recent article in the Foodservice newsletter on '*Parental and Employment Protection Act*' could be of interest for any member finding themselves in this situation with staff. We will be happy to send a copy upon request.

CODE OF PRACTICE for Light Trailers

Kevin Gallichan and previously to him Trevor Tuffnell gallantly represented the Association (and also the New Zealand Contractors Federation) on the working Party to establish this Code. I say gallantly as any concerns expressed by our representatives about the change of the

tow ball size and the time such a change could be spread over were ignored.

The Code NZS 5467 : 1993, has been published and is available through the Standards Association, Private Bag 2439 Wellington.

The Code is **VOLUNTARY**, and will remain so until such time as any legislative body brings it into legislation / regulation. The Land Transport Safety Authority, which is now responsible for transport legislation advises that it will probably be 1996 before this is legislated for. In the meantime be extremely careful when hiring out equipment which is to be towed that your equipment **CLEARLY** details which size tow ball it should be used with. Some members are using a colour coded system which is fine until the hirer allows someone else to drive a vehicle with the hired equipment attached and does not explain the difference in tow ball sizes and therefore couplings.

BE WARNED. Because experience has shown that in the event of any incident then the Hire Company will be the first to be blamed.

DIARY DATES

January 24 - 27	HIREX '94 Wembley, London
February 6 - 9	ARA Convention, Miami
August 16- 18	New Zealand Convention, Hastings

GENERAL

- In a previous newsletter we included a flier from Greenmeadows Hire in Napier about plastic knives, forks, spoons. John tells me he still has some available for sale at the special rate and anyone interested should make contact with him on (06) 8448630
- Rumour has it there will be a suitable gathering in the town of Dannevirke on 15 January to celebrate a milestone in the life of our President. We won't embarrass him by saying which decade he completes.
- Warren & Lynn Egen are representing the Association at the **American Rental Association Convention in Miami** in February and are keen to know of any other New Zealand members attending. Warren is to take the opportunity to discuss with ARA officials the possibility of expanding the Overseas Ambassador programme.
- We invited a few members to provide comments on what would be an acceptable depreciation rate for Marquees / Tents and we thank those few members

who responded. We are following this matter up with advice from a Tax Consultant and will make further decisions following that visit.

- In February we will be inviting Members to provide information for an Average Price Guide. This will be published in two sections, Party and General Hire.
- A recent Zone 2 meeting concluded with a very enjoyable and happy Chinese Banquet which included a Karaoke night. John Mikk.. demonstrated why such machines should be banned !!!
- Our sympathy to the Management and Staff of **Rush Hire Ltd.** who recently suffered a bereavement with the death of one of their staff members. Our sympathy also to Diane and Hamish Bates in their recent bereavement.
- It would seem the record we were part of in Dunedin relating to the largest Haggis produced may be under challenge with the suggestion that the record was 285.8 Kg rather than the mere 48.84 Kg we saw. It all comes down however to how many stomachs were used in the respective attempts.
- We referred earlier to the **Foodservice Association** of which we are Associate Members. We have a list of members who have previously requested copies of this organisation's newsletter and we will be happy to include other Company names which may be interested.
- The Standards Association invited the Association to provide a nominee on a joint Australia / New Zealand technical committee on Service Contracts. Warren Egen has undertaken this role although our continuing participation will be reviewed later in 1994.

INDUSTRY NEWS

Ready Hire Ltd. has bought out the business of All Trades Hire in Rotorua (with the exception of the Party Hire section)

Pukekohe Hire has (temporarily ?) transferred its Party Hire Section to other premises, being a few hundred yards away from the main depot.

A number of Associate member Companies were involved in the **Contract '93 Trade Exhibition** held in Christchurch at the end of November. This was the first Contract show in the country since 1987 and with over 90 Exhibitors those involved in the Industry had plenty to view. The results appear to be mixed.

The Directors accepted the membership of **TK Hire** of Oamaru at their recent meeting. If you are ever passing through Oamaru, then I am sure Terry Kappely will be pleased to see you.

Enclosed with this newsletter is a supplementary sheet to the 1993 Membership Directory.

TRAVEL CLUB

The Association has established a Travel Club for Members to participate in. Members who register with the club pay an agreed amount into the club each month as a credit against any future Association organised tours. In addition arrangements are being made with Trade Suppliers to offer discounts' on purchases with these funds also being paid into the Club against the name of the member concerned.

The first Overseas tour planned by the Club is to

Europe later in 1995 which will offer the opportunity to visit Manufacturers and Hire outlets in that area

The 1994 New Zealand Convention will be held in Hastings on the West Coast of the North Island beginning Tuesday 16 August through to Thursday 18 August.

As usual a warm invitation is extended to any Australian members interested in attending to register their interest so that further information can be forwarded to them when finalised.

PARTY AND HOSPITALITY BOOKLET

The Association is to print a booklet detailing those Companies which are involved in Party and Hospitality Hire. This will be a good promotional booklet which will be distributed direct to Companies involved in the Hospitality Industry.

Advanced Power Products To Supply 920 x 2.5 kVA Generating Sets To The Army

Advanced Power Products Pty Ltd (APP) has been awarded a contract to supply 920 APD2500 generating sets (2.5 kVA) to the Australian Army. Delivery will commence in March, 1994, and continue to mid 1996. The contract, worth over \$5 million, was signed on November 19, 1993 by Brigadier Grahame Hellyer from the Army's Materiel Division in Canberra and Mr. Don Pulver, Engineering Director of APP.

The result of over five years of development, the APD2500 has survived vigorous Defence Environment Testing. This includes extreme climatic conditions with intense solar radiation, army vehicle transportation across some of Australia's most rugged terrain and battle field conditions, e.g., dropping from the back of transport vehicles.

The rugged generator construction includes a resiliently suspended engine and alternator assembly inside a robust frame, with lift out carry handles and tilt trolley wheels.

Powered by a Yanmar diesel engine, the Army generator features a brushless self excited alternator to provide high quality 240 Volt power for communications, computer systems, calibration equipment and general appliances. A microprocessor-based voltage regulator, designed and built by Advanced Power, sets a precedence in voltage regulator technology. The generators will be the basis of the Australian Army's portable 240 V generator fleet for the next 15 years.

Advanced Power Products manufacture a wide range of generators, from compact portable models to larger models



Brigadier G. Hellyer (Aust. Army) and Mr. Don Pulver of Advanced Power Products, with the APD2500 generating set at the signing of the contract for supply of 920 units.

for use in rural and industrial fields, as well as stand-by power use in government, mining and commercial applications. Other products include engine driven welders and mobile lighting towers.

For more information, please contact:
 Advanced Power Products Pty Ltd
 33 Shepherd Street
 Liverpool NSW 2170
 Phone: (02) 600 6555 Fax: (02) 821 1936

Machinery Supply Company's New Move An Instant Success

A 20% increase in staff and the establishment of a new division are only two signs that point to the success of Youngman Richardson and Co Ltd, located on Auckland's North Shore in Glenfield.

As a major supplier of roading, grass care and construction equipment to Contractors and Hire Companies, Youngman Richardson and Co Ltd are vulnerable to market forces which in many cases are beyond their control.

Says Bob Youngman, Chairman of the Company, "If you combine the results of the decline in commercial building a couple of years ago, with the privatising of Government Departments so that private contractors took over Departmental work, you have a marked downturn in an industry with far reaching effects."

But bad news is not something Bob Youngman likes to contemplate. His answer is simply to go out and do something about it.

Two years ago when many New Zealand companies in similar situations were faltering or failing, Youngman Richardson increased their participation in relevant exhibitions, increased their presence out in the market place, recognised their strengths and firmly eliminated areas of weakness.

"We did what every other prudent company did in order to streamline their operation," says Tim



Tim Richardson, left and Bob Youngman, founders of the firm that bears their names.

Richardson, Managing Director. "We looked for new product lines to supplement those in temporary decline. We have found them in an area familiar to our customers but new to us."

On a recent visit to the United States Tim had been impressed by a range of fully co-ordinated coloured paper and plastic disposable party ware designed specifically for special events, such as birthdays, weddings and Christmas. "These were of such high quality you would wonder why anyone would want to throw them out, but that's what they were designed for."

By diversifying into party ware products, Youngman Richardson found a new source of revenue. Introduced early in 1993 the Party Supplies Division was an instant success and sales have already contributed significantly to an increase in turnover.

A sales executive, recently appointed, is now promoting the range nationwide, under the banner "Special Events". The company has formed a separate division to market the party products. Folding and stacking chairs, chinaware, cutlery and stainless steel hollow-ware have all been added to the range.

Bob Youngman says, "Financial experts tell us that the economy is improving all the time. The economy is a little bit like the weather; believe the experts and you would get drenched without an umbrella. We know the economy is improving because we are contributing to its growth. This is a company established some thirteen years ago by two guys who were made redundant. Today Youngman Richardson contributes to the success of some seven or eight sub-contractors on the North Shore who supply parts or products to our manufacturing division. We are a New Zealand family business and both Tim and I are proud of what has been achieved. Despite the tough times which we are now leaving behind, we have produced growth every year."

For further information:

P.O. Box 100-040, North Shore Mail Centre, Auckland 10.
1 95 Wairau Road, Glenfield, Auckland 1 0.
Telephone (09) 443-2436 Fax (09) 443-2435

Access Industry News

Australian Standard On Use Of Access Equipment

Many questions are difficult to get firm answers on at present in the access business. For example:

- how level is level enough to elevate a platform?
- when can you carry materials and when can't you?
- what happens when a machine reaches its 10 year design life?

A new Australian Standard is expected to come into force around mid 1994 to address these and many other issues. It is part of a series of "Safe Use" Standards covering many classes of equipment. Sections include Management and Operator Responsibilities. Selection, Siting, Maintenance and Inspections.

JLG CELEBRATES ITS 25TH YEAR

This year marks a quarter of a century for JLG - the world's leading supplier of self propelled boom and scissor lifts. John L. Grove (of Grove Crane fame) started JLG with the aim of allowing people to work more safely and productively at height. Soon after, the boom lift concept as we know it was born, and JLG today maintains their leadership in this growing market.

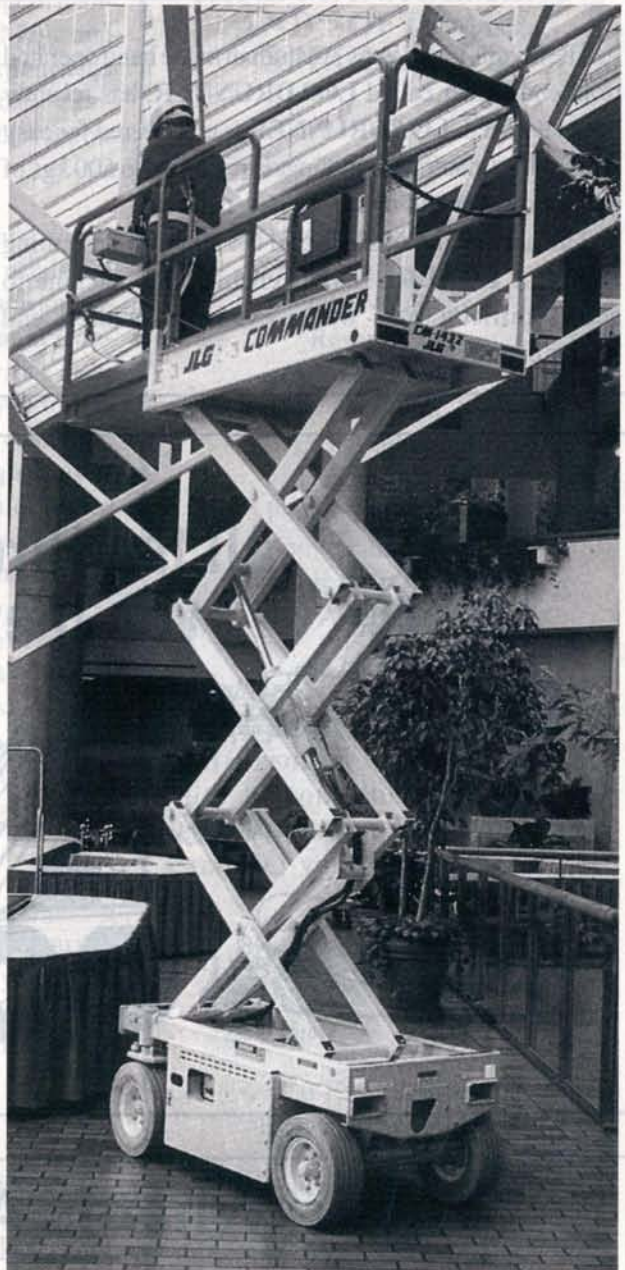
SMALL ELECTRIC SCISSOR MARKET EXPANDS

More and more people are discovering how much better scissor lifts are than ladders and scaffolding. There is a strong worldwide growth in the demand for the safety and productivity of scissor lifts as people switch from old methods.

New models like JLG's CM1432 have 90 degree steering, can fit in an elevator and drive over 4 kilometres on a single battery charge!

NEW GENERATION ELECTRIC BOOMS

In years gone by an electric powered boom lift was



a very specialised unit. If you had to have one you had to trade off the good gradeability and duty cycle.

This is no longer the case with JLG's new range of electric powered booms. These units have gradeabilities of 25% (the world's steepest public road is about 20%), and can travel 40 kilometres on a single battery charge, can come fitted with an oscillating axle, a telescopic boom and powered platform rotators. With these product innovations comes the opportunity for the boom lift market to expand further.

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.

All the Hire Equipment you'll ever need.



★ Trencher

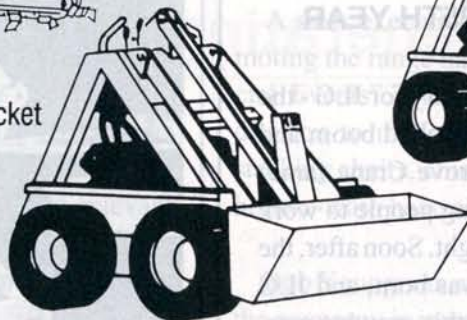
★ Bucket



★ Post Borer



A.C.N. 010 875 865



Telephone: (075) 93 4567
 Fax: (075) 93 4398
 Mobile: 018 76 4459

"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

Cost effective Rental Software

Australian Rental Systems can help you move into the future and build your business with the most cost effective software package available in Australia. Using the **OPEN SYSTEMS** modules this proven package with **OVER 250,000 users**, is designed for the Hire and Rental Industry.

Two experienced rental industry managers have joined forces to market the perfect answer to your needs for a cost effective, modular rental processing and accounting package. This versatile program runs on **DOS or UNIX** and can utilise your current hardware. No need to buy "proprietary" hardware or a large investment in expensive computers.

If you already have a Personal computer with at least 80 Mb of hard drive, you can install the **OPEN SYSTEMS RENTAL** package and start reaping the benefits of fast, efficient customer service.

The system can also take advantage of **NOVELL** networks and is the solution for smaller rental outlets requiring several screens. The unique modular design of the program means you only buy what you need. The software can grow with your business. You add modules to meet your requirements as the need arises.

Australian Rental Systems is providing a complete range of management services. Phil Moye and Leo Quinn are widely experienced in the rental industry and are committed to providing full support for your business.

Experience in the rental industry ensures that your needs for **Quality Assurance, Human Resources and Management Consulting** are delivered with a clear understanding of the Australian Rental Industry. Also available is a comprehensive **Equipment Maintenance** program designed to address your needs for cost effective service schedules.

This unique data base of service information can be customised to suit your requirements. A wide range of standard and special equipment maintenance needs have been developed to meet all your requirements.

Phil and Leo have completed several projects for a wide variety of clients and are totally committed to provide the competitive edge needed to prosper in these tough times.

All enquiries to:
Australian Rental Systems
 26 Estoril Street
 ROBERTSON QLD 4109
 Telephone: (07) 345-6078

HIRE MANAGEMENT AND SOFTWARE SPECIALISTS

- On-line Contract Processing
- Repairs & Maintenance
- Inventory Control
- Equipment history
- Sales Analysis
- Reservations
- Debtors
- Creditors
- General Ledger
- Business Plans
- People Management
- Maintenance Systems
- Management Consulting
- Quality Assurance Manuals

Increase productivity and customer service, slash maintenance and inventory costs and improve your bottom line with the services Australian Rental Systems can offer your company.

AUSTRALIAN RENTAL SYSTEMS

26 Estoril Street
 Robertson Qld 4109

3456078

New Code: Building Industry

Code of Practice: Safe work on roofs - commercial and industrial buildings.

WorkCover has issued *Code of Practice: Safe work on roofs - commercial and industrial buildings*. It came into effect on 1 November 1993.

The code provides practical guidance to those doing work related to roofing for commercial and industrial buildings, eg

designers, builders and contractors. It covers the planning, preparation and conduct of work for the installation, maintenance and removal of roof coverings, as well as movement of people working on roofs. The code also advises on preventing falls and providing individual fall arrest systems, including the use of guardrails and safety nets. The code is being distributed by industry associations, employer groups and employee groups. Free. Order from WorkCover's Publications Line, Ph (02) 370 5303.

Today's Rammer - Its Come A Long Way

When WACKER engineers designed the first rammer in 1930, they never dreamed it would become the heart of all rammers.

WACKER rammers have evolved into a highly sophisticated,

mass produced machine used world-wide.

During the past three years, WACKER rammers have changed dramatically. New technology and demands for a tougher, more durable machine have resulted in many

improvements. While these design changes continue to influence the rammer industry, WACKER engineers' continue to improve upon that basic design that has been leading the industry for over 60 years.

Here is what today's rammer offers:

1. **Posi-lock throttle control** is securely mounted to handle bracket with screws to eliminate slippage.

2. **One-piece cable casing** directly threaded to throttle control eliminates extra hardware and clamps that could loosen during operation.

3. **Throttle cable routing tube** eliminates cable hardware while providing maximum protection for the throttle cable.

4. **Protective engine guards** are beefed up to provide superior machine and operator protection.

5. **Pump type carburetor** without external hoses or fittings reduces parts and maintenance.

6. **RPM limiter coil** for the BS 60Y and BS 62Y models prevents overspeeding (after maximum compaction has been reached).

7. **Self-cleaning, in-tank fuel filter** is vertically mounted inside the tank and is continually washed by the running action of the rammer, eliminating regular filter maintenance.

8. **Self-cleaning air filter** combines the larger surface area (170% larger) which reduces air intake speed, the special heavy duty, high performance filter material and the rammer's vibratory action to make it self-cleaning, eliminating regular filter maintenance.

9. **Heavy duty, shock-mounted guide handle** isolates vibrations to reduce operator fatigue.

10. **Crankcase styling** (BS 45Y, BS 60Y) provides for cooler operating temperatures and easier serviceability.

11. Electronic fuel shut off switch

There are look-a-like rammers already on the market, but WACKER owners know that looking and performance are two entirely different functions. The latter never to be duplicated



Product improvement is a full time job for WACKER engineers. The above features may be new, but to the many hire centres, Councils and contractors who helped field test them they don't seem new.

GERNI: Pressure Cleaners You Can Rely On

In their 20th year of business, Viking Powerclean is proud to introduce the next generation of Gerni High Pressure Water Cleaners to Australia, a range of products designed to meet the cleaning and hygiene challenges of the 21st century.

The new range of Gerni pressure cleaners are based on the principle of versatile machines which can efficiently solve many different cleaning tasks. All Gerni models are produced and tested according to the internationally recognised ISO 9002 Quality Control system so you can be assured of quality right down to the last detail.

The new Gerni range contains 9 models in total, covering the full spectrum of high pressure water cleaners. The range includes everything from compact cold water pressure cleaners right up to three phase hot water machines guaranteed to clean even the toughest surface.

An upright shape plus compact dimensions makes the new range of Gerni's versatile and easy to use anywhere. The new shape means they are easy to manoeuvre across uneven surfaces and transport along narrow passages. In addition, wall mounting is a simple procedure giving you a fixed machine for regular cleaning operations.

Standard on all Gerni pressure cleaners is the Turbo Laser which gives better, faster and more economical cleaning. This exclusive nozzle retains 90% of its impact force at a distance of 20 cm and makes each drop of water 1,000 times heavier than the drops from traditional nozzles. All this adds up to the use of less water, less energy but higher impact and a greater cleaning result.

One of the highlights of the new range is the 3000 and 4000 series of compact hot water pressure cleaners which, in many ways, break with the traditional concepts of hot water pressure cleaners. The traditional large, awkward machines have been superseded by compact, mobile pressure cleaners providing a freedom of movement which has so far only been

available with cold water cleaners. The Gerni 3000 covers the needs of smaller users and is particularly suited to removing grease and oil easily and effectively, while the 4000 series is more suited to general industry. The built-in detergent injector common to all models allows detergent to be used at any time during the cleaning process.

To promote the new generation of Gerni pressure washers, Viking Powerclean are running special trade-in offers to current Gerni owners for a limited time.

Viking Powerclean is committed to Gerni high pressure water cleaners and provides superior service, support and technical advice. Use their 2 decades of experience when evaluating your cleaning requirements.

Viking Powerclean Pty Limited can be contacted from anywhere in Australia on 008 112 428 or in Sydney on 602 3666, Melbourne on 793 1892 and in Brisbane on 275 1388.



CompAir Adds New E 60 Series To Rammer Range

A Rammer S23N hydraulic hammer is assisting a Sydney excavation contractor, C&G Excavating of Condell Park, to achieve greater productivity and handle an increased variety of work.

C&G Excavating purchased a new Rammer S23N hydraulic hammer from CompAir Australasia for attachment to their Ford L555 Skid Steer Loader. Principal of the company, Con Vatos, said the S23 has been an excellent choice due to reduced vibration impact on the loader. "In addition, the increased length of the S23 Rammer allows it to achieve better results, particularly in rock breakup in deeper trenches. The power of the Rammer S23 also makes the skid steer loader and hydraulic hammer a very versatile unit able to undertake an increased variety of work." The Rammer S23N model can also be readily upgraded to a S23 City noise-dampened model which has much reduced noise output for working in areas where noise may become an issue.

CompAir Australasia has also introduced a new mid-sized series of Rammer hydraulic hammers. The new Rammer 60 Series is designed for attachment to a hydraulic excavator for the breakup of concrete, asphalt and oversize boulders where greater impact energy with maximum operating power is required. The former 50 Series has been replaced with three new 60 Series models designated the E64, E66 and E68, in the range 1000-1700kg. The new series incorporates a number of features including an extremely effective vibration dampening system with the result that the hammer does not stress the carrier giving increased operator comfort and productivity. The bottom sections of the hammer casing have also been heavily reinforced with wear resistant material giving added capability for boulder breaking. The hammer also moves freely within the housing which is supported on vibration-absorbing elements. The special plastic wear plates have twice the life of conventional plates and are easily replaced.



Con Vatos of C&G Earthmoving, said that the Rammer S23 hydraulic hammer, attached to his Ford L555 skid steer loader is proving a highly flexible and efficient equipment combination.

CompAir Australasia's spokesman, Rob Gawn said that the new Rammer E60 Series has undergone extensive field testing in Australia, Europe, the USA and the UK before being introduced. "Each Rammer hammer is test run and finally adjusted at the factory before shipment. The superior design of the hammer's power cell, coupled with Rammer's futuristic manufacturing technology, ensures that the pistons hit harder than those in conventionally designed hammers. This translates into higher impact energy and greater breaking power", Gawn added.

All models in the new Rammer E60 Series are also available as noisedampened CITY models for applications such as urban demolition and excavation works where noiseless operation is required.

Further information including Rammer technical literature is available from any CompAir Branch or direct from:

CompAir Australasia,
P0 Box 126,
Mount Waverley 3149.
Telephone (03) 544 0777 or
Fax (03) 562 8894.

New Airless Paint Sprayers from Airlessco

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

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

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

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

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

9-13 Leeds St., Rhodes 2138

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

Social Function

Some members of the Queensland Region had dinner at Ned Kelly's Bush Tucker restaurant on the South Bank in November. It was an opportunity for members to meet socially as is the Annual General Meeting which will be held at Chancellor on the Park on Saturday 12th February 1994.

Damage Waivers

Legal advice has been obtained from Richard Woodhead, GPS Solicitors with regard to the legality of charging a damage waiver on hire contracts. The advice stated that there is no problem charging a damage waiver, but it should not be referred to as insuranae. Membership Changes

Membership Changes

Sandgate Equipment and Party Hire is now owned by Bruce Wright, membership number 4278.

Please add Kubota Tractor Australia as an Associate member. The contact is Mark Butterfield, 27 Parooba Ave., Camp Hill 4152. Phone Melbourne: (03) 309 2000 Fax: (03) 309 1343. I will advise when Brisbane numbers are available.

ACA Boomerang Hire is now owned by Kennards and the membership of ACA Boomerang Hire will

Hire Business For Sale

General, Builders & Handyman

Established 10 years
Equipment in good condition
includes Tilt tray truck

Can be run by 1 F/T and 1 P/T
person (or husband and wife)

Secure premises, good returns
and situated in the beautiful
Tweed Valley

Contact Graham Whitehead
Murwillumbah Handyman Hire
(066) 722 886

therefore lapse. Ray Whittaker and Jim Williams will continue to work for the company so we will still see them around for some time yet.

Welcome to our new members!

**The Lines That Help Keep
Production Lines Rolling**

With ever increasing demands on the efficient use of machinery and the constant need to minimise downtime to ensure unit costs are at an optimum Enzed have introduced a quick low-cost method of assembling low-pressure hose lines right on the job.

The Push-Lok® range hoses are widely used overseas for shop air, pneumatically operated systems, and general industrial, maintenance, also automotive applications for air, water, petrol, diesel fuels, lubricating oils and antifreeze. As low pressure hose, Push-Lok is recommended for vacuum applications. And best of all Push-Lok hose lines assemble in seconds without the need for clamps, bands, clips or wires.

Also available is a complete range of Push-Lok fittings including pipe, swivels, swivel elbows, unions, and quick disconnects, in brass, steel or stainless steel.

Push-Lok fittings are also re-usable; simply replace the hose right on the spot - time after time - without the need for special tools or clamps.

According to users, the major benefit of using Push-Lok

hose is its colour coding through the availability of six easily identifiable colours. By simply colour coding your air, lubricant, fuel or cooling lines with Push-Lok you have a fool proof method of identifying line service functions.

Coloured Push-Lok is also an excellent way for original equipment manufacturers to enhance the visual appeal of work equipment and for inventory control - assign a Push-Lok colour to each department for its maintenance needs. This colour system helps ensure that hoses are routed to their correct areas resulting in better control over hose inventories.

Added to these benefits is the knowledge that the Push-Lok range is backed by ENZED, Australia's leading mobile hose and fitting specialists with Service Centres and Hose Doctors on call 24 hours, 7 days, nationwide.

Parker Hannifin (Australia) Pty. Limited
A.C.N. 008 446 893

9 Carrington Road, Castle Hill N.S.W. 2154

Private Bag 4, Post Office Castle Hill

Phone (02) 634 7777, Fax (02) 680 4445

Ingersoll-Rand Unveils New Pro Pac Series Of Soil Compactor

Ingersoll-Rand (Australia) Limited has announced the introduction of its new series of technically advanced Pro Pac vibratory soil compactors.

The new line offers design features that provide unequalled compaction efficiency, operator comfort, safety and the highest level of reliability in the industry.

The Pro Pac series includes the SD-100, SD-115, SD-150, SD-170 and the SD-180 machines, which are designed to fulfil contractors' requirements in large site development and road building projects.

Each series provides models in both smooth drum and padfoot configurations.

There are 11 compactor models available in the Pro Pac series and they provide dynamic forces ranging from 231kN up to 350kN and operating weights from 10 up to 18 tonnes.

Each single drum series is tailored for the special needs of the road building and construction industries.

The SD-100 series is designed for use on large site development and road building projects where density can be achieved quickly and economically. The SD-115 series is designed for special high-grade applications where increased tractive effort and more powerful drum performance is needed.

The SD-150 series is for high production, deep lift jobs such as rock fill dams and large road projects. The SD-170 series is designed to provide maximum compaction depths through a high amplitude and optimum frequency range from 18.3Hz up to 30.4Hz.

The SD-180 series models, the 180D and the

180F are fitted with a 2540mm wide drum and generate 330kN of centrifugal force, making them the largest and most productive soil compactors available.

Each Pro Pac soil compactor is fitted with an industrial diesel engine ranging from the SD-100 series' 71.6kW up to the SD180's 172kW engine supplying quiet, yet powerful performance under the most demanding conditions. Cummins and Deutz are the key options.

Superior gradeability is achieved by the innovative torque balanced hydraulic system which features a two and four speed hydrostatic transmission (subject to model).

Standard features on the Pro Pac compactors include ROPS/FOPS, heavy-duty hydrostatic propulsion system on drum and axle, oil bath eccentric bearings, vandal protection package, two adjustable scrapers and wiper strip for smooth drum models, two adjustable padfoot scrapers with replaceable teeth for padfoot models and dual element air cleaner.

Other features include gauges and instruments for low oil pressure, water temperature, fuel, tachometer, hourmeter, voltmeter and air cleaner restriction.

A selection of optional equipment including heating and air conditioning, enclosed cab, rear work lights and other features is available.

Further information on the Pro Pac series of vibratory soil compactors can be obtained from Ingersoll-Rand (Australia) Limited, 81 Egerton Street, Silverwater NSW 2141. Phone: (02) 648-5055. Fax: (02) 647-2504.

Contact Rick Farrar at Ingersoll-Rand on Phone: (02) 648-5055. Fax: (02) 647-2504.

Hire News From Coates

Coates go way, way outback

The growth of the Australian mining industry means that Coates branches are springing up in some very remote areas of this vast country.

In Western Australia, we have just opened two new satellites - and they don't come any remoter than these.

The first is at Marandoo, 37km north of Tom Price and 1553km by road north of Perth. Marandoo Iron Ore Project will complement the ore being mined at Tom price and considerably extend the life of the original ore body, enabling Australia to maintain stable overseas contracts and maximises the

investment in the Tom Price township.

The road and rail link to take the ore from Marandoo to the main crusher at Tom Price is currently being constructed and Coates is supplying a wide range of equipment for the project.

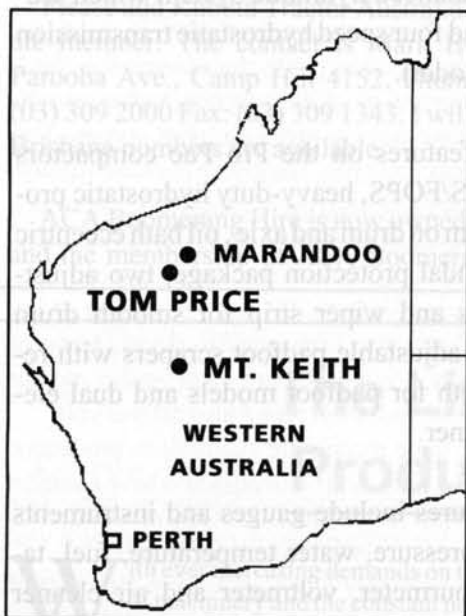
Marandoo, however, seems almost civilised compared to the Western Mining Corp. Ltd. facility currently under construction at Mt. Keith.

Described as being located "approximately 710km north west of Perth, 90km south of Wiluna and 90km north of Leinster, Mt. Keith is an open cut nickel mine and concentrator which will treat 6.6 million tonnes of ore at approximately 0.6% Nickel per year with the concentrator producing approximately 144,000 tonnes per year of nickel concentrate.

To expose the primary ore, it is necessary to remove 47.5 million tonnes of overburden, oxide and transition ore and this will be a major activity during construction.

In addition, water will be sup-

plied from an extensive borefield about 30km south west of the mine and a permanent village providing accommodation for the miners will be built 16km south of the mine site.



Now Open in Albury

As we reported in the last Hire News, we've just opened our new branch premises in Albury.

Situated right on the corner of the Hume Highway and Katherine Street, Lavington, the staff at the branch hosted a function for local customers to mark the event.

Construction of the much needed third runway at Sydney's Kingsford Smith Airport has commenced and Coates already has a number of rollers plus lighting towers and access equipment on site.

The extensive taxi-ways are currently well underway and completion of the project is expected in approximately 10 months which is pretty good going considering this runway extends out into Botany Bay and involves extensive dredging and earthworks.

The third runway will run parallel to the existing east-west runway and its quite an eerie feeling to be working on the site with huge planes taking off and landing it seems just metres away.



Powerful Foam Lance

Pacific have released a foaming lance accessory for their unit. Designed to make the Super Pro 1500 even more effective, the lance makes the portable blaster suitable for any number of applications where detergent is necessary.

The Super Pro 1500 is a powerful cleaning tool, with 1500 psi pressure and a flow of 8 litres per minute through the fully adjustable nozzle. The addition of the foaming lance makes the blaster especially suitable for vehicle cleaning, window washing and a multitude of other tasks.



The design of the foaming lance causes the suds to adhere to the object being cleaned. This reduces waste, improves cleaning performance and ultimately saves the operator money.

The foaming lance is competitively priced, as is the complete range of Super Pro 1500 accessories. They are available from Pacific branches in all States.

Further information on this press release is available from:
Greg Capon at Pacific
on (02) 638 5600.

New BCS Rotary Hoe Range For Release

High value, speciality row crops and even home gardeners will benefit from the release of a new range of Walk Behind Rotary Hoes in Australia.

The hoes are part of a growing range of small agricultural equipment emerging from the Italian industrial conglomerate, BCS which has acquired and now consolidated some of the best known and long established European manufacturers.

The new BCS Rotary Hoe range features a range of models from 5-15 horsepower units. Most are driven by the Briggs & Stratton Vanguard four stroke engine while the larger models have the ACME or Lombardini petrol four stroke. The power is delivered through an all gear drive transmission and heavy duty standards of manufacture are incorporated in all the models.

Tavco Australia, which is introducing the new BCS range said that in the past, the original members of the range proved particularly successful with the hire industry and landscape and gardening contractors proving that they would handle the toughest environments.

Tavco's Mario Taverniti said the new models feature excellent balance, safety and an adjustable wheel base and gearboxes with a choice ranging from budget single speed to five forward and two reverse speeds. "We're confident that there are still a large number of users for a durable walk behind rotary hoe in market



The BCS Walk Behind Rotary Hoe range will fulfil a host of cultivation, weed control and soil management tasks.

gardening, nursery, crop propagation, landscaping, hobby farming and home gardening applications. BCS is capitalising on these markets in Europe and internationally with a range of machines offering comfort, durability and professional cultivation", Mr Taverniti added.

For trade enquiries or product literature on the extensive BCS range of rotary hoes is invited to Tavco Australia Pty Ltd, P0 Box 74, Armadale 3143. Telephone (018) 552 047 or facsimile (03) 822 9269.

Non-Spill Coupler Technology —Good For The Environment As Well As The Pocket

In a country that is becoming more and more environmentally conscious it is important that organisations are not only seen to be environmentally friendly but ensure that their operations confirm to ever higher standards.

One company has moved a long way in not only developing a product line to meet these demanding standards, but one that will save users time and money.

The company, Enzed have recently released the Parker-Bruning range of non-spill couplings and have received instant success in terms of market acceptability and demand.

Enzed, part of the multinational Parker Hannifin Corporation have been servicing the specialist hose and fitting market in Australia for many years and according to Product Manager Gordon Taylor "Are determined to remain at the forefront of new product development especially in the area of environmental products". Taylor goes on to say that the new range "Has met with instant success. We've been finding customers are more and more interested in environmentally friendly products and our Hose Doctors are discovering new applications all the time".

The Non Spill and Flat Face Series couplers were

originally designed for the hydraulic tool markets but are now being used by companies handling high temperature oils and chemicals as they enjoy the benefit of being able to use a coupler that can reduce spillage on disconnect.

Non Spill couplers are widely used overseas in the public utility market where hydraulic oil spillage can constitute a serious safety hazard, particularly in overhead bucket hoists that are used for maintenance of high voltage power transmissions lines. The couplers are also used for quick change hydraulic hand tools in the construction and mining industries.

The Flat Face couplers have the same applications with the added benefit of easy cleaning.

Enzed carry a total range, ideally suited to the Australian market, and of course are backed by their nationwide Service Centre and Mobile Hose Doctors Network which is on call 24 hours, 7 days.

Parker Hannifin (Australia) Pty. Limited
A.C.N. 008 446 893
9 Carrington Road, Castle Hill N.S.W. 2154
Private Bag 4, Post Office Castle Hill
Phone (02) 634 7777
Fax (02) 680 4445

JGHV-660 High Efficiency Suction feed Spray Gun

World leaders are able to produce products far superior to their opposition and this is true of the De Vilbiss Ransburg family of HVLP products. Meet the new member, the JGHV-660 high efficiency suction feed spray gun, easy to use suction feed operation with the high transfer efficiency of HVLP. It looks, feels and sprays like the industry standard JGA, but with the added benefits of HVLP.

The patented multi-stage baffle assures a maximum of 10 psi at the air with 65 psi inlet pressure at the gun. Stainless steel fluid passages,



tip and needle are compatible with waterborne and chlorinated solvents. The new gun has been very successfully demonstrated and used in the following industries - automotive, aerospace, large OTR truck manufacture, marine maintenance and refinishing.

For further information:

ITW Finishing Systems and
Products Pty Ltd
23 Ashford Avenue,
Milperra
Telephone (02) 772 3000,
ask for Richard Hoagland.



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 Happold 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.

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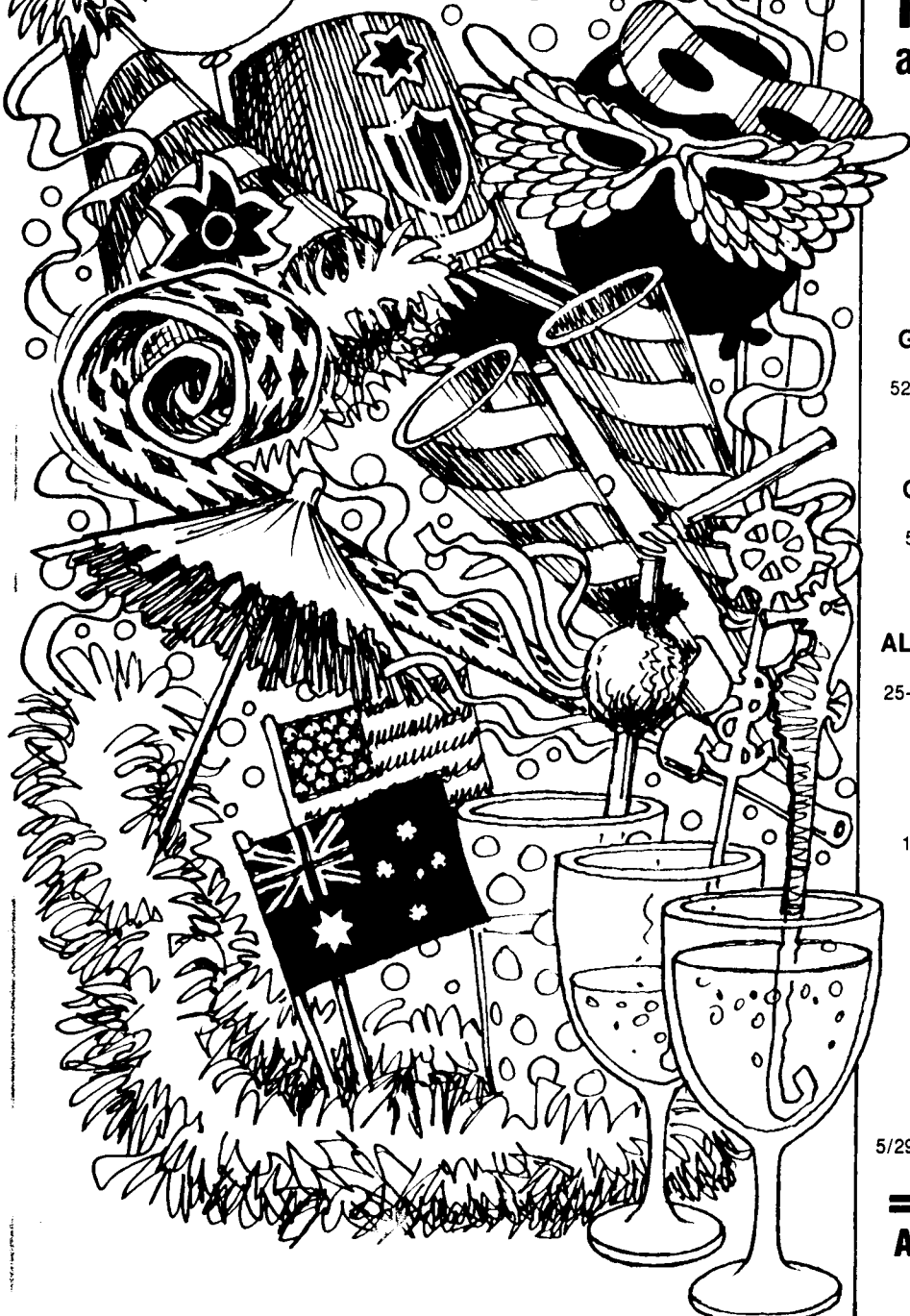
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Ask about the "PARTY FOR 50" mixed pack
- 50 of everything you'll ever need at a party!

THE TWIN TUBE

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

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

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

8 WAY CROWN

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

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



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

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



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

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

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



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Hire News From Coates

Small Is Beautiful

Coates only hires big equipment but, because we've "Got Every workin' Thing", the fact is that our fleet of smaller equipment and hand tools covers everything, right down to probably the most basic piece of equipment on a building site - the electric screwdriver.

We know that failure of something like a drill or a nail gun can cause just as much down time as any other piece of equipment. Our small tools undergo exactly the same rigorous testing process as the largest roller to ensure that they can stand up to the toughest work site. So, whilst we may not talk about them very much, we are constantly adding to and upgrading our range of small tools.

For example, just some of our additions in the last month have included new electric hammer drills, 3 and 5 kVa generators, concrete saws and trowelling machines, demolition saws, floor sanders, 2-man post hole diggers, wet/dry vacuum cleaners and even tarpaulins to the fleet.



Australian product gives smooth finish

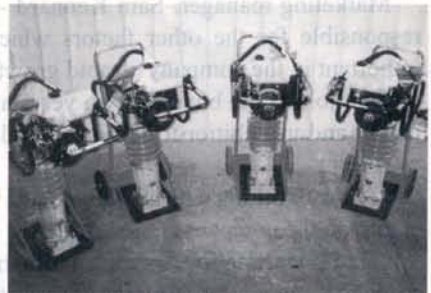
The main criteria for the inclusion of a particular brand of equipment in our hire fleet are quality, reliability, compatibility and safety and, when these features are found in an Australian made product, the choice is always easier. The new Master Finish concrete trowelling machines meet all these requirements and, with safety features such as inbuilt runaway prevention and aids to operator comfort such as wide handles with adjustable height, fingertip blade tilting mechanism control and low centre of gravity to help eliminate operator fatigue and backache, they'll have you gliding through your concrete finishing in no time.

New Rammer gives firm foundation

One of the most reliable and most used pieces of equipment in the Coates fleet has been the Mikasa MTR80 rammer, commonly called a "Jumping Jack" or "Thumper".

Mikasa has just released an upgraded version of this reliable workhorse - the MT70V. The MT70V has a 300mm x 340mm tamping shoe which, through a centrifugal clutch, provides 19.6kn per blow and 630 - 67blows per minute to a maximum depth of 500 - 700mm and up to 250 square metres per hour.

We're sure that the MTR80 and MT70V will prove a great combination.



Coates Successfully Shut Down Mobil's Adelaide Refinery

When Mobil Refining of Australia carries out a maintenance shutdown at their Adelaide refinery, it becomes almost a military operation. The safety of the plant and those who work there is dependant upon the thoroughness of the maintenance carried out but, at the same time, every hour it takes is an hour of production lost.

The most recent shutdown took just 2 weeks and, during that time, con-

tractors and MRA personnel worked around the clock checking every aspect of the refinery.

Coates Hire has been supplying shutdowns for industrial plants right around Australia for a number of years and, as the sole supplier of hand tools and equipment to the MRA, we were proud to be an essential part of this one.

Coates set up an on-site branch

for the two weeks of the shutdown which supplied everything from spanners and stilson wrenches to welders, generators, access equipment, site accommodation and tarpaulins.

In addition, Coates staff took over documentation of the movement of all MRA's own equipment used during the procedure.

Self Storage Proves A Nifty Move For Neville

Neville Kennard, former chairman of Kennards Hire, is making up for lost time with his new passion - self storage.

His company, Kennards Self Storage opens its thirteenth facility in December - its fourth in the last two years.

At a time when many other businesses have been winding back, Kennards Self Storage has been pushing ahead with an expansion program designed to make it the market leader in Australia.

With the new complex at Erina on the NSW Central Coast, the company has as many centres as its major and better-known rival, Millers.

Kennards Self Storage does not intend to stop there - it believes there is further potential in Sydney, and is also examining possibilities in Tasmania.

A combination of experience and shrewd judgment, and youthful enthusiasm and new ideas are behind the rapid expansion.

The first two ingredients are provided by Neville, who introduced self storage to Australia 20 years ago while he was heading Kennards Hire.

Neville, 55, is married to around-the-world solo flier, Gaby Kennard, who features in the company's first TV ads.

Marketing manager, Sam Kennard - Neville's son - is responsible for the other factors which have been very important in the company's rapid growth.

Sam joined the business two years ago with a business degree and an ambition to be a successful businessman in his own right.

"I enjoy working with my father, but I want to put my own stamp on the company," Sam said.

"Dad is starting to step back a little now, and my aim is to make Kennards Self Storage not only the biggest group in Australia, but the best in terms of customers service."

Sam recently attended the U.S. Self Storage Association conference in Boston, and inspected several facilities, including the world's biggest, Chelsea Mini Storage in Manhattan, which has 5,000 units and 90 per cent occupancy.



Founder of Kennards Self Storage, Neville Kennard, with his son, Sam, who is now the marketing manager.

"One of the trends in America is that a lot of homeless people place their belongings in self storage while they try to get back on their feet," Sam said.

"While I learnt a lot, I was also able to give a few ideas they don't provide many of the services, such as phone, fax and meeting rooms, which we now offer business customers."

Neville said he knew self storage would be a winner in Australia when he inspected the first American centres just over 20 years ago.

In 1973, he built Australia's first complex at Moorebank in south-west Sydney, adjoining the Kennards Hire rental yard.

Adopting the name, Easi-Stor, Neville gradually expanded the business, opening further centres in Sydney before expanding into Newcastle and Queensland.

Two years ago, looking for a new challenge, he sold his stake in the hire company to brother, Andrew, and set out to build up the storage business.

His first move was to change the name from Easi-Stor to Kennards Self Storage, to make use of the familiar and respected Kennards name.

Next came a new-style complex at Sandgate, Newcastle, with special facilities for business users, including phones, fax, desk space, courier receipt and dispatch, and extended hours of access.

These and further business facilities, such as meeting rooms, are now being introduced into all the company's centres.

In 1992, Kennards Self Storage paid \$4.8 million for a landmark on Sydney's lower north shore - a building which was built in 1933 as a furniture repository for Grace Bros.

The next new centre, which opened in October this year, is at Kirrawee in Sydney's south.

It was formerly a huge former warehouse complex, used for storing plastic bottles. Neville said he enjoyed the challenge of recycling properties.

"Many old places have much to offer, and the buildings are very sound," he said.

Neville said lifestyle and workplace changes were behind the growing demand for self storage.

"People move around a lot more these days and they have more expensive 'toys' such as sailboards, surf skis and motor bikes which often need special storage," he said.

"But, the business area is growing just as rapidly.

"Large businesses in high-rent areas find off-site storage much more economical.

"Small business operators can work from home while renting a storage unit for their tools, equipment, stock or other materials.

"Apart from storage, we offer them a business address, meeting rooms, phones, fax and courier facilities."

FURTHER INFORMATION: Neville Kennard or Sam Kennard. Kennards Self Storage, Ph: (02) 725 3466.

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

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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 cellotape 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:.....

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\$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!

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- B3 Use in Well Ventilated Area Only
- B4 To Lift Maximum of kg
- B5 Drain Daily
- B6 Prime Pump Before Use
- B7 Keep Clear of Blade(s)
- C1 Empty Bag Before Returning
- C2 Clean Before Returning
- C3 Extra Charge if Returned Dirty
- C4 Cylinder Fitted with Left-Hand Thread
- C5 Flammable Gas (Red Lettering)
- C6 Use Unleaded Petrol Only
- C7 Maximum 80 speed
- C8 Need It? Hire It! Why Invest? Hire The Best!
(Red lettering on blue and white background. (HA))
- C9 **IMPORTANT** This equipment may lawfully only be used by the holder of a certificate of competency issued under "Construction Safety Act". **(50c each)**

Cost of Stickers

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

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

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