HIRE and RENTAL Industry Quarterly

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

APRIL 1994

BURSWOOD RESORT

PERTH

23rd HIRE CONVENTION PAGE 10

Venue of



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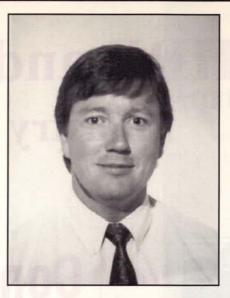
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RICHARD CROMMELIN PRESIDENT

It is with great honour that I accepted the Office of President of the Hire and Rental Association of Australia for the coming year, and on behalf of all the Committee and the Members through all states I thank Mike Wilton for his time in office.

Mike presided over the Association for the last 2 years during some of our most difficult times.

As we move through 1994, most hire companies are acknowledging improved trading conditions as customer confidence returns.

The successful companies have spent the last few years reviewing their businesses through the eyes of the only person that counts - the customer. Money and time has been spent on improving staff knowledge, increased services have been provided and overall there seems to be a greater realisation that for long term business success, the satisfaction and loyalty of each and every customer is vital.

Keep a check on what your competition is doing by all means, but for the best guide ask your customer. "What more can I do to look after you better?" You'll be surprised at the positive response you get from them, and the things they tell you really will help to retain their business as well as providing valuable guidelines for you in shaping your business into how your customers want it.

The theme of this years HIRE EXPO and Convention in Perth is "Tomorrow Today" and part of the theme is recognising today the increasing importance of what the customer is going to be demanding tomorrow.

The Convention will be running from the 11th September to the 15th September 1994 and I urge all hirers to attend this first ever Convention in Perth at the beautiful Burswood Hotel and Convention Centre to participate in the fellowship and sharing of ideas between all.

The Burswood Resort and Casino is one of the finest convention destinations, and the Western Australian Committee is working hard to ensure all delegates and their wives find the total exhibition very worthwhile, as well as a lot of fun.

In conclusion I would also like to take this opportunity to urge all of you who haven't already done so to purchase the Safety Manual produced by the Hire & Rental Association.

This manual, complete with regular updates, is an essential part of your Occupational Health responsibilities to your customers as well as employees.

You can contact your local Association to order or for further details. All the best in 1994.

HIRE and RE Industry Quart

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(not higher premiums)

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We keep premiums low, but cover high. We make sure that every policy is tailor-made to your specific needs.

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James Hardie Answers Broncos' Catering Needs

Stadium was completed in less than two months ready for the Brisbane Broncos' first rugby league game of 1994.

The installation of 30 fast food and beverage outlets, many with attached kitchens, followed AVS Catering's winning a 19 year contract at ANZ Stadium in the QEII sports complex.

AVS called in James Hardie Modular Buildings to provide stylish, functional buildings which would also meet stringent health and safety requirements and provide fast service to crowds of up to 60,000.

AVS managing director Laurence Gormley said challenges included the tight schedule and fitting many service points into confined spaces under or near grandstands. They also needed to allow for possible relocation of some outlets in the future.

The buildings were manufactured at James Hardie Modular Buildings' headquarters factory at Coopers Plains less than 2 km from the stadium.

JHMB production manager Phil Clarke said the Pacesetter buildings were customised to AVS specifications. The buildings, fully serviced with plumbing and electricity, were installed by James Hardie Modular Buildings. They sit on a steel base frame.



Fast food and beverage service is assured at Brisbane's QEII sports complex since AVS installed 30 James Hardie Modular Buildings Pacesetter sales outlets.

AVS required seven 12×3 metre and two 7.7 x 3 metre Pacesetter buildings as combined food and drink outlets, each with an attached 4×3.3 metre Pacesetter kitchen unit. There are seventeen 3.2×3 metre 'drinks and chips' sales points, a 9×2.5 metre pizza bar and three further 2.5 metre bars with 8,9 and 12 metre frontages.

Walls and roofs are 0.6mm James Hardie Bondor[®] steel insulated panel to meet the rigorous cleanliness standards required for food and drinks outlets. Inner panel skins are in off-white Colorbond[®] pre-painted steel with merino Colorbond external skins.



Brisbane Broncos coach Wayne Bennett and Laurence Gormley of AVS in front of one of 30 James Hardie Modular Buildings Pacesetter food and beverage outlets at QEII

The open counter fronts are protected by Stratco bullnosed awnings in heritage red with heritage green aluminium shutters.

Mr Gormley said the James Hardie Modular Buildings team was notable for its rapid response from first contact through design to installation, and for its attention to detail throughout the project.

"The specially designed AVS modular units are the key to food service to match the Broncos' innovative style. The 30 units had to be located to focus on demand areas rather than just placing them where they fitted most easily.

"The James Hardie Pacesetter units will mean maximum productivity can be achieved, since all products are at arm's reach of our stand attendants with queuing reduced because all counter space is used for serving."

AVS's parent company, Delaware North (Australia) Pty Ltd, is a subsidiary of Delaware North Incorporated, one of the largest US food concessions companies. AVS's many Australian contracts include the National Tennis Centre in Melbourne, the Spring Carnival at Flemington, Brisbane's Eagle Farm racecourse, Sydney Convention and Exhibition Centre, the Adelaide Formula One Grand Prix and the PGA golf in Sydney as well as extensive government and private sector in-house catering services.

Mr Gormley said the success of the 'take the food to the people' concept at ANZ Stadium made possible by the James Hardie Pacesetter units could be adapted to other AVS operations.

FURTHER INFORMATION: Anthony Davidson, Product Manager, James Hardie Modular Buildings Ph: (07) 864 7800

GIVE TOWNER OMPACTION JOB OMPACTION JOB OGOD 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, Miksa's "Thumper" flattens the competition at every level.

The <u>new</u> 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.

Specificatio	on Comparis	on	
č materi	and an arrive	WEIGHT KG	IMPACT BLOW / JOULE
• Mikasa	MT70V	72	19.6
• Mikasa	MT50V	54	12.3
• Mikasa	MTR80R	81	11.8
• Mikasa	MTR60S	62	7.6

GIVE IT A "THUMP" WITH





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INDUSTRY NEWS

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 overcuts 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 overcut. 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 you 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 abrasive material as it's being cut. A heavy duty cast aluminum chain guard prevents a loose or broken chain Corner Cut



Trim Cut



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 Ipm 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 prestorage prep or start-up hassles when the next season comes around.

Available from your local Mole Engineering Distributor.



Plunge Cut



HIRE and RENTAL QUARTERLY - APRIL 1994 - 7

Vibrators At Your Service

Headlines were made in the year 1964 when the Beatles toured Australia and Betty Cuthbert and Dawn Fraser won medals for Australia at the Tokyo Olympic Games. It was also the year that saw the beginning of *Vibrator Hire & Service* at Pyrmont, an inner Sydney suburb. *Vibrator Hire & Service* was the first interstate branch operation established by *Flextool (Aust.) Pty. Ltd.* to sell and support its range of concrete finishing equipment.

The power of Yellow (then Pink) Pages advertising was soon confirmed with inquiries for vibrators of *all* types. Vibrating belt massagers were quickly added to the hire product range to satisfy weight conscious callers.

A young man who used to deliver the mail to the 44 Pyrmont Bridge Road premises now creates mail for Flextool. Charles DeBono commenced in the service workshop and is now sales manager for NSW.

The branch later became known as Flextool (NSW) after a move into larger premises across Pyrmont Bridge road several years later.

The *Bulletin* magazine obviously thought the combination of the signs *Vibrator Hire & Service* and *Flextool* above the door would stimulate a laugh as it published an un-captioned photograph for its readers.

The Flextool NSW branch has played a major role

supplying concrete finishing equipment for most major Sydney construction projects. One of the first and most notable being the supply of portable electric concrete vibrators for compacting the pre-cast concrete sections that became the "sails" of the Sydney Opera House.

The branch is still at the leading edge of concrete technology with a current project being the 80.000 tonne concrete gravity structure that is being cast in a basin at Port Kembla and on completion will be towed to the Bass Strait oil field for use a production platform servicing up to 48 wells.

The initial beginnings and past experience in the hire industry of Flextool's NSW branch has been of benefit to hirers over the years. It has seen many hire and rental companies rise and rise, some rise and fall and some fall without ever having risen.

It takes more than premises and products to build a business. The success of the Flextool NSW operation stems from its people, with the dedication and stability of its work force a major contributor to its success. The four person administrative team headed by manager Bob Edwards ably demonstrates this, with collective company experience exceeding eighty five years.

Flextool thanks the NSW hire and rental industry for their support over the last thirty years and looks forward to continuing in its service.



New Piston Airless Paint Sprayers From Airlessco

A IRLESSCO introduces LITTLE PRO, two new models of compact piston pumps. They have an Industrial Grade, totally enclosed DC Motor with low amp draw so up to 330 feet of extension cord can be used. It is a variable speed motor which eliminates pulsation at any spray pressure setting allowing for low pressure application of lacquers . Sprays higher solid latex paints and a wide range of architectural coatings. The paint pump is stainless steel to resist corrosion. The paint pump also features, extra large ball check design to handle heavy paints, a patented "Triple Life Packing System" for extra long packing life

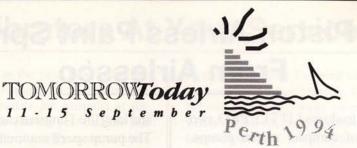
 NO PULSATION spray feature makes it excellent for stains & lacquers THE MOST RUGGED COMPACT airless pump, sprays latex, enamels and a wide range of architectural coatings and long life Tungsten carbide pressure relief valve. The pump speed automatically adjusts to spray tip size.

Little Pro 2400, 3000 psi, 1/2 HP, .019 max tip size Little Pro 2500, 3000 psi, 3/4 HP., .021 max tip size

> All Enquiries O . R. Cormack Pty . Ltd. 9-13 Leeds St. Rhodes 2138 Tel: (02) 7361422 Fax: (02)7363315

 PATENTED "TRIPLE LIFE PACKING SYSTEM" for longer packing life INDUSTRIAL GRADE 1/2 HP totally enclosed DC motor gives you up to 6 times the life of universal motors

HIRE EXPO 1994



23rd INTERNATIONAL HIRE CONVENTION & EXHIBITION

11 - 15 SEPTEMBER 1994 BURSWOOD RESORT PERTH

HIRE EXPO 1994

Hire & Rental Association Of Australia National Conference 11 - 15 September 1994 Burswood Resort "Tomorrow Today"

PROVISIONAL PROGRAM

SUNDAY 11 SEPTEMBER

6.00pm	Registration
7.30pm	Welcome BBQ
MONDAY 12 SEPTEMBER	
8.00am	Registration
8.30am	Keynote Address Speaker - "Business should be fun "
9.30am	9 Hole Golf Competition - Burswood Golf Course Tennis Competition - Burswood Tennis Courts
12.30pm	Lunch Golf Course
2.00pm	Yard Tours Commence
	Accompanying Persons Tour (Sights of Perth)
5.00pm	Happy Hour
7.30pm	Swan River/Winery Tour
TUESDAY 13 SEPTEMBER	(EXHIBITORS DAY)
9.00am	Speaker - " Profit Follows Service"
10.00am	Morning Tea
	Accompanying Persons Tour (Perth's best shops !)
	Trade Exhibition
12.30pm	Lunch
2.00pm	Trade Exhibition
3.30pmSpeaker -	"How to obtain maximum sales "
4.30pm	
5.00pm	Happy Hour
7.30pm	Fremantle/ Beer tasting Tour

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WEDNESDAY 14 SEPTEMBER

9.00amSpeaker -

10.00am 10.30am

12.30pm 2.00pm

3.30pm

5.00pm

8.00pm

"Customer service Customer satisfaction "
Trade Exhibition
Morning Tea
Trade Exhibition
Lunch
Trade Exhibition
Afternoon tea
Happy hour
Conference Dinner (Kings Park Restaurant)

THURSDAY 15 SEPTEMBER

9.00am	Speaker - "Five essentials of communication"
10.00am	Morning Tea
	Trade Exhibition
1.OOpm	Closing Lunch
2.00pm	Official Close
FRIDAY 16 SEPTEMBER	

Rotnest Island Tour

GENERAL INFORMATION

DATES	11 - 15 SEPTEMBER 1994 The conference will commence with a poolside BBQ on Sunday evening, where delegates will get the chance to catch with old friends and colleagues.
	On Thursday the conference will conclude with lunch. For those wanting to make the most of their time in Perth we suggest staying on and making a day trip to Rotnest Island!
VENUE	This year the conference is conveniently being held at the Burswood convention centre. All exhibitors and delegates will benefit from having both the exhibition, conference sessions and accommodation at the one venue.
ACCOMMODATION	Conference accommodation is available at the magnificent Burswood Hotel. Why not indulge in five star luxury service ! Special conference rates of \$ 155.00 per night Accommodation bookings can be made through ICMS, in the registration brochure.
	Alternative accommodation is available for those not wanting to stay at the Burswood complex.

HIRE EXPO 1994

CONFERENCE SESSIONS

This year the conference theme is "Tomorrow Today" . We have selected some of Perth's finest professional public speakers to address a series of topics relating to current business trends and improving business performance.

Some topics to be addressed will be:

- " Profit follows service"
- "Customer service, customer satisfaction "
- "Five essentials of business communication"
- "Business should be fun "
- " How to obtain maximum sales'

A trade display will be held in The Burswood convention centre Ballroom From Monday 12 - Thursday 15 September. For further details please fill out the attached form.

SOCIAL EVENTS

EXHIBITION

A variety of social events have been organised to ensure delegates leave Perth with fond memories ! Try:

A wine cruise down the Swan river

Golf and tennis at the Burswood Resort

Delightful dinner at the highly reputable Kings Park Restaurant, with spectacular views of the city lights !

Not to mention happy hours at the end of each day !!

Distribution of registration brochure will be in April 1994

Distribution of Exhibition package will be in April 1994

To ensure receipt of the above information please complete and return to the Conference Secretariat.

Mama			
Name	 	 	

Address

State/ Country..... Postcode.....

Please tick which information you require

Registration Brochure

Exhibition Package

Conference Secretariat	
ICMS	
PO Box 8102	
Hindley Street	
Adelaide SA 5000	
ph: 08 2106776	
fax: 08 2125101	

HIRE EXPO 1994

Burswood

Burswood Resort Hotel

verlooking the scenic Swan River and Perth skyline, the luxurious 412-room Burswood Resort Hotel is Australia's most exciting holiday resort destination.

Surrounded by acres of parkland including a challenging 18-hole international standard Golf Course, the 10-level Burswood Resort Hotel offers the ultimate in five-star luxury accommodation, restaurants and leisure facilities.

Completed in late 1987 on 100ha of reclaimed land, this \$110 million showcase property forms part of the most integrated resort complex ever developed on Australia's West Coast.

The Hotel is linked to Australia's largest Casino via the Lobby Lounge walkway, while separate walkways join the Hotel to the spacious Burswood Convention Centre and Burswood Superdome the largest enclosed indoor stadium in the Southern Hemisphere.

Visitors will be impressed by the Hotel's vast and vibrant "Atrium Lobby" with its superbly designed rock features, cascading waterfalls, large palms, lush tropical gardens, bridges, space-age glass lifts, restaurants and relaxed ambience.

Surrounded by more than half-an-acre of shimmering glass the Atrium rises 47 metres to the tenth and top floor and its spectacular glass roof filters the natural sunlight onto the magnificent Atrium below.

Guests riding the Hotel's four glass elevators or taking in the action from the Atrium's many highrise balconies will enjoy sweeping views of one of the most remarkable hotel lobbies in the world.

All 412 luxuriously appointed Japanese style guest rooms feature air-conditioning, twin-double or king-sized beds, mini-bars, colour television, inhouse movies, a round-the-clock Casino gaming instruction channel, tea-coffee-toast making facilities and 24 hour room service.

The 17 elegantly decorated River Suites are superbly furnished, providing unrivalled luxury including a spacious lounge, dining-bar area, spa, and large exterior balcony. The ninth and tenth floors are dedicated "International Floor" rooms and offer a wide range of privileges for the business executive and regular traveller.

Hotel guests have the choice of dining in several restaurants including: the Garden Terrace Restaurant, Atrium Buffet, Edo Kirin Japanese restaurant and award winning Windows restaurant.

The Atrium Cocktail Bar is the perfect place to relax and enjoy a refreshing cocktail with friends or business clients. (For further information see Dining at Burswood release.)

RECREATION FACILITIES

The Hotel offers a wide range of exceptional recreational facilities: a lagoon-style swimming pool, recreation centre complete with gymnasium and heated indoor pool, cycle and jogging tracks and four tennis courts.

The scenic and beautiful 18-hole Burswood Park Golf Course has been magnificently prepared and offers challenging golf for visitors.

Four hundred and thirty employees staff the Hotel, providing an impressive employee-guest ratio that translates into a quality of service unique to the Australian hotel industry.

On peak occasions, the complex plays host to as many as 30,000 visitors a day. Parking is provided for up to 3,000 cars and an efficient rail service from the adjoining Rivervale Railway Station links the Resort with downtown Perth.

Burswood Resort Hotel offers holiday makers a magical and relaxing resort style escape together with non-stop Casino excitement and entertainment.

The Burswood Resort Hotel is owned by Victoria Co. (Australia) Pty Ltd.

Media Enquiries: Please contact Lee Sutton - Telephone (09) 362 7777.

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.



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.

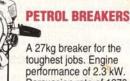
RAMMERS

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.





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

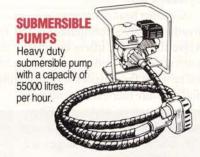


toughest jobs. Engine performance of 2.3 kW. Percussion rate of 1270 per min. and breaking depth of 230mm in concrete.



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.





COSENTINO COM 316

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Protecting Your Pay (and that of your employees)

hanges to the Fringe Benefits Tax in April this year will mean that income protection insurance will be one of the few non-salary benefits that can be provided by employers without incurring a liability for Fringe Benefits Tax.

The new FBT rates, with very few exceptions, will give no advantage to companies in providing non-salary benefits to staff. Motor vehicles and income protection premiums fall outside the FBT net.

Income protection insurance available through the Hire and Rental Insurance Brokerage, provides for payment of up to 75% of the insureds salary if they are unable to work due to illness or accident. Premiums vary according to the type of policy taken.

Provisions can be made for top-up payments for people only able to return to work on a part-time basis and payment for people undergoing rehabilitation.

Some questions to ask ?

 If the injury or illness is not work related, after using up his/her sick days how will your employee survive with no income (i.e. support family and service debt/mortgage repayments) ?

- How long will a workers' compensation entitlement last in an era of greater 'belt-tightening' by government agencies?
- As the employer, will you be placed in an ethical/ practical dilemma as to whether you should continue to pay the person's wage while off work? It would be 'the right thing to do' to take care of an employee while also being sensible management to show loyalty and caring to a valuable employee.
- Does the basic life cover under the superannuation scheme provide sufficient cover to meet an individual's debts and family expenses should he or she die ?

These questions are answered with a comprehensive and organised program to protect your employees, who are undoubtedly valuable assets to your business.

For further information please contact your local branch of the Hire and Rental Insurance Brokerage. Telephone numbers can be found in the advertisement in this publication, or by calling (03) 483 6300.

New Twins From Kohler

cently announced the release of 2 more engines in the Command Series VEE Twin horizontal shaft petrol range. The new engines are rated at 20 and 22 horsepower at 3600 rpm, and represent further stages in the development of these engines which are the first fitted with hydraulic valve lifters.

Cylinder head maintenance is virtually eliminated by the overhead valve configuration and the use of hydraulic valve lifters. The lifters ensure the valves are kept at the correct settings and the engines meet the strict 1994 requirements for emissions. Both engines are equipped with

full pressure lubrication with spin on automotive style oil filter, which only needs changing every 200 hours, while oil changes are every 100 hours.

The virtual elimination of any engine maintenance with the exception of oil and filter changes improve engine availability and avoid costly maintenance down time when compared with competitive products.

Both the 20 and 22 horsepower engines feature Smart Choke TM which is a self relieving choke\carburettor. This system TM adjusts the air fuel ratio auto-



matically for optimum starting and prevents over choking when a warm engine is restarted.

A feature of the Command 22 horsepower engine is the exclusive "Smart Spark TM" feature which retards the spark for optimum starting and slow speed running, while advancing the timing for peak efficiency during high speed operation.

This ensures the engine will provide improved starting power, fuel efficiency, remote control and assists with lower emissions.

All Kohler engines are backed by a two year limited warranty which covers both CONSUMER and COM-

MERCIAL applications.

A spokesman for AETCO said the new engines are available with a wide range of option exhausts and are backed by AETCO branches in all States and a nationwide network of dealers.

The 20 and 22 h.p. engines have particular application for many uses including pump drives, generators, auger drives, welders, saws, stump grinders, small earth moving equipment to name a few.

Further details on these exciting new engines are available from AETCO offices in all capital cities.

Robot Technology In Aluminium Scaffold Production

The ubiquitous scaffolding seen on building sites around Australia hardly engenders images of highly technical and streamlined manufacturing process utilization. However, a Sydney based national company has incorporated use of high tech robotic systems in the manufacture of their light to medium duty aluminium scaffolding, speeding production and increasing the quality of the finished product as a result.

That company is **OLDFIELDS PTY. LIMITED** with manufacturing headquarters at Campbelltown near Sydney.

A computerised track mounted 5-axis CDT pulse welding robot has been commissioned to weld the scaffold components after assembly in an appropriate jig. The robot has the capacity to access 4 different interlock rollover jigs which cater for the full range of Oldfields aluminium scaffold and frames which range in size from 700mm x 800mm to 3000mm x 2000mm.

Robot welding has allowed consistency and higher quality to be achieved in the scaffold frame construction. The process uses fewer components and utilises a robotic weave welding technique to increase the strength and rigidity of the joints. Aluminium tubing is notched precisely in accordance with the outer diameter of the joining tube to provide a perfect curved welding surface. As the robot can be programmed to adjust to this curve, uniform, accurate and consistent welds are produced through a low amperage, low heat, direct welding process, without affecting the temper or strength of the tubing. The scaffold produced has both light duty and medium duty rating and can be used for numerous application. Oldfields market their product through **Oldfields Industrial Hire Division** which sells, hires and erects scaffolds.

Aluminium scaffold has many advantages due to its light weight which speeds erection time and minimizes labour. From drop scaffolds, cantilevered scaffolds, hung scaffolds, bird cage to simple mobile towers, Oldfields' robot welded frames can achieve it all. But Oldfields Scaffold and Hire activities have more strings to their construction suppliers bow than just scaffold.

These include a full range of swing stage equipment, airless paint sprayers, line markers, industrial rated extension and step ladders and a busy aluminium fabrication shop for made to measure access equipment.

Oldfields' swing stage business has quickly developed a reputation for safety and trouble free operation. The oldfields name now appears on many buildings as part of the cityscape. Safety is the most important aspect in swing stage operation as users of the equipment realise there is no second chance.

Oldfields' swinging stage equipment is fitted with dual cable systems and roof rig tie back systems are used in all installations. Strict adherence to Oldfields' safety policy have earned Oldfields an impeccable record.

For more information, please contact your local Oldfields office in Sydney on (02) 718-5577, or your nearest capital city.

New Generation Alternator

A new range of heavy duty brushless single phase alternators has been released by Eurogen South Pacific. Manufactured by Europe's largest manufacturer of alternators the unit is capable of being close coupled to any 5 h.p. petrol or diesel engine having a continuous rating capability of 3000 r.p.m.

Called the model E2A the alternator is rated for 2.2 kva. 50 hz. frequency running at 2900 rpm. The unit is in compliance with International standards including CEI2-3, VDE0530, NFC51-100-111-112 and BS4999-5000.

The standard enclosure is IP21 with IP23 and IP44 protection available on request. The insulation is class F for stator and class H for rotor. Windings are tropicalised to suit the Australian market.

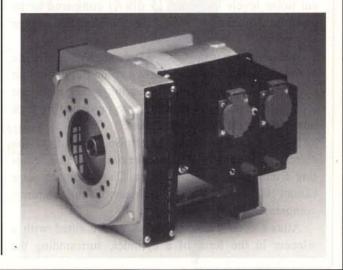
Eurogen claim the E2-A is an extremely efficient alternator with voltage accuracy from no load, at constant revolving speed at plus or minus 5%. Eurogen also claim that waveform of the line-voltage at no load, and with the application of a balanced linear load, is sinusoidal with a harmonic residual of less than 6%.

The new Eurogen alternator has casing and shield covers

of high strength heavy duty aluminium alloy.

The shaft is high tensile steel. A robust rotor is supplied as standard to compensate for engine runaway speed.

Further information is available from Eurogen South Pacific of 131A Arcadia Rd., Arcadia, N.S.W. 2159



Ergo Breakers Pave The Way For Healthier Hands

tlas Copco's well established E-series ergo nomic breakers and rock drills now have a maintenance bonus for operators.

The E pneumatic range features innovative new design characteristics, reducing the number of moving parts. Automatic lubrication means less wear and fewer parts that may need to be replaced. It's another substantial benefit in the E range, highlighting Atlas Copco's 20 year development of ergonomic machines, now offering:

- · vibration absorbent handles
- · duplicated air cushioning of piston strokes
- · an effective silencer

Reduced vibration in the E-series has been measured as high as 80% compared with standard breakers and rock drills.

Atlas Copco's effective damping system absorbs both harmful impact vibration and shock recoil. The principal result is to greatly reduce the incidence of "white fingers".

"White fingers" is a condition which occurs when the blood vessels in the fingers and hands have been damaged. The blood vessels regulate the temperature of the skin ensuring the fingers' sense of feeling. The longterm effect of vibration is to impair the vessel's capacity to adjust blood flow, often as a result of damage to nerve cells which control the contraction and expansion of the vessel. In many cases where constant exposure to vibration occurs, this ability cannot be restored.

Silencing - another major benefit

Units in the E-series are fitted with silencers which cut noise levels by about 15 dB(A) compared to an unsilenced breaker of similar size - a material difference for operators working long shifts.

When hearing is impaired it is generally because the ear has been exposed to sound of a volume and duration beyond its capacity. Human hearing is not made for artificial sounds - whether they are produced by rock musicians or percussive machines.

In a pneumatic breaker the noise comes from the chisel, the workpiece and from the compressed air emitting from the tool after impact. Chisel impact noise cannot be silenced but the more serious noise source, compressed air, can be reduced.

Atlas Copco's E-series breakers are fitted with a silencer in the form of a cylinder, surrounding the

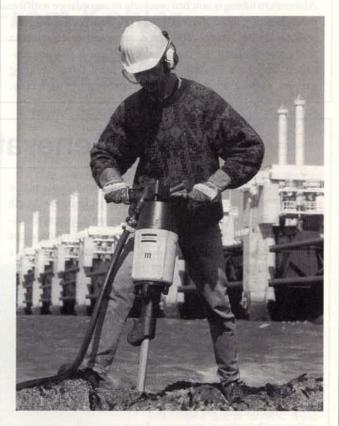
breaker. This acts as a resonance box with a balanced relationship between length and volume. The air pulses are gradually cushioned in the silencer drastically reducing the noise level of the compressed air.

Still a power unit

Atlas Copco - as a pioneer of noise suppression in construction tools - confidently declares that a breaker or rockdrill can be ergonomically designed and still deliver "a productive punch".

The E range is a series of powerful breakers and rockdrills in their own right.

Optimum design compatibility between the stroke length and cylinder diameter ensures high impact energy delivery at each stroke. The use of hardened, high strength, quality steel provides a breaker or rockdrill with a high power-to-weight ratio and good static balance, ensuring ease of operation ... and higher productivity.



Backing the E series is a range of first-class work tools, forged of high grade, specially-hardened steel to the right toughness and hardness. The operator is thus provided with performance as effective as that at the business end of the breaker or drill.

THE ONLY THING WE'LL Shake UP... Is the competition!

Illas Gepre

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ELIMINATE 'WHITE FINGER'

Heavy and continuous vibrations will damage the blood vessels in the hands, resulting in what is known as 'white finger'! This damage is irreversible!

The 'TEX breaker' greatly reduces this problem. The handles have been designed to absorb the heavy vibrations by means of adjusting springs. Once you have used a 'TEX breaker' with its 'ergonomic vibration damping' - we're confident that you'll never go back to conventional machines again.

ELIMINATE EXCESS NOISE

We all know that the result of continuous industrial noise is devastating. But the answer is simple - silence it! Every 'TEX breaker' comes with a built in silencer. This reduces the noise level by about 15dB(A).

INCREASE PRODUCTIVITY

Whichever way you break it down, the "TEX breaker' from Atlas Copco is value for money. This ergonomically designed, high power-to-weight ratio and statically balanced machine is unbeatable. In fact, productivity can be increased by four times!

With all these features, it is easy to see why Atlas Copco has become the undisputed market leader in pneumatic breakers.

TEST DRIVE ONE TODAY !

For further information on the 'TEX breakers' from Atlas Copco, call **(02) 831 1611, 008 252 999** or fax **(02) 622 2129.** *You'll be suprised at our competitive pricing!*



Principals & Executives Seminar & AGM 1994

n 22nd February 1994 our Principal's Semi nar & AGM was held at the Parkroyal Parramatta. Attendance was good thanks to our capable and interesting speakers; Mr Andrew Kennard from Kennards Hire and Mr Bob McCotter from Mitchell McCotter Associates Pty Ltd. The association thanks both seminar speakers for their time, expertise and generosity.

Once again the meal was excellent which was topped off by comedian, Mr Brian Doyle who had us in stitches!

The Hire & Rental Insurance Brokerage, HARIB, should be thanked for their part sponsorship of the after dinner speaker as Brian Doyle really added the finishing touch to a very successful seminar.

Thank you HARIB for your SPONSORSHIP!

The Elected Committee 1994 are:

PRESIDENT: Mr Stephen Donnelley National Hire

VICE PRESIDENT: Mr Barry Newton Conveyor & Hoist Rentals

TREASURER: Mrs Elaine Smith Hills Party Hire

SECRETARY: Mrs Jenny Lohri Hire & Rental Assoc NSW

General Committee:

Malcolm Williams On-Site Rentals

Gordon Esden Prestige Portables

Andrew Kennard Kennards Hire

Gary Silburn Tri-Hire (Aust) Pty Ltd

Rob Christie Christie's Hire Service Allen Forbes Coates Hire

Andrew Stein Smithfield Hire Service

Mike Brown Hire Power

Stan Macey Meghaven Hire

Annette Newton-Brown Conveyor & Hoist Rentals

Peter Hinde Go Hire

Lawrence Lockart Patti's Hire

Ian McPhail Eastern Portable Buildings

Terry Burrows Hire It

WORKCOVER SAFETY ALERT

Metropolitan West warns of the danger of supporting the carriage and tines of a forklift truck in a raised position.

In a recent incident the carriage of a forklift had been in a raised position so that the area behind the carriage could be serviced easily and that oil pressure could be released from the hydraulic lines allowing access to the rams, seals and "O" rings. The supporting timber originally used was hardwood with one piece placed in the channel upright and another diagonally across. The problem was the diagonal piece which obstructed the mechanic from working on the hydraulic system.

Another piece of softwood was then obtained and placed underneath the mast and strutted diagonally onto the floor. The original pieces of hardwood were removed by the mechanic. Eventually the softwood shattered and slipped allowing the mast to fall killing

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the mechanic.

One of the following two alternatives should be observed:

- The use of a more substantial structure such as a metal frame to support the tines and carriage in the raised position.
- 2. Where hardwood is used to support the carriage (this is common industry practice):
 - a) softwood or damaged hardwood should not be used;
 - b) a method of locking the supports in the mast channels should be used to prevent accidental removal or slipping; and
 - c) ensure that minimum time is spent with the carriage in the raised position.

For further information contact: Ross McLeod, Regional Inspector WorkCover Authority (02) 841 8522

Skidsteer Loader Fatality Highlights Dangers of Earthmoving Machinery

The death of an experienced skidsteer loader operator in South Western NSW has highlighted the dangers of operating these machines without strictly adhering to all the safety precautions.

The deceased was a competent operator with 17 years experience, and at the time of the accident was filling a trench. The deceased was found crushed between the bucket and loader frame outside the cabin of the machine. The machine was tipped bucket down into the trench.

The absence of a witness to the accident has prevented an absolute conclusion being reached as to the cause of the accident. It is possible that the operator may have been attempting to operate the machine from outside the cabin.

The WorkCover Authority stresses that earthmoving plant operators can avoid similar accidents by observing the following points:

- Always use safety belt if one is provided. If the equipment does not have a safety belt, have one fitted
- Always use the "safety bar" where fitted. Make sure it is working correctly and isolates the machine when it is in the "up" position
- Never start the machine while you are outside the cabin

- Never attempt to operate the controls of the machine unless you are in the cabin, correctly seated
- Should you run into difficulties, such as becoming bogged 'GET HELP'. Do not try to do the job yourself.

TRANSPORT OF CYLINDERS OXYGEN, ACETYLENE & LIQUEFIED PETROLEUM GASES (LPG)

Herewith some questions and answers. The questions were asked by Mark Zimmer, Kennards Hire and the answers were given by the Environment Protection Authority.

Q 1) Is it legal to place into and transport cylinders of oxygen, acetylene or LPG in an enclosed vehicle?

A 1) After consulting the Australian Code for the Transportation of Dangerous Goods by Road & Rail, 5th Edition (ADG Code), it would appear permissible to transport cylinders of oxygen, acetylene and LPG in an enclosed vehicle if the vehicle does not need to be marked in accordance with Section 3 of the Code. This is specified in sub-section 7.4.2.3(a) however, dangerous goods of class 2.1 "shall not be transported in an enclosed vehicle or an enclosed compartment of a vehicle unless provision is made for adequate ventilation to prevent build up of vapours" (7.4.2.2). The cylinders must also be stored in an upright position according to sub-section 7.3.4., 'so that any pressure relief device is in the vapour space'.

Q 2) Does the above apply to each state in Australia?

A 3) The ADG Code is a Commonwealth document. It is called up in various States by specific State legislation. Although the ADG Code is legal in all States/Territories, there may be additional legislation eg. Queensland Gas Act, that may impact on the transportation of gases, therefore it would be necessary for you to contact the relevant Competent Authority in each State.

Q 3) Is there any limit to the size of cylinder or quantity of gas that may be legally carried in an enclosed or open vehicle? (with reference to the above gases)?

A 3) Gases in cylinders may not be transported in an

N.S.W. REPORT

enclosed vehicle once the quantity being transported in the vehicle exceeds the limit at which the vehicle must be marked under Section 3 of the ADG Code unless adequate ventilation is provided to prevent the build up of dangerous concentrations of flammable vapours. In this case the limit is 250kg(L) for gases in class 2.1 (ethylene and LPG) and 1000 kg(L) for gases in class 2.2 (Oxygen).

For 'open' vehicles, the main restriction would be the carrying capacity of the vehicle. It might be appropriate to pursue this matter further with the Roads and Traffic Authority (RTA).

Q 4) Are we at any legal risk by loading the above gases into an enclosed vehicle?

A 4) It is suggested that legal advice be sought in this matter, however it is our opinion that it would be legal to transport cylinders of oxygen, acetylene and LPG in an enclosed vehicle provided that the quantities are such that the vehicle does not need to be marked in accordance with Section 3 of the ADG Code (250/1000 kg/L). Compliance with other requirements of the ADG Code are necessary.

Q 5) What is meant by the term "enclosed vehicle"?

A S) The term "enclosed vehicle" is not defined in the Dangerous Goods Act or its regulations. It is not defined in the ADG Code either. The Motor Traffic Act administered by the RTA may provide a definition.

Q 6) Can cylinders be transported lying down?

A 6) Sub-section 7.3.4 of the ADG Code states that "cylinders of liquefied gas shall be stowed and secured so that any pressure relief device is in the vapour space. For most cylinders this will require the cylinder to be stowed in the upright position".

Q 7) Does the boot of a vehicle need to be adequately ventilated to prevent a build of vapours? If so, how is this done?

A 7) All transporters carrying dangerous goods of a nature such as LPG or compressed acetylene should provide adequate ventilation in order to prevent the build up of dangerous concentrations of flammable vapours. Subsection 7.3.1 of the ADG Code lists the general requirement for the safe stowage of dangerous goods. In this section there is included an advisory note which states that "Dangerous goods of Classes 2.1 and 2.3 in packages, and any other classes in

packages which may give rise to flammable, toxic or otherwise harmful gases or vapours, should not be stowed in any compartment of a vehicle which shares the same vapour space as the driver or any passenger, if the quantity of goods is likely to lead to dangerous concentrations of such gases or vapours in the event of a leaking package". It then states that "for the purposes of this note, the boot of a passenger vehicle is not considered part of the vapour space occupied by the driver and passengers". We therefore advise that the boot of the vehicle be ventilated.

Q 8) If it is illegal to load and transport the gases as described previously, who would be prosecuted for such an act?

A 8) Any classes of dangerous goods loaded or transported not in accordance with the ADG Code, the persons responsible are:

- the owner of the goods
- the consignor of the goods
- the transporter of the goods, and
- the driver of the vehicle

All of the above share the responsibility to ensure compliance with the ADG Code and may be liable to prosecution for failure to comply.

Q 9) What is your interpretation of AS 2030?

A 9) AS 2030 is the Australian Standard for the Approval, Filling, Inspection, Testing and Maintenance of Cylinders for the Storage and Transport of Compressed Gas.

This document and its various parts are called up under Sub-section 5.6.20 of the ADG Code. This requires that all cylinders used for the purpose of transporting dangerous goods shall comply with the requirements of AS 2030.

FOOTNOTE:

Re: Answer to Q. I

Section 3 of the Code deals with the marking of vehicles to transport dangerous goods. 'E' size oxy and acet bottles 23 Kg. and LPG bottles 9 Kg. fall well inside the limits as set out in the Code. (Acety and LPG 250 Kg(L) and oxy 1000 Kg (L.) Therefore, the vehicle need not be marked and so the provisions of sub paragraph 7.4.2.2. do not apply simply because the vehicle does not require marking in accordance with Section 3.

WELCOME NEW MEMBERS

Ms Iris Whitelock Master Hire (Eden) Ben Boyd Drive EDEN NSW 2551

Tel: (064) 963 366 Fax: (064) 962 060

Construction, DIY, Portable Buildings & Sanitation, Trailers & EWP's

Re: Answer to Q.3

Adequate ventilation is required only when the quantity being transported exceeds the limit (oxy and acet 250Kg L and LPG 1000 Kg (L)) marked under Section 3 of the A.D.G. Code. As above 'E' size bottles fall well inside these limits. It appears that it would be permissible to transport the above cylinders in an enclosed vehicle. However, adequate ventilation is recommended.

Re: Answer to Q.6

The problem bottle here is the acetylene and that when laid down the pressure relief device (on top of the bottle when standing up) is then on one end and so the acetone and acetylene could leak out of the fitting due to heat expansion or other reasons. Results of rough handling or heating may be delayed explosion, or what could happen as did last year, a man and his van were blown up because the acet bottle was lying down. It leaked and he was smoking when he opened the back of his van. Mr Alf Rich Fengore Plant Hire Pty Ltd 23 Keppel Street BATHURST NSW 2795

Tel: (063) 312 288 Fax: (063) 318 813

Construction, DIY, Party & EWP's

"FUNNIES"

It's going to be A ROTTEN DAY when

Your birthday cake collapses from the weight of the candles.

You see a "60 Minutes Team" in your office.

Your boss tells you not to bother to take off your coat.

Your income tax cheque bounces.

You call "suicide prevention" and they put you on hold.

Your car horn goes off accidentally and remains stuck as you follow a group of Hell's Angels on the freeway.

"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 dipendant 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

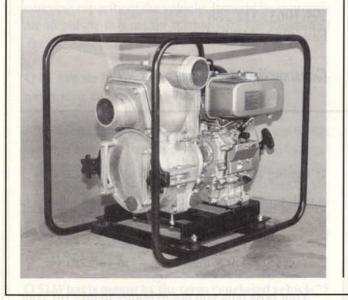
He is not a cold statistic: He is a flesh-and-blood human being feelings and emotions like our own

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

INDUSTRY NEWS

New 3" Diesel Trash Pump

new heavy duty trash pump has been released by MEC Australasia. Designed specifically for heavy duty contractor use the pump has a number of features not found on conventional self priming centrifugal pumps. These features include the ability to pass 1 1/2" (40mm) solids in suspension.



Designated the QP301T the new unit has a large cleanout cover that can be easily removed in seconds, without removing suction or discharge hoses, and, without tools. Thus the volute and double vane non-clog impeller can be easily removed and the whole pump internals cleaned in a matter of minutes. An exclusive copper-bronze/ceramic seal is provided as standard which is claimed by the manufacturers to have up to six times the life of conventional carbon ceramic seals. A unique advanced design self cleaning double volute insures quick positive priming and minimises clogging thus increasing efficiency.

The new 3" pump is capable of flows of up to 1500 litres a minute and a maximum delivery head of 27 metres (90 ft.).

The QP301T is claimed to be suitable for on site dewatering, sullage tanker applications and any application involving solids laden water transfer. It is available with a wide variety of drive options including petrol engine, diesel, outboard bearing drive shaft and close coupled electric motor.

MEC Australasia expect the pump to be of interest to the construction industry, hire companies, government and local government users.

Further information is available from MEC Australasia of 131A Arcadia Rd., Arcadia, N.S.W. 2159

New Temporary Scaffold Makes Working On Eaves So Much Easier

Hills Industries Limited have just released a new temporary scaffolding system onto the market designed especially tor carpenters and plumbers. The system has been developed as an answer for the problem of working on or near eaves, where trades people often make do with unsafe working equipment that is also time consuming to set up and dismantle.

The '*EASI-build Outrigger System*' simply hooks over the top of framework to provide a safe and stable working area that Call be set up within minutes, saving time and money on site. It accommodates the trades person and their equipment, and has the added safety feature of two safety guard rails.

The system is especially convenient for sloping sites and two storey construction. '*EASI-build*' sits on the framework, not on the ground, so it is always level. And because '*EASI-build*' makes second-storey eaves so much easier to access, it saves valuable time at first fixing stage.

The 'EASI-build Outrigger System' has been developed by an Australian carpenter, using a lifetime of experience in the trade, and is now patented world wide.

Constructed from quality Australian steel the scaffold

comprises two welded galvanised steel frames, two guard rails and two removable posts. The system is strong yet light in weight, fitting easily into a truck or ute for quick transport to and from site.

EASI-Build' has already been approved by the NSW Workcover Authority and other state regulatory bodies, and complies with current building safety codes applying to two storey construction.

General Manager for Hills Industrial Products Division, Mr. Geoff Evans, said the '*EASI-build*' system is a remarkable product breakthrough that offers safer, more convenient work practices for carpenters and plumbers, and for the building developer who employs such contractors.

"When we first saw *EASI-build* we were impressed by the simplicity of the design and amazed that no-one had thought of it before. *EASI-build* makes working at eaves so much easier, we predict it will become an essential piece of equipment for all carpenters, first fixers and plumbers.".

Hills 'EASI-build Outrigger System' is available through Hills Industrial Products Division and through Hills stockists.

Hitachi Demolition Hammers

D emolishing concrete and similar materials is uncomfortable, noisy and costly! Channelling concrete and ashphalt is just as arduous; therefore demands on labour and tool maintenance are prime considerations.

Hammer drilling conduit and construction holes in concrete is just as laborious, and is usually a test of "man against machine"!

Over the years we have seen the larger, more cumbersome and noisy, compressor driver concrete demolition hammer give way to the smaller, quieter, more ergonomical and efficient, electric breaker.

Typical applications of the electric demolition hammer include breaking of concrete, masonry and ashphalt. Digging hard clay, tamping, channelling,

grooving and floor cleaning. Star picket fencing and vibrating application, also form part of the ever increasing wide applications of demolition hammers.

Increased research and development has led to greater operator comfort, more reliable and trouble free operation, and less maintenance! Higher quality hammers are designed with secondary hammer and striker mechanism, which place the vibrating, reciprocating action at the "work end" of the tool, rather than at the operator end. In other words, the workman "steers" the hammer rather than pushes the tool into the job. Efficient, ergonomically designed shock absorbing handles reduce operator fatigue, and play a part in reduction of maintenance!

The Hitachi range of demolition hammers are all equipped with shock absorbing handles, grease packed lubrication, and larger electric motors which "demolish the job, NOT the tool"!

Rotary hammer drills also play an important role in the construction and building industry! The tools are capable of initially drilling solid or core cut holes in concrete and similar materials, and convert to an efficient and convenient demolition hammer!

Again there are operator comfort and maintenance considerations! The modern electro-pneumatic rotary hammer drill/demolition hammer must be designed with grease pack lubrication, have access to auto stop carbon brushes, and accept standard drill and hammer accessories. Operator safety and comfort must be considered in the design of rotary hammer drills! Pistol grip shapes, with adjustable side handles, double insulation construction, built in torque overload safety clutch, and shock absorbing handles, allow the operator to work comfortably and efficiently.

Ergonomical construction with built in safety fea-

tures must be coupled with an efficient high powered modern electric motor!

Drilling a 50 m/m hole in high tensile concrete for a prolonged period of time is not efficient! The modern electro-pneumatic rotary hammer drill must drill that hole quickly and cleanly, safely and efficiently. A

larger capacity electric motor, coupled with a modern technologically designed striker and hammer mechanism, will combine efficiency with comfort.

The Hitachi range of rotary hammer drills accept the challenge of efficiency and comfort! The range is equipped with essential standard accessories; including robust carry cases. After sales service is available through a large network of experienced and dedicated specialist Hitachi Power Tools Service Engineers.

For more details on the range of construction strength Hitachi power tools, contact your local specialist power tool dealer, of contact below for a dealer nearest you.

NSW:	(02) 666 3088	
SA:	(08) 347 1234	
VIC:	(03) 555 8722	
WA:	(09) 277 9955	
QLD:	(07) 260 1344	
TAS:	(002) 72 5651	

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.

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 & ACCESSOF	RIES		
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	Personal Cel
TOOLS - PLUGS & FEATHERS		21.00	70.00

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
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 8	SHORING	part path Terrs	
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 PRESSURE WASHER - PETROL	2000 psi	105.00 82.00	475.00 350.00
PRESSURE WASHER - PETROL	3000 psi	118.00	475.00
PRESSURE WASHER TURBO HEAD) .	20.00	60.00
SANDBLASTER MEDIUM SANDBLASTER - SMALL	300 lb 100 lb	123.00 80.00	555.00 330.00
Bello rower Bester marel	10010	00.00	000.00
COMPACTION		MUJA - PI	RIGHTER (P
HAND COMPACTOR		16.00	45.00
PLATE COMPACTOR RAMMER COMPACTOR		50.00 56.00	200.00 240.00
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
SAW & DIA BLADE	3 CF	29.00 158.00	650.00
TROWELLING MACHINE		58.00	225.00
VIBRATOR ELECTRIC	1 In	34.00	100.00
VIBRATOR MOTOR & SHAFT		54.00	220.00
WHEELBARROW		14.00	40.00
COOLING & HEATING			
AIR COOLER - EVAPORATIVE		26.00	80.00
FAN - DESK		16.00	50.00
FAN - EXHAUST	12 In	30.00	90.00
FAN - EXHAUST	20 In	41.00	125.00
FAN - PEDESTAL	24 In	29.00	85.00
HEATER - PATIO	20,000 BTU	31.00	95.00
HEATER - PERSONAL	10,000 BTU	24.00	70.00
HEATER - SPACE (DSL) HEATER - SPACE (GAS)	150,000 BTU 155 000 BTU		144.00 205.00
HEATER - SPACE (GAS)	260 000 BTU		220.00
ELECTRIC TOOL	C 8. EC		
ELECTRIC TOOL	.5 a E	XUIPINI	
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 DRILL BIT - TUNGSTEN	3/8 In	30.00	90.00
DRILL BIT - TUNGSTEN	to 37 mm over 37 mm	6.00 11.00	20.00 50.00
HAMMER DRILL	(637 Kango)	50.00	155.00
KANGO 426 - LIGHT DRILL	(oor rungo)	39.00	115.00

Description	Size	Daily	Weekly
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
	READ	1401.04	TAVASY
HAMMERS			
CLAY SPADE	0.1-	8.00	14.00
FLOOR CLEANING TOOL HITACHI BREAKER	6 In 33 Kg	20.00 75.00	75.00
HITACHI HAMMER	55 Ng	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 NIBBLERS	Large 1-2 mm	51.00 25.00	155.00
NIBBLERS	2.5-5 mm	32.00	120.00
PLANER	75 mm	30.00	90.00
ROUTER	18.9.12	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. BLAD	E 350mm	45.00	135.00
ELEVATING WORK PLATE	ORMS		
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
SCISSORLIRT 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
RAILER LIFT	12 M	236.00	1010.00
RAILER 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
		15.00	15.00
PIE OVEN		10.00	

ROTATING SPIT TABLE URN WATER COOLER EXCAVATING, LOADING & BOBCAT 643 DUMPER - 2 W.D. DUMPER - 4 W.D. EXCAVATOR HAMMER MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE NAIL GUN - FENCE	1125 T 1.37 T 1 T 10 hp	58.00 9.00 20.00 8.00 NG 290.00 110.00 175.00 75.00 280.00 105.00 267.00	180.00 27.00 40.00 32.00 1250.00 450.00 725.00 300.00 1260.00 420.00 1200.00
URN WATER COOLER EXCAVATING, LOADING & BOBCAT 643 DUMPER - 2 W.D. DUMPER - 4 W.D. EXCAVATOR HAMMER MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	1125 T 1.37 T 1 T 10 hp	20.00 8.00 NG 290.00 110.00 175.00 75.00 280.00 105.00	40.00 32.00 1250.00 450.00 725.00 300.00 1260.00 420.00
WATER COOLER EXCAVATING, LOADING & BOBCAT 643 DUMPER - 2 W.D. DUMPER - 4 W.D. EXCAVATOR HAMMER MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	1125 T 1.37 T 1 T 10 hp	8.00 NG 290.00 110.00 175.00 75.00 280.00 105.00	32.00 1250.00 450.00 725.00 300.00 1260.00 420.00
EXCAVATING, LOADING & BOBCAT 643 DUMPER - 2 W.D. DUMPER - 4 W.D. EXCAVATOR HAMMER MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	1125 T 1.37 T 1 T 10 hp	NG 290.00 110.00 175.00 75.00 280.00 105.00	1250.00 450.00 725.00 300.00 1260.00 420.00
BOBCAT 643 DUMPER - 2 W.D. DUMPER - 4 W.D. EXCAVATOR HAMMER MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	1125 T 1.37 T 1 T 10 hp	290.00 110.00 175.00 75.00 280.00 105.00	450.00 725.00 300.00 1260.00 420.00
DUMPER - 2 W.D. DUMPER - 4 W.D. EXCAVATOR HAMMER MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	1.37 T 1 T 10 hp	110.00 175.00 75.00 280.00 105.00	450.00 725.00 300.00 1260.00 420.00
DUMPER - 4 W.D. EXCAVATOR HAMMER MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	1.37 T 1 T 10 hp	175.00 75.00 280.00 105.00	725.00 300.00 1260.00 420.00
EXCAVATOR HAMMER MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	1 T 10 hp	75.00 280.00 105.00	300.00 1260.00 420.00
MINI EXCAVATOR MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	10 hp	280.00 105.00	1260.00 420.00
MINI LOADER TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	10 hp	105.00	420.00
TRENCH DIGGER - PEDESTRIAN FASTENING EQUIPMENT NAIL GUN; & COMP & HOSE	ther, the ca ardod an i		
NAIL GUN; & COMP & HOSE	diar, the ca lydod an i		
NAIL GUN; & COMP & HOSE			
	10 CFM	86.00	260.00
	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 STAPLE GUN - HAND		26.00 25.00	80.00 75.00
STRAPPING MACHINE		28.00	85.00
FLOOR & CARPET CARE			
CARPET CLEANER		45.00	135.00
CARPET STRETCHER - KNEE KICKE	R	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	270.00 320.00
FLOOR STRIPPER LINO & TILE ROLLER		70.00 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 GENERATOR - PETROL	5 KVA 7.50 KVA	70.00 89.00	300.00 385.00
HOISTS, ELEVATORS & CO			
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 BARROW415 V		11.87	180.00
HOIST - 2 BARROW DIESEL			300.00
HOIST - SINGLE BARROW 240 V YORK DRAINERS WINCH			210.00 300.00
LADDERS, TRESTLES & PI	ANKS		31259140
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	Dally	weekiy
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 95.00
TRESTLES (PR) - ALUM	14 Ft	32.00	110.00
TRESTLES (PR) - ALUM. TRESTLES (PR) - TIMBER/STEEL	16 Ft	36.00 20.00	60.00
	6 Ft 8 Ft	20.00	60.00
TRESTLES (PR) - TIMBER/STEEL TRESTLES (PR) - TIMBER/STEEL		22.00	65.00
TRESTLES (PR) - TIMBER/STEEL	10 Ft 14 Ft	26.00	70.00
THESTLES (FR) - TIMBER/STEEL	14 FL	20.00	70.00
LANDSCAPING & GARDEN	N		THROMON
BRUSH CUTTER		65.00	200.00
CHAINSAW - ELEC.	12 ln	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 70.00
KNAPSACK SPRAY		24.00 80.00	240.00
LAWN CORER - MOTORISED 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	10 111	34.00	100.00
MULCHER	1 In	52.00	155.00
MULCHER	2 In	86.00	386.00
POST HOLE DIGGER 1 Man	2	95.00	430.00
POSTHOLE DIGGER HAND - 4-9 In		17.00	35.00
POSTHOLE DIGGER PETROL - 2 M	an	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
TANLE LITTEN-TONG		00.00	05 00
PORTA POWER - PUMP		22.00	65.00
	10 Tonne	22.00	65.00

Size

Daily

Weekly

Description

Description	Size	Daily	Weekly
PORTA POWER - RAM	30/50 Tonne	35.00	105.0
PORTA POWER - RAM	100 Tonne	94.00	260.0
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	65.0
Infon	500 Kg	23.00	05.0
LIGHTING			
FLOOD LIGHT	500W	25.00	70.00
LOOD LIGHT	1500 W	30.00	90.0
LOOD TOWER DIESEL TRAILER	(9 M)	260.00	1050.00
MATERIALS HANDLING			
PALLET TRUCK		22.00	80.0
SKATE TURNTABLE	20 Tonne	11.00	35.0
SKATES - each	5 Tonne	22.00	65.0
SKATES - each			
	20 Tonne	18.00	65.0 25.0
FIBRO CUTTER		13.00	2007 000 000
BLASS SUCTION CUP		17.00	50.0
EVEL - DUMPY		48.00	190.00
EVEL - LASER		60.00	180.00
EVEL - THEODOLITE		84.00	250.00
POSSUM TRAP		12.00	35.0
ROOF TILE CUTTER		16.00	30.00
ROOF TILE PUNCH/NOTCH		19.00	40.00
ROOF TOOLS - TURINING		19.00	40.00
MOVING AIDS			
		45.00	15.00
URNITURE PADS (SETS OF 5)		15.00	45.00
URNITURE STRAPS	Pr	15.00	45.00
EAVY DUTY TROLLEY		22.00	80.00
OADING RAMP		19.00	55.00
PIANO TROLLEY		19.00	55.00
PLATFORM TROLLEY	1/2 Tonne	19.00	55.00
ROLLEY 6 WHEEL		19.00	55.00
PAINTING & DECORATING			
AIRLESS SPRAY PAINTER		114.00	515.00
INE MARKER - AEROSOL		26.00	50.00
PAINT STRIPPER - ELEC		26.00	80.00
AINT STRIPPER - GAS		28.00	85.00
PRAY GUN		19.00	57.00
SPRAY OUTFIT HP W/COMPRESSO	R & HOSE	62.00	185.00
SPRAY OUTFIT LP W/COMPRESSOR		45.00	135.00
VALLPAPER CUTTER	TUTIOOL	7.00	20.00
VALLPAPER STEAMER		37.00	110.00
PLUMBING			110.00
extremely enable private		00.00	FOO
DRAIN RODS		26.00	50.00
DRAIN SNAKE - MANUAL	10.5	26.00	50.00
LECTRIC EEL	48 Ft	65.00	200.00
LECTRIC EEL - EXT.	8 Ft	9.00	25.00
IRE HYDRANT STAND PIPE	close cuv m	24.00	70.00
IPE BENDER HYDR.	50mm	37.00	110.00
IPE CUTTER	100mm	22.00	65.00
IPE CUTTER - EARTHENWARE		26.00	80.00
IPE THREADER - ELEC.	50mm	77.00	315.00
IPE THREADER - ELEC.	100mm	103.00	463.00
IPE THREADER - MAN.	25m	26.00	80.00
IPE VICE & STAND	2011		
		14.00	55.00
			115 00
OWER DRIVE; 'RIDGID' ELECTRIC		38.00	
OWER DRIVE; 'RIDGID' ELECTRIC PRESSURE TEST BUCKET		28.00	85.00
POWER DRIVE; 'RIDGID' ELECTRIC PRESSURE TEST BUCKET SOLDERING IRON - GAS STILSON WRENCH			115.00 85.00 110.00 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	ing and	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	7.5 M	9.00	10.00
TARPAULINS		The state of the state	1.100.21
	TBLOOKS	EW'SHOL	UJEA
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	6x4	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	13 14	5.00	15.00
TRUCK R	ENIAL	RATES	
incorrect boyer in milest	Daily	Weekly	Exs. Kms

The steel boy of the line	Daily	Weekly	Exs. Kms
VANS		Company	
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

HIRE and RENTAL QUARTERLY - APRIL 1994 - 29

a bally single	Dally	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 period5to11months (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
12.0m x 3.0m	\$123.00

ABLUTIONS WET BLOCKS

Average hire period 0 to 5 months (65 weeks)

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

MISCELLANEOUS

Average hire period 52 weeks

Size	Hire charges per week
Tables	\$ 3.50
Chairs	\$ 0.50c
Cup boards & Sinks	\$ 7.50
Lockers (clothes)	\$ 1.50
Regrigerators	\$ 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 (perlinear meter)	\$ 2.00
Office Chairs	\$ 4.00
Change Room Bench (per linear meter)	\$ 1.00

CONTAINERS

Average hire period 5 to 11 months (80 weeks)

Size	Hire charges per week
Container	\$32.00
Half Container	\$32.00

Delivery and pick up (depending on item and delivery distance) \$95.00-\$380.00

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES: CONTACT YOUR STATE ASSOCIATION

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

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Quality Ride-On Mower Alternative From Sweden

The very latest 1993 models from the quality Swedish Stiga ride-on mower range have been released in Australia by garden and small equipment specialist Allpower Industries.

Smart yellow paintwork, innovative engineering and compliance with tough European safety standards place Stiga mowers in a special class.

High levels of operator comfort, features and convenience are also hallmarks of these machines.

Altogether three models have been announced by Allpower. They are the 10.5hp Garden, the 11.5hp Villa and the 16hp Park. Each enjoys features which set it aside from ordinary ride-ons.

Two models - the Villa and Park, can be specified with side-discharge mower deck or the environmentally beneficial mulching mower deck.

The Garden is a key-start, rear-engined, rearwheel drive unit with a mid-mounted mower deck.

A built-in rear transaxle and pivoting front axle means positive drive and a comfortable, smooth ride over all terrain.

Forward and reverse speeds are selected by way of an easy-to-use vertical selection pattern and a conveniently cranked lever for comfortable operation.

An optional rear-mounted collection system is available for the Stiga Garden to save time and work post-mowing and leave lawns clean and neat.

For larger areas the 11.5hp Stiga Villa provides a competitively priced mower with professional turf care feature~.

The Villa is a rear-engined, front-wheel drive/ rear-wheel steer unit fitted with an out-front mower deck.

This design - favoured by contractors~ provides unhindered forward visibility to the mower deck and an extremely small turning radius for excellent manoeuvrability.

The out-front design also allows 'drive-in' mowing of lawn areas under over-hanging bushes and low shrubs. It also allows close cutting right into square corners.

The adjustable operator's seat and overall driving position make the Stiga Villa a very easy and comfortable machine to operate.

At the top of the Stiga range is the full professional standard mower - the remarkable Park.

The Park is a fully articulated unit fitted with an outfront mower deck. It is therefore completely manoeuvrable and puts the operator in control of an extremely capable mowing unit.

As operators expect in this class of mower, the convenience and productivity advantages of infinitely variable one-pedal control hydrostatic transmission are standard.

The out-front mower deck offers the advantages of unhindered working visibility and close cutting even around tight corners. Being mounted on the front axle and having anti-scalp rollers on its leading edge, the deck maintains an even cutting height over all terrain.

Stiga Park's roller chain steering system is smooth and reliable while its articulation system accounts for rough ground while maintaining a stable mowing platform



One of the latest 1993 models of Stiga ride-on mowers from Allpower Industries Australia

Convenient key starting, headlight, big 'lawnfriendly' tyres, engine cover and the popular Briggs & Stratton Vanguard V twin-cylinder engine running on unleaded fuel are also Stiga Park features.

"The Stiga buyer is investing in performance, longterm quality and innovative engineering," commented the Marketing Director of Allpower Industries, Mr Keith Billing.

"These mowers are better finished and better equipped than ordinary ride-ons. We are proud to offer them to Australian customers who seek ride-ons that are a cut above the ordinary."

For further information: Mr Keith Billing Allpower Industries Australia Ltd (03) 890 3344 THE PROVEN PERFORMER

HIRE KIT

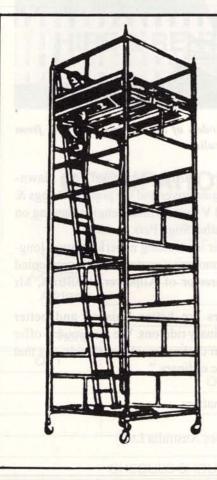
SEWER AND DRAIN

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

TELEPHONE TOLL-FREE NOW 008-028584 SYDNEY METRO 5595622 ELECTRIC EEL (AUST.) DISTRIBUTORS THROUGHOUT AUSTRALIA



NO-BOLT SGAFFOLDS 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

22 Dingley Ave., Dandenong 3175 Telephone (03) 793 2355

SAN DESCRIPTION OF A DE

Oldfields Eighty Years Of Service And Tradition

N ow commonly known as "Oldfields", the com pany began business manufacturing painters' brushware in a small shed in Charlotte Street, Campsie, a Sydney suburb, in 1916. The staff totalled two, with **Henry Oldfield** being one of them.

When business began to flourish, a move was made to another factory at nearby Beamish Street. The staff, which by then had grown to eight, **included Henry Oldfield** and son **Hugh**, who was apprenticed as a brushmaker. In the short space of 11 years, it was time to move to even larger premises and in 1927 a new address was acquired in Henry Street, Leichhardt.

By now the staff had doubled again to 15 and painters' brushware was still the only product bearing the Oldfield name. The Oldfield range of high quality painters' brushware became an established Australian standard for paint brushes.

In 1948 the present managing director, **Brian Oldfield**, joined the company. Like his father before him, he started at the bottom serving his apprenticeship as a brushmaker, as his father had done almost 25 years earlier. Under Brian's management, the business developed to a degree which the founder of the company would have never envisaged.

Changes in paint technology and the introduction of premixed paints meant that the old system of mixing paint from the basic ingredients was over. The home handyman was about to do those jobs previously carried out only by the master painter - and he needed to be supplied with brushes.

Oldfields were now the leading manufacturers of trade paint brushes in Australia and in an ideal position to take advantage of this emerging trend. A demand quickly grew for cheaper disposable brushes.

Mechanisation of many of the intricate processes formerly done by hand helped to reduce manufacturing costs and maintain the high quality standards now associated with the Oldfield name.

During the mid fifties, further dramatic changes happened in the industry, with the introduction of the paint roller. Although crude by today's standards, the paint roller was here to stay. However, it was not until the early seventies, with the development of more suitable fabrics, that the roller became accepted by the professional painter and the handyman alike.

It was envisaged that the market for rollers was to expand further and in 1975, began to produce the Oldfield range of rollers, which is now a major force in the area of paint application.

Further initiatives were to follow :

1969 saw the addition of painters' tools to the product range with the introduction of **Harris Painters' Tools.**

In 1973 the Stanford and Pilley Pty Ltd brush manufacturing business was purchased and merged with the rapidly growing Oldfield distributor network. In 1973 the electric airless spray gun began to play a part in the paint application industry, specially in the 'Do-It-Yourself' market.

Early spray gun samples that became available were looked upon as gimmicky and unreliable and it was not until 1975, after further product development, that Oldfields found and began to import a reliable and acceptable range of guns and accessories. This range is now the largest selling range in Australia.

Expansion continued to gain momentum. In 1982 new premises were built on a 2.25 acre site at Campsie where the present head office is situated.

In 1984, the company purchased **Bradley Bros.'** aluminium ladder and scaffold production plant at Rydalmere. This operation was revamped and moved to a site at Homebush Bay. In only two years, it was producing one of the largest selling ladders in Australia.

The scaffold manufacturing side of the **Bradley** business was yet to show its full potential and, in 1985 **Oldfields Industrial Hire** was born and the scaffold hire and sales began to develop. Today, Oldfields are recognised in Australia and New Zealand as manufacturers of high quality scaffolding.

A major initiative in 1984 was the introduction of a new range of professional airless spray units which were to reshape the market of these types of equipment now within the financial reach of the professional painter. By late 1985, the Oldfield operation totalled 114,000 square feet and the world's only "complete supplier" in paint application equipment.

With this rapid expansion and with warehousing in all States, there was nowhere that could not be serviced by the "Complete Supplier". Television advertising became an accepted part of the sales strategy and the introduction of TV advertising in 1982 also saw the birth of the now familiar slogan, "Make Sure It's an Oldfields".

New products were introduced regularly. This was further accentuated by the takeover of the **Midco Roller Manufacturing Company** and the marketing of these products through the distributor network.

The "complete supplier" was active again at the end of 1985 with a move to go International with the acquisition of **The Hamilton Brush Co.**, the largest in New Zealand.

Oldfields Scaffolding Division now manufactures in a major modern manufacturing complex in Campbelltown in South Western Sydney. The manufacture of Ladders and Rollers has been moved to Campbelltown, consolidating a major part of manufacturing activity in this location.

From two men making paint brushes by hand in a small shed in Campsie in 1916 to a company that today is international with over 2,000 product lines and over 220 employees. Eighty years of service and tradition - a record to be proud of. SUPPORT THE ASSOCIATION WHICH IS SUPPORTING <u>YOUR</u> INDUSTRY

<u>NEW SOUTH WALES</u> Jenny Lohri Tel: (02) 979 5039 Fax: (02) 979 5108

<u>VICTORIA</u> Lois Ziebell Tel: (03) 720 1835 Fax: (03) 729 7936

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: <u>QUEENSLAND</u> Elaine Cronin Tel: (07) 355 1481 Fax: (07) 355 0090

<u>SOUTH AUSTRALIA</u> Tim Mee Tel: (08) 373 1422 Fax: (08) 272 9662

<u>WESTERN AUSTRALIA</u> Gavin Eddy Tel: (09) 457 8944 Fax: (09) 457 0269

Calling all members... Encourage a non member to join your association this month!!!

P O BOX 523

NEWPORT BEACH NSW 2106

PH: 979 5039 Fax: 979 5108

MUST BE COMPLETED IN FULL			
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Annual General Meeting

The Annual General Meeting was held on February 15 and the following Board Members were elected to office:

President

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

Senior Vice President Mal Barnett (National Councillor) Carnegie Rentals

Vice President Roger Haebich Marshall Hire

Directors

Scott Crowe Akarba Party Hire Equipment

Rodger Knights Hire It Plant Hire Ian Longmuir Bulleen Hirings

Brian Wicks . Murray Valley Hire Pty.Ltd.

Norm Wright Sunbury Hire Service Pty.Ltd.

John Guiney Belgrove Hiring Service

Malcolm Kemp Access Hire

Wayne Weller Coates Hire

Margaret Williams Bayswater Rental & Sales Centre

Keep Gardens Tidy With A Quality Blower

ardens can be kept super-tidy and clear of leaves and litter with a quality new Power Blower from Echo.

Called the PB1000, the Echo Blower is a petrol-powered unit that uses the same easy-starting, compact engine technology employed in Echo's famous chain saws and brushcutters.

Weighing Just 3.4kg (dry) and featuring electronic ignition, the Echo PB1000 is also easy to start and light to handle. An Inbuilt primer aids starts when cold while the smooth recoil-starter reduces effort every time.

Its handle is positioned for excellent balance allowing the blower to be effortlessly directed where needed. A conveniently located throttle stays set just where you want it producing just as much air flow as you need for best operation.

The blower's fan-shaped sweeper nozzle maximises and concentrates the litter-clearing power of the air stream while giving you maximum control over air direction. The result is faster, cleaner sweeping so you can relax sooner (or get on to the next Job quicker).

Versatility is enhanced by the fitment of Echo's optional Vacuum Attachment. By simply fitting the collection bag and air intake pipe, your Echo Power Blower becomes an Echo outdoor Power Vacuum for those situations where litter collection is better than leaf or litter dispersal.

"Echo brushcutters and chain saws are renowned for reliability and comfortable operation among farmers and



contractors. Now home gardeners and Garden Contractors can have a Power Blower that is also truly 'Echo quality''', commented Mr Keith Billing, Marketing Director of Echo distributor Allpower Industries.

"We suggest gardeners consider a blower from every point - weight, power, ease of use and reliability. I doubt they will find a better unit on the market - 'contract quality' for everyone with Echo," Mr Billing said.

> Further Information: Mr Keith Billing - Allpower Industries Australia Ltd (03) 890 3344

UNDERINSURANCE - Can You Afford It?

he bush fires that ravaged large areas of NSW in January have focused attention not only on measures to prevent the disaster from recurring but also on how to provide financial protection.

Only a week afterAmerican networks were running headlines such as "Sydney Ablaze", a serious earthquake was experienced by residents and businesses in LosAngeles. Major catastrophes are more common than many people think.

Within hours of homes being destroyed in NSW, the insurance companies had assessors on the scene to assess fire-damage claims expected to run to more than 7 million. While the media has given attention to assessors who have written cheques on the spot to people who have suffered losses, there is still the sobering lesson of underinsurance which many people are learning about the hard way.



According to Noel Pettersen, Executive Director of the National Insurance Brokers Association (NIBA), those people who have no insurance stand to lose everything . "However, this heartache is also keenly felt by people who have underinsured and who did not realise they had a problem".

"Dealing with the personal losses is bad enough you do not need to have a financial problem as well".

It is just over three years ago that Newcastle was rocked by an earthquake, the largest single insurance catastrophe ever to occur in Australia. Many people who faced substantial costs for the work involved in demolishing and rebuilding their homes found their insurance cover was not adequate, mainly as a result of inaccurate property value assessments.

Newcastle's business community faced additional problems. Many buildings had to be demolished and numerous companies were unable to continue trading.

Insurance brokers estimated that up to 80% of the companies affected by the earthquake had no insurance coverage for loss of profits and interruption to business. Unfortunately some companies have since been liquidated.

Homeowners and business people alike need to address the issue of underinsurance before problems occur. Learning from experience can be a very costly exercise when it comes to insurance.

(Reference - "Insurance cover can soothe burnt fingers", David Tomlinson, TheAustralian, 15/1/94)

WHAT YOU CAN DO TO PREVENT UNDERINSURANCE

Do not wait until your normal renewal date to act. Immediately renew your insurance covers by taking the following action:

- · Carefully assess the sums insured you require.
- Ensure true replacement value is nominated, not actual value.
- Obtain an expert valuation to support your insured value.
- Include an inflation factor for normal increases in value and/or inflated prices in the event of a catastrophe where skilled labour charges may dramatically rise.
- Seek professionsl advice from Hire and Rental Insurance Brokerage.
- Review your requirements annually or more regularly if values are fluctuating or business trends change.
- Be prepared to pay for quality cover supported by quality service. Don't allow a cheap premium to result in inadequate or no cover in time of need.
- Most importantly select an insurance company with a sound reputation in service and claims payment (Your broker can assist you with this task).

OAMPS OFFICES

Brisbane (07) 371 9188 Sydney (02) 601 5333 Cooma (064) 52 4111 Cairns (070) 31 3150 Coffs Harbour (066) 52 5144 Leeton (069) 53 3000 Adelaide (08) 373 1650 Dubbo (068) 84 3103 Launceston (003) 31 3055 Perth (09) 430 5650 Merimbula (064) 95 1544 Hobart (002) 31 1288 Warragul (056) 23 5744 Canberra (06) 285 3044 Melbourne (03) 483 6300 Wangaratta (057) 21 7688

INDUSTRY NEWS

Ladder Lifts Helps Landscapes

F our Ladder Lifts from Conveyor & Hoist Rentals helped V & V Landscapers create a level two court yard garden on a new Meriton Apartments project in Sydney.

Tonnes of soil were needed to fill ten large planter boxes.

The Ladder Lifts provided a quick, inexpensive way of moving the soil to the rooftop garden, according to the landscapers.

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

It has a number of interchangeable accessories, enabling



it to carry a range of materials including sand, woodchips, bricks, blocks, tiles, gyprock, small concrete pours and rubble. Furniture and cartons can also be lifted or lowered.

Ladder Lift consists of a sturdy lifting platform, mounted on a lightweight, aluminium ladder.

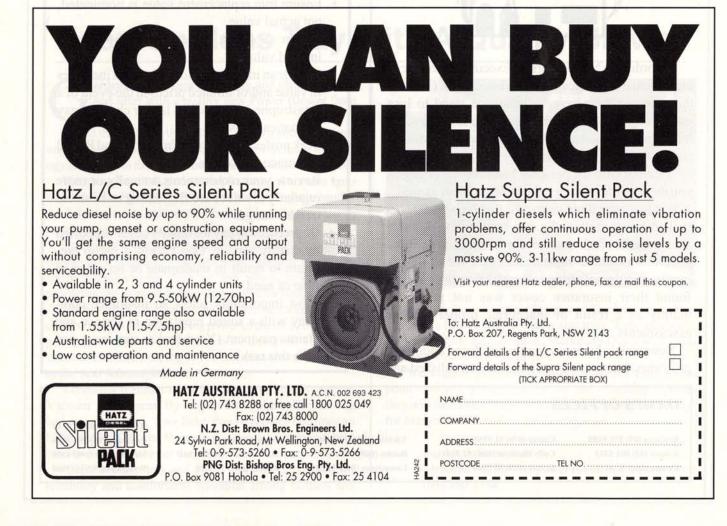
It is powered by 240V, but has a convenient 24V hand held pendant and limit controls.



Ladder Lift can be carried by one person and erected in areas where space is limited.

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

Conveyor & Hoist Rentals, 574 Princes Highway, St Peters. 2044. Ph: (02) 516 5855. Fax: (02) 550 3226.



The Annual General Metting was held at ~hancellor on the Park~ on Saturday 12th.February and those who attended had a most enjoyable evening. At the AGM



Tom Kinross (President 92-93), Elaine Cronin (Secretary), Christine& Gary Kelly (Active Hire)



L_R. Jack Howlett (Neals Hire), Robert Lewis (Allwell Hire) with their wives Joanne Lewis & Glenys Howlett

A new management Committee was elected for 1994. They are as follows:

President Vice President Treasurer Assistant Secretary Committee Members

National Delegates

David Miller Logan Hire Service Peter Walden **Generator Hire Service Denise Devine All Purpose Hire Expressway Trestle Hire Tracey Barker Colin Gibbons** Wreckair **Jack Howlett Neal's Hire & Special Events Active Hire Service** Gary Kelly **MacFarlane Generators** Ian Kennedy **All Site Rentals** Scott Walker **Ron Wyatt** Flextool Ian Kennedy **MacFarlane** Generators Scott Walker **All Site Rentals**

NEW MEMBERS

Please note the following new members:

South Burnett Hire & Sales, 4281 Ashley & Evelyn Kenny

Perry's Peninsula Hire Service, 4282 JohnFallon

Andrews Hire, 4284 Arthur & Hazel Roche

These members resulted from change of owner-

ship of existing members. Other details are listed in the Membership Directory.

Centlyn Computer 4283 (Associate)

John and Donna Arnell Phone: 07 844 0677 Fax: 07 844 0681 98- 106 Henderson Road Jimboomba Qld 4280 Specializing in software for the hire industry. Welcome to the Association.

Northern Roundup

This year's Roundup is being organized by Donna and Peter Anderson of Coral Coast Hire and will be held on the Queen's Birthday weekend at The Reef Terraces Resort, Port Douglas. This is the first time that the Roundup has been held there and it promises to be a very good choice.

An attractive accommodation package has been negotiated for this busy period and the same rates will apply for members wishing to extend their stay.

All townhouses are 2 storey with 2 bedrooms and 2 bathrooms, separate internal laundry with washing machine and dryer, air-conditioning, ceiling fans, balconies from all bedrooms with outdoor furniture, color TV and individual undercover parking. The townhouses are fully self-contained with linen, bedding, crockery, cutlery, glasses and complete sets of cooking and cleaning utensils. Dishwasher and; insinkerator. A free courtesy coach is available for transfers from Cairns.

How much is this going to cost you may well ask!

A two bedroom unit will cost \$ 110 per night for 2 persons. Extra adults may stay for a nightly charge of \$20 each and children aged from 4 - 14 at \$ 10 each. Four people could share a unit for \$150 per night making it only \$37.50 per person for four star accommodation at Port Douglas! Registration for the Roundup is \$20 per person, the Dinner on Saturday 11th will be \$25 each and tropical breakfast on the Sunday, \$7.

I have a number of registration forms and brochures about the resort. If you would like one, give me a call or you could contact Donna Anderson during working hours on (070) 985 138 after hours (070) 981 036, or mobile 015 159 905.

If you think this sounds good, don't wait until you miss out, phone Donna and make a booking now.

Reef Fishing trip

Ian and Bruce from Homelite will be attending the Roundup in Port Douglas and would like to book a reef fishing trip on the Queen's Birthday holiday - Monday 13th June. They would rather share the trip with friends than strangers, so if anybody is interested in joining them, please contact Ian Milton directly on (07) 204 6466 or by mobile on 018 885 918.

Tired Of Replacing Your Hot Water Jetting Hose? Then Try Superjet!

I f you are faced with constantly replacing your high temperature jetting hose because of abrasion damage, splitting, or blistering then you need the latest development from ENZED - the Superjet High Pressure High Temperature Jetting Hose which really does fit the old adage, "just what the Doctor ordered".

The basic benefits of the new Superjet Hose over existing High Pressure Hoses are:

- It's grey outer covering affords no marking on work tops and floors.
- Its pinpricked cover enables a prevention of blisters due to permentation which really does generate a longer lasting product.
- The oil resistant rubber tube enables multiple use, with the synthetic rubber cover allowing a high abrasion and weather resistance, thus ensuring longer hose life.

It is also available in longer than normal lengths thus ensuring considerable savings in time and expense from the necessity to join hoses. The characteristics of the Superjet Hose are:

- Sealess synthetic, oil resistant rubber tube.
- Two plies of braided high tensile steel wire reinforcement.
- Pinpricked high abrasion and weather resistant rubber cover
- Service temperature of -40C to 150C.

Just some of the applications for the hose are:

- Sanitary installationSwimming Pools
- Flooring worksFood Industry
- Dairy Industry
 - High Pressure vehicle clearing
- De-scaling operation
 De-greasing operation
- Added to these benefits is the knowledge that the product is backed by ENZED, Australia's leading mobile hose and fitting specialists with a nationwide network of Hose Doctors and Service Centres, on call 24 hours, 7 days to ensure all your hose and fitting needs are met.

Echo Introduces The Clever Chain Saws

'Clever' chain saws - units that certainly cut wood but also demonstrate smart design and engineering, are available from Echo.

Echo saws already enjoy an enviable reputation for reliability, smooth cutting and a long working life. However the latest Echo saws have features which greatly extend user and owner benefits even further.

For example, Echo chain saws are now easier to start and develop greater power because they are fitted with a 'Stepped Advance Ignition System' (S.A.I.S.). This means that, regardless of engine speed, the igniTaking the trouble to select the right Echo chain saw for 'hard' or 'soft' going will result in great savings of time, trouble and money later on, he added.

And Echo's forward thinking is also helping Echo owners safeguard their equipment.

Echo has introduced a system to discourage theft and prevent unauthorised use of their chain saws.

The system is called 'ESP' standing for 'Electronic Security Pin'.

An ESP-equipped Echo chain saw can only be started when its individually coded Electronic Secu-

tion spark is fired at exactly the right moment giving maximum engine efficiency.

Starting effort is reduced. Starting reliability is increased. And, because optimum power is always maintained, strong, smooth and predictable cutting results in greater margins of operator safety.



S.A.I.S. also allows the saw to idle reliably at lower revs eliminating hazardous 'chain creep'.

S.A.I.S. is simply a better engine control system that reduces effort and improves safety.

Echo have also designed two distinct 'families' of chain saws ideal for cutting hardwoods and softwoods respectively.

"Our customers must recognise the fact that there are different chain saws for hard and soft timbers," said Mr Keith Billing, Marketing Manager for Echo chain saws' distributor Allpower Industries.

"There are big differences between these two types of saws. Selecting the right saw will provide benefits in terms of efficient cutting, long saw life, easy handling and lugging power," Mr Billing explained.

Tough Aussie timbers soon sort out quality chain saws from the 'pretenders', according to Mr Billing.

starting is impossible without the ESP in place.

Replacements for lost Electronic Security Pins are available from authorised Dealers by producing appropriate owner and saw identification.

"Plenty of chain saws will cut wood. But Echo chain saws include smart thinking that makes them more than 'just a chain saw'," Mr Billing said.

"We like to think that Echo chain saws will serve their owners better and for longer than 'ordinary' saws - especially with ESP ownership security," he concluded.

For further information:

Mr Keith Billing Allpower Industries Australia Ltd 319 Middleborough Road, Box Hill 3128 (03) 890 3344

rity Pin is inserted and locked into a special socket. Simply removing the Pin completely disables the saw.

Each ESP is linked to individual chain saw serial numbers. Without the right ESP the saw is useless to thieves and far less dangerous when children are around. Accidental

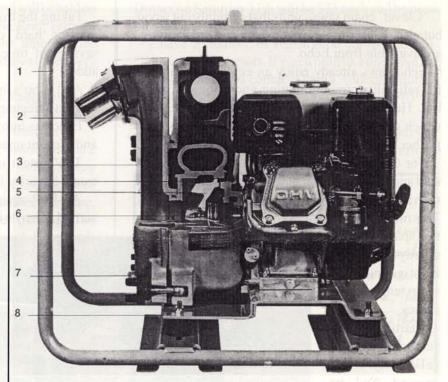
Here's what Wacker Trash Pumps Give You That Other Brands Don't

WACKER Corporation offers nine centrifugal trash pump models. Built with the same precision and care of the world renown WACKER compactors/ these trash pumps have quickly earned contractor acceptance around the world.

Outstanding features of the WACKER

PT series trash pumps include:

- Mechanical seal runs in oil bath for optimum cooling and added insurance against dry-run overheating.
- Mixed flow ductile iron impeller resists wear and gives greater productivity.
- Impeller insert shimming can be done in minutes on the jobsite, using only an Allen wrench. No need to remove impeller.
- Easy to replace polyurethane or steel wear plates (volute insert.)
- Pump and engine are attached to rigid reinforcement plate to minimize stress, lengthen component life.
- Frames are protected with electrostatically applied and oven baked powder coat paint for extra durability. WACKER's PT series trash pumps are offered in 2", 3", 4" and 6" models.



- 1. Stackable, interlocking protective frame.
- 2. Replaceable pipe nipples
- High strength, lightweight aluminum alloy housing and cover.
 Ductile iron insert.
- 5. Hardened ductile iron impeller.
- 6. Mechanical seal
- 7. Housing drain plug
- Heavy duty reinforcement plate with six point engine/pump mounting

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The Life Line To Keep On Trucking

H ow many times has your rig been sidelined, some times miles from the nearest service centre, be cause of a faulty, or even worse, blown hose? If your answer is not at all, or infrequently, your in the lucky minority as it would appear that next to tyre problems one of the biggest bug bears in todays high tech transportation industry is the loss of time and performance due to faulty or incorrectly fitted hydraulic, diesel fuel and coolant hoses.

Yet there is really no need for the problem to be as big as it is, because one company has for over thirty years been researching and developing a hose specifically designed to handle the rigors of a hard life on the road, where safety, flexibility and durability are the prime requirements.

The company Parker Hannifin, one of the worlds largest hose and motion control manufacturers, who in 1989 joined forces with Hose and Fitting Replacement specialist ENZED.

The product is know by its trade name STRATOFLEX 213 and for years has been used by more truck fleets in the US than all other brands combined.

Continued on page 46

INDUSTRY NEWS

Kennards Hire "Hire-Mate" Generators From Advanced Power Products

dvanced power products, Australia's leading respected power generation supplier are proud to have been chosen by KENNARDS HIRE to power their hire fleet with our range HIRE-MATE Portable generators.

Mr. Mark Zimmer, Kennards Equipment Manager requested all units to fully meet the requirements set out by the Hire Industry and ensure each unit to comply with specification laid down by the Workcover Authority and the Standards Association of Australia (SAA).

Kennards Hire-Mate Generator 2.2 KVA, 6.5 KVA were powered by the ROBIN Petrol engines and the 8.0 KVA units were powered by the new VANGUARD V/ TWIN BRIGGS AND STRATTON ENGINE. Coupled to ann ADVANCED BRUSHLESS alternator and fitted with features such as earth leakage circuit breaker protection, weather-proof outlets, roll over frame, centre lifting point, 2 wheel trolley with fold away handles and long running fuel tanks on the 8.0 KVA units.

KENNARDS HIRE - "MAKING YOUR JOB EASY!"

During the Bushfires experienced recently in New South Wales, that's exactly what these units did when out on hire, made the job easy. Relied on, and working under extremely difficult conditions, the units performed very successful, and fully satisfied Kennards Hire and their customers.

Mr. Mark Zimmer also requested each unit be clearly



numbered with Kennards Hire plant number, providing easy access to the performance of each unit when on hire throughout all Kennards Hire Centre. The latest portable generators proudly supplied to Kennards Hire and other hire companies have gained acceptance with users Australia wide, and have satisfied specific needs requested by government departments such as the SRA, Water Board, Local Councils and the State Emergency Service.

For further information pleas contact: ADVANCED POWER PRODUCTS 33 SHEPHERD ST. LIVERPOOL NSW 2170 PHONE: (02) 6000 6555



INDUSTRY NEWS

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 multifit 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 tren-cher are ready to operate independently of engine speed. Other loader functions are not lost while the powered accessory is in use.

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



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

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

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

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

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

In short, the Jaden Loader is a heavy-duty, multipurpose, industrial workhorse that can be delivered on site in a self loading trailer towed by a car. For a one man business or a

multinational earthmover, for the largest industrial site or the smallest factory, for heavy construction or garden maintenance the Jaden Loader will fill the bill.

For further details on the Jaden Loader please contact: Alister Rayner

Jaden Loaders Pty. Ltd. Alex Fisher Drive,

Burleigh Heads, Queensland, Australia, 4220 Telephone (075) 93 4567 Fax (075) 93 4398 (International code 61 75)

Recession Mandates Change

By Ted De Vries

here is no better barometer in determining the health of an industry or the astuteness of its management than the figures of an individual company's gross revenues, cash flow and net profits.

The California Rental Association convention in November gave me an opportunity to interview a cross section of rental people concerning the financial condition of their operations, their response to profitability and the future outlook of our industry.

These interviews confirm my belief that too many owners in the rental business have not learned how to adapt rapidly to constantly changing circumstances.

The highlights of these discussions revealed that one operation had to auction off its equipment and

sell its land because the business was overleveraged and, as a result, the monthly payments and total obligations could not be met due to the recession.

Another person, who was in bankruptcy because of personal investments that turned sour, used money from the business without consideration for reinvestment in new rental equipment.

Then there was a bankruptcy case where a wellrun operation used this method to forestall problems from a bank calling in its loan. The friendly bank decided its own need for cash was more important than maintaining a rental customer as a future source of income.

The next set of facts, from continuing discussions, revealed gross income out of balance with net profits. A \$2 million revenue, one-store operation produced a net profit of \$40,000; a \$1.3 million income, onestore business produced a loss of \$200,000; and the biggest surprise of all: a \$300,000 revenue smallstore operation produced a \$40,000 net profit.

The facts point out that the recession has mandated change: to downsize to the new conditions of lower income and reduce expenses accordingly. The lethargic organizations were hoping an economic turnaround would get them out of trouble when, in reality, drastic measures of cost cutting were needed.

Essentially all businesses in our industry compete on a level playing field and the score (profits) is determined by the proper use of three basic factors: information, money and people. Information

The A.R.A. *Cost of Doing Business Survey* and networking with owners of other rental centers with revenues equal to your operation's will reveal what expenses should be in relation to your gross income. All of this is available at really no expense whatsoever, yet it is surprising how few use this information.

Your computer will reveal turnover of your equipment inventory. Very simply, it points out which equipment is providing your income and which equipment should be deleted from your inventory as non-producing assets to be reinvested in assets that provide a proper return. Again, it is surprising how few use this information.

Money

A banker once told me that many small-business

Essentially all businesses in our industry compete on a level playing field and the score (profits) is determined by the proper use of three basic factors: information, moneyand people. owners do not understand the language of accounting or finance and are not sure what they want or need in the way of capital to sustain growth. This is understandable; we cannot be experts in everything, but if you recognize this shortcoming, let your CPA advise and help you.

tory. He was living off his depreciation schedule.

While recognizing the realism of fierce competitive pricing in heavy-construction equipment, there are lots of remaining items in your inventory that will permit continuous slight increases in rates every year by charging every customer the most that he or she is willing to pay. It is the perception of dollar value each customer equates for the function to be performed. Pricing, which should be a high priority, is relegated to the status of "when I get around to it."

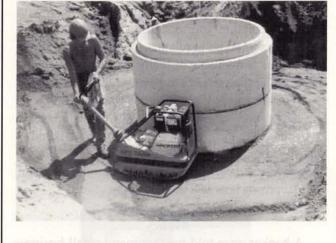
People

This will continue to be a major problem until we put more time and money in doing a better job of recruiting, training and motivating.

Do you, as manager or owner, need some inspiration and motivation? Read the book, *Double Your Profits* by Bob Fifer, CEO of Kaiser Associates, a Vienna, Pa., management consultant. His book offers 78 specific tips for doubling your profits. General Electric CEO Jack Welch bought 125 copies; and Lawrence Bossidy, CEO at Allied-Signal, bought a small truckload of them to hand out to his executives.

INDUSTRY NEWS

Diesel Driven Reversible Vibro Plate Model DPU 3345 R



STANDARD MODEL EQUIPPED WITH

Air-cooled, single-cylinder, 4-stroke, overhead valve, Robin Diesel engine, Model DY 27D; dry-type air filter, recoil starter; centnfugal clutch; totally enclosed belt drive to dual exciter with variable forward and reverse plate speed control; nodular cast iron base plate sealed to upper mass by flexible plastic apron; shock mounted engine and adjustable guide handle with finger-tip throttle and forward/reverse controls; protective frame around engine with centre lifting eye.

STANDARD ACCESSORIES:

Set of 2 each 75mm wide extension plates to increase base plate width from 440mm to 600mm. Instruction and parts book.

TECHNICAL DATA

MACHINE: Length 1430 mm Width with standard extension plate plate set 600 mm Width without standard extension plates 440 mm Base plate dimensions: with standard 75mm extension plates: 600mm wide x 900mm long without extension plates: 440 mm wide x 900mm long ENGINE: Engine performance...... 4.0 kW Engine cubic capacity 265 cm3 Fuel tank capacity 3.2 lit~es Fuel consumption per hour 0.9 litres **PERFORMANCE:** Vibrations per minute 4150 Compaction depth up to 700 Travel speed per minute: With extension plate set up to 21 m self-propelled, forward and reverse Without extension plate set up to 23 m self-propelled forward and reverse Compaction rate per hour With extension plate set up to 760 m² Without extension plate set up to 620 m² Climbing ability up to 40%

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Continued from page 42

STRATOFLEX hose is designed to bend easily and tightly, saving time and cost in installation. And its heavy duty construction provides outstanding durability for longer intervals between maintenance. In medium-pressure service with diesel engine and transmission fuels, oils, air brake systems, and approved hydraulic and air applications Stratoflex offers the following advantages:

Flexibility for routing ease - smaller hose OD provides tighter bend radius than conventional (IOOR5) type wirereinforced hose to simplify and speed hose routing.

Excellent abrasion and corrosion resistance - rugged fibre braid reinforcement, corrosion-protected wire braid, SOUTH AUSTRALIA. PH: (08) 362 2331 FAX: (08) 362 8469 WESTERN AUSTRALIA. PH: (09) 445 2911 FAX: (09) 445 2361 TASMANIA. PHONE / FAX: (002) 65 9528

and synthetic rubber impregnated braid cover for longlasting, dependable performance.

Broader temperature range than conventional wirereinforced hose in the above applications. Plus far better heat resistance than conventional rubber hose to last years longer.

Multipurpose use - for greater convenience and safety than using different single-purpose hose on equipment.

With over 20 years of service to the heavy-duty transportation industry, and the most extensive range of specialist hose and fittings available in New Zealand, Enzed understands your needs and challenges; and back this up with a nationwide network of Hose Doctors and Service Centres, on call 24 hours, 7 days to ensure your rig keeps on trucking.

1994 Convention And Trade Exhibition



HIRE AND RENTAL ASSOCIATION OF NEW ZEALAND INC.

President: (& Zone 2 Director) Paul Booth (06) 3747856

Director Zone 1: Warren Egen (03) 455 6515

Executive Director: Kelvin Strong (04) 473 6514 Fax (04) 473 2930

Director Zone 3: Richard Grainger (07) 578 2082

Director at Large: Anne Lane (06) 878 2361

P.O. Box 12013 Wellington The 1994 New Zealand Convention and Trade Exhibition will be held in Hastings (on the east coast of the North Island in vineyard country). The following programme has been tentatively established:

Tuesday 1	6 August		
1.30 pm	Yard Tour including visit to Vin	eyard.	
6.15 pm	Presidents Cocktail Party for Overseas Guests followed by Welcoming Cocktail Party for all Delegates.		
7.00 pm	Welcoming Cocktail Party for A Competition to Guess the orig Zealand game dishes.		
8.00 pm	Welcome by President followed Speaker Mr. Wyn Drabble (Che Competition).		
Wednesda	y 17 August		
9.00 am	Workshop sessions including	Survival Image - Your Company Image - Your industry Key People	
	Guest Speaker - Marketing		
Afternoon	Trade Exhibition		
4.00 pm	Annual General Meeting of Ass	ociation	
7.30 pm	Good Olde Fashioned Hometow	n Hospitality	
Thursday	18 August		
9.00 am	Guest Speakers - Insurance - Yo	ur Liabilities	
	Workshop sessions:		
	Including Marquees - Code of P	ractice	
	Selling a function or special eve	nt states and sent states and the	
	Plant - Repairs and Replacement	t discrimination billing film."	
Afternoon	Trade Exhibition		
7.00 pm	ment	ards Banquet and entertain-	
We welcon Exhibitor.	ne expressions of interest from any		

SAMPLE CONTRACT DOCUMENTS

These have been reprinted to include coverage of the Privacy Act legislation and have been made available to all Members.

MARQUEES

The Association is slowly moving to produce a Guide to Compliance with the Building Act for Marquees and is also proceeding with an application to the Inland Revenue Department to firmly establish the depreciation allowance for Marquees. (These are currently listed in two sections with depreciation terms of 4 years and 12 l/2 years).

VISIT TO AMERICAN RENTAL CONVENTION

The Association was officially represented by Director Warren and Lyn Egen from Dunedin at the 1994 American Rental Convention held in Miami in February. As well as attending a number of the sessions and spending a considerable amount of time on the Exhibition floor Warren spent time with various ARA officials to discuss a number of matters of common interest. The Ambassador Exchange Scheme promoted by the ARA in recent times has been put aside but other options to enable Members between the two countries to visit are being explored.

QUALITY ASSURANCE

A working party has been established under the guid-

ance of a Consultant to complete a Quality Assurance manual for New Zealand (Based on the Hire Europe Association version).

TRAINING

The new series of Training videos produced by the American Rental Association are being purchased to be used as Training aids within the industry here in New Zealand.

A series of training days are planned for April for Zone 1 Members (South Island) for Supervisors and Staff.

GENERAL

- The Association was recently represented at an Australasian Standards meeting in Sydney considering 'Service Contracts'. It has been agreed to main involvement in this sub committee as a corresponding member.
- The Association has negotiated a bulk arrangement with a consultant to produce a Health and Safety plan for each member Company which wishes to take advantage of this.
- An arrangement has been made with a Banking Institution for credit car sales throughout New Zealand to be aggregated and a reduced service fee paid.
- Five new Members were approved at the recent Directors meeting.

Hydraulic Couplers Down On The Farm

n todays "time is money" approach to agriculture, it can be frustrating when machinery is not operating at full capacity because of hydraulic coupler problems.

While replacing hydraulic couplers is not a difficult or time consuming task, the ability to identify and acquire the correct coupler certainly can be. This would appear to be an even greater problem in Australia where we have such a wide array of different machinery components, some of which are well into their "teens" in terms of age.

While there are various organisations providing hydraulic coupler replacement parts and service, there is only one truly national network. The same network is the only one that carries the total range of Pioneer Quick Couplers - the agricultural couplers manufactured by one of the world's leading hydraulic component producers - Parker Hannifin Corporation.

That network is the Enzed network consisting of over 160 mobile Hose Doctors and more than 50 service centres, on call 24 hours, 7 days, located nationwide.

Coupled with this service is the range of Pioneer Quick Couplers - a range that has a reputation as being rugged, dependable, economical and extremely efficient, and standard equipment on many farm tractors.

The Pioneer 1/2" Male Tip is the standard male tip for the agricultural industry and was developed and proved by Pioneer in over 40 years of farm service. The Universal Male Tip will fit a wide range of tractors operating in the Australian market. Shielded valves plus valve stop eliminates flow checking when used with connect under pressure female bodies.

Pioneer also offer a complete range or original equipment male tips and interchangeable products for such international companies as John Deere, JI Case, Ford, Allis-Chalmers and International Harvester. In the case of John Deere, Pioneer has an exclusive licence to manufacture products to the exact interchange dimensions of their patented design range.

Quick coupling adaptors are also available in a wide range. Manufactured to the most reliable and exacting interchange specifications, they permit a wide range of machinery from leading manufacturers to be interchanged using the adaptor selection process designed by Pioneer.

As you would expect from a leading manufacturer, Pioneer through Enzed, provide a range of Quick Coupling Kits that enable you to convert or upgrade for various original equipment manufactured products including Ford and International Harvester.

These kits allow you to convert your tractors to accept standard male tips. They are very easy to install and promote longer life to your machinery.

Thus in today's competitive agricultural market, the Pioneer range of Quick couplers from Enzed allow you to maintain the critical time/money formula by being their when you need them, at a price you can afford.

Additional information on the full range of Pioneer can be obtained from any one of the Enzed Service centres or mobile Hose Doctors on call 24 hours, 7 days nationwide.

New 'Magnum' Chipper Chopper Adds Muscle To Mulching

n improved Chipper Chopper garden mulcher, re-designed after consultation with Australian users, has been announced by Allpower Industries in time to process winter prunings and spring growth.

The Company's original Australian-designed Chipper Chopper was immensely popular and continues to give owners sterling service. It provides gardeners with a fast, convenient and environmentally positive way of disposing prunings and other garden wastes - returning them to the soil as a nutritious mulch.



New 'Magnum' means a better Chipper Chopper from Allpower Industries Australia

Called the 'Magnum' (* *Patent pending*), the new Chipper Chopper is bigger and better all-round.

Firstly, bigger wheels and improved balance make the 'Magnum' easier to move around the garden and position close to source material. Next, a bigger re-designed input chute more readily accepts bunches of leaves and larger diameter prunings. The input chute is also at a higher level to eliminate stooping.

A new type of shredder blade is fitted in the 'Magnum. This new blade and related design improvements also mean the 'Magnum' can mulch leaves better than previously. However an adjustable baffle is now fitted which allows you to select the preferred degree of mulching from fine to coarse.

A very practical improvement is the location of the output chute at a higher level. A standard plastic or metal rubbish bin can now be readily placed under the chute for collection of mulched material.

And finally, the whole Chipper Chopper has been made easier to open for cleaning.

"Our original Chipper Chopper was highly popular but we had to recognise a number of practical improvements requested by customers," said Mr Keith Billing - Marketing Director of Allpower Industries Aust. Pty Ltd.

"The new 'Magnum' is our answer to those customers' requests. It gives gardeners exactly what they want - a Chipper Chopper that is easier to manage, easier to feed and easier to collect mulch from."

"At the same time as we introduced these improvements, we took the opportunity to incorporate the latest technology and to adopt an even higher standard of manufacturing quality and product finish,' Mr Billing added.

"We were proud of the original Chipper Chopper but we're doubly proud of the new 'Magnum' Chipper Chopper. We believe gardeners will really appreciate the better machine."

Further information:

Mr Keith Billing Allpower Industries Australia Ltd (03) 890 3344

INDUSTRY NEWS

XL Service Body Isuzus For Coates Hire

A ustralia's largest equipment hire specialist, Coates Hire, has bought two Isuzu NPR200 trucks fitted with XL Service Bodies as field service support units.

The Brisbane-based vehicles will service Coates' machinery from Grafton in NSW to Caboolture just north of Brisbane and west as far as St George and Roma.

Jeremy Bartleet, Coates service manager for Queensland and the Northern Territory, said the Isuzus were an ideal size for manoeuvrability in towns and on sites while the XL Service Body offered the most effective space utilisation.

The Isuzus replace a Nissan one tonner and a Ford Trader.

Coates is a division of ANI. Its range of hire equipment extends from paint strippers to 19 tonne compaction rollers.

Mr Bartleet specified XL bodies with eight standard lockable, externally accessible compartments including vented units for gas and compressed air equipment.

There is an open utility section for larger items between the side lockers.

Specific Coates' requirements included two enclosed forward-mounted 100 litre tanks for fuel and hydraulic oil for the hire equipment and a 40 litre container for waste oil. A full length flip-top compartment provides secure storage for hydraulic hoses as well as protection from sunlight degradation.

Two high level work lights, a vice and an electric start welder are fitted at the rear.

Mr Bartleet said the one-piece XL steel Service Bodies not only made best use of XL Industries managing director Nick Korganow began making six and eight locker Service Bodies for all popular one tonne cab-chassis at Loganholme near Brisbane in 1991. He saw the concept as providing a cost effective, safer alternative to conventional forward



Coates Hire has introduced two Isuzu fiels service units with XL Service Bodies

control vans ensuring more secure and orderly storage for spare parts, tools and materials such as dangerous liquids, gas and oxy bottles.

XL soon found that up to 40 per cent of customers wanted larger semi-custom built units on trucks up to seven tonnes, as equipment service vehicles. Buyers of these vehicles include Hastings Deering, the NSW Road and Traffic Authority, Chevron Nuigini, BHP Rail Operations at Port Kembla and Boral subsidiary, The Gas Corporation of Queensland.

Mr Korganow has continuously invested in XL Industries purpose-built factory including upgrading the sophisticated CNC-controlled production machinery, introducing computer aided design facilities and a fully enclosed, truck sized Seetal paint spray booth in which all bodies are painted in heavy duty two-pack urethane.

> FURTHER INFORMATION: Nick Korganow (07) 801 3333

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No opposition in close proximity, ideal business for husband/wife or partnership.

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PARTY HIRE INDEX

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Baytex Clipframe Marquee System Revisited

The past 6 months has seen a wide range of projects and accomplishments at Baytex quite apart from a heavy work load of regular Marquee and Liner production. We have been fortunate to gain a number of new customers in both Australia and New Zealand over this period as more and more Party Hirers learn of the advantages of Baytex's Clipframe Marquee System.

For those of you who are not familiar with the background to its development the Clipframe is a Baytex invention over which it holds a patent. This patent relates to the Clipframe principle and should not be confused with a Design Registration which covers a design feature.

The principle on which the Clipframe patent is based is the Clip and Rail feature which allows the rafter components of the Clipframe to be attached at the eave and the apex of the frame assembly without requiring any longitudinal alignment as is the case with conventional spigotted frame designers.

The Clipframe patent covers the components which embody this principle and includes the cast alloy Clipset which is attached to one or both ends of each rafter or other frame elements and the rail part of each eave connector (side and corner) which engages the Clipset to make the rafter to eave connection. The same applies to the apex connector which features a hexagonal rail element to accept the hip, end and ridge rafters of the Clipframe system.

One of the major benefits of the Clipframe system is it's flexibility and versatility, allowing for a wide range of frame designs to be constructed with relatively few standard components. The Clipframe patent applies to the principle which allows this versatility and not the specific application in any given frame construction.

While this principle has not changed since its introduction the components which embody it have and it is the policy of Baytex to continuously review and redesign all of their products on an ongoing basis to ensure maximum reliability, safety, value for money, aesthetic appearance and ease of use.

Baytex also endeavours to take advantage of advances in materials and processes which provide affordable features and which are of benefit to our customers.

By the time you read this article we will have available a heavy duty extrusion to integrate into the Clipframe system allowing for wider spans and simpler assembly with fewer frame components. This new extrusion will be fully compatible with existing Clipframe componentry and offers existing users a whole new range of options for little extra cost.

In recognition of the mature level that the Clipframe system has now reached in the marketplace and in response to a number of enquiries in the recent past Baytex is now offering the Clipframe system in component form. In other words customers who wish to purchase Connectors and Clipsets only and source their own tubing are welcome to do so either to make new frames or refurbish existing frames.

Any components which do not incorporate the Clipframe principle can be sourced from any supplier you wish or can be made "in-house" on the understanding that Baytex will take no responsibility for the performance or failure of any frameset which incorporates components not of their own manufacture.

They remind you that you are in breach of their patent if you source components which incorporate either the Clip or the Rail feature of the Clipframe System from a supplier other than Baytex.

Continuing their role as a leading innovator in the field of marquee design and construction the Hire industry can look forward to some exciting new developments from Baytex over the next 12 months with new products already in the advanced planning stages.

Watch this space.

Profile - Patti's Hire

Holden car, a trailer and a dance floor were the starting point at Xmas 1969 for Lawrence Lockart of what has become one of the leading Party Hire Companies in Sydney.

Lawrence had just completed a Bachelors Degree in Commerce with an Economics major and had been offered two jobs. One with the NSW State Government and one with BHP. Both as an Economist. He knew he didn't have the ability or the patience to climb through the ranks of Government and so accepted BHP's offer with a starting salary of \$64 per week. The only problem was the job didn't start until next July and this was only November. Somehow he had to make a living of some sort till the real job started.

His mother and his Aunt Patti were already hiring out some crockery, cutlery and glassware left over from a catering business and they had some Xmas requests for dance floors. Lawrence already had an old Holden, purchased a second hand trailer and some dance floors on a "pay you next month basis" and went into business. Over that Xmas period he was able to make about \$200 per week. He feels he was still pretty slow as it took him 3 months to realise he was never going to rival BHP.

After some cajoling he borrowed money from his father and bought 100 chairs, 20 tables and 1 small Marquee. At this stage the bank would not lend and Sebels would not extend credit for chairs.

Times were very tight in the early days and there were many sleepless Wednesday nights figuring out how to pay the wages due on Thursday.

However the business did grow and by 1975 had five employees and 2 trucks. Lack of room and pressure from the council dictated a move from backyard Kogarah to larger premises. A deposit was put down on an old Glass Factory in Canterbury Road Campsie and the move was made to what is still the present location of Patti's Hire. *Continued on page 55*



THE TWIN TUBE

e designed TWIN TUBE to fulfil an obvi ous gap in the frame tent structureThere 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

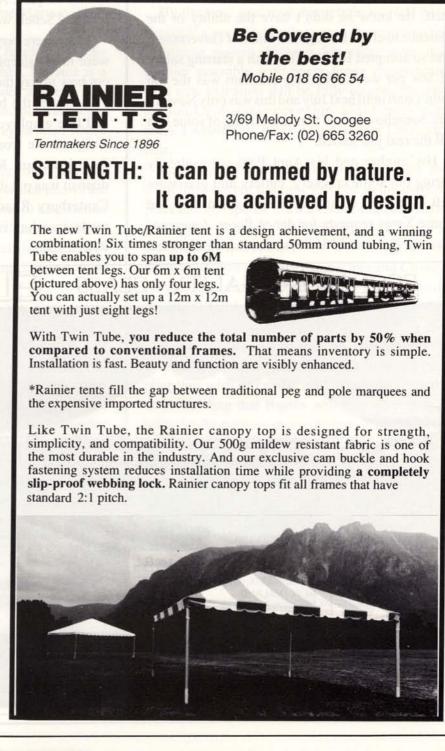
TUBE you can build a 12m frame tent using the exact same fittings which are now used to build a 6m or 9m frame. In addition, the installation time is vastly reduced. A 12m frame will go up with the ease of a 6m. We have customers who have reported cutting installation labour on our 12m tents by more 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 Weight, "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!



THE HEX TENT

The HEX TENT is a frame tent with unique style and incomparable nestling qualities. The hexagonal shape of this canopy lends itself to many useful and innovative ways of enhancing your rental or party needs. The hexagonal shape, like an individual cell of a honeycomb, allows you to combine units in very creative and aesthetically pleasing patterns. Our expandable hex section will join perfectly to the end of a standard 6m, 9m, or 12m tent.

Our HEX TENT is designed to be compatible with existing tent systems. Only a few unique additional parts are needed to add a HEX TENT to your existing stock:

- RAINIER T.E.N.T.S AUSTRALIA
- · 6-Way Crown
- Hexagonal Corner Fittings
- HEX TENT Top, either one piece or expandable
- 5-Way Crown, for expandables

• Hexagonal Eave Intermediate, for expandables A 12m expandable tent, when made with HEX TENT ends, does not require the extremely long hip rafter needed at the corner of the square tents. Therefore all rafters can be the same length. Of course, this also applies to 6m and 9m systems when fitted with HEX TENT expandable ends.

Continued from page 53

At this stage the Party Hire Industry was growing and Patti's seemed to expand with it. In 1982 the next two of parcels of land on Canterbury Road were purchased. Part was used as a warehouse and part rented to pay off the loan. It also became evident, that because we could never buy a Marquee that was fully complete we should try to make our own. It was to be four years before we had the process right plus the machinery to weld the "New Look" Marquees which are made of PVC as opposed to the centuries old Canvas Tents which were sewn.

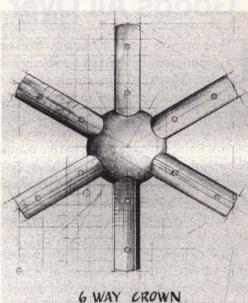
1988 saw the purchase of the balance of the block in Canterbury Road enabling trucks to be able to drive right through from side street to side street. Eventually all the old buildings (Circa 1900) will be knocked down, rebuilt and used for warehouse and distribution.

In the past 8 years the Company has grown dramatically to a present staff of 50 to 60 people, 8000 chairs, 1000 tables and about 350 marquees. Hiring for Weddings and the domestic functions seem to be the main part of turnover rather than the public domain of Golf Tournaments and Pop Concerts. We send trucks all over the State to fulfil this. With an emphasis on Quality and Innovation.

The Internal Structure of the Company has undergone major changes in recent years and although Lawrence is still "hands on", the running is no longer the responsibility of one person but has been divided into several departments with their own managers and sub staff. We are very lucky to have entered the industry early and grown along with an extensive customer base.

Probably the most important reason for the Companies success is its experienced and dedicated staff. We have lots of people who are terrific at their jobs, really know what it is all about and get along well with clients.

It is very hard to maintain high quality along with high turnover, however we strive to do this everyday.



Quins Supply Marquees And Other Canvas Goods All Over Australia, From Adelaide

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

Over the last few years Quins have developed sturdy, low cost frames suitable for up to 10m marquees, these are now available at a fraction of the previous cost. At present a Hoecker-type frame is being developed for larger frame marquees.

Also available are a range of silk liners for both pole and frame marquees.

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

You'll also see a great deal of Quins marquee work-

manship at the Adelaide Grand Prix.. Mark Carragher, Managing Director of Quins, said: "We' 11 do anything in canvas - we love a challenge! Especially the difficult designs. No jobs is too small or too large for us.

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

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

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

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



Portable Conveyors A Speedy Stop-Gap

H ired portable conveyors can provide a speedy stop-gap in the transport industry.

The equipment can be installed at short notice to cover extra busy periods or during breakdowns or maintenance of regular equipment.

Portable conveyors can also help businesses experiment before installing a permanent system.

Conveyor & Hoist Rentals has an extensive range



Portable conveyors from Conveyor & Hoist Rentals in use at Mail Call's depot in Sydney

of portable conveyors at its centres in Sydney, Melbourne and Newcastle.

The equipment includes flat belt and trough belt conveyors in lengths of 4m, 7m and 10m, in widths of 350mm or 600mm, and in 240V, 415V or airpowered.

Units can be used individually or linked to form conveyor chains of up to 100 metres.

Conveyor & Hoist Rentals emphasises speedy delivery, with same-day installation often being possible.

It has provided equipment for a wide range of companies and Government bodies, including TNT, Kwikasair, Australian Road Express, Mail Call, Mayne Nickless, Ansett, Australia Post and Australian Customs.

Mail Call is an example of a business which hired conveyors to help it through a period of expansion.

After 11 years in the courier business, Mail Call

decided to expand into the express freight field.

Business has grown so much that the company recently moved to much larger distribution depot at Homebush Bay, near the Sydney Olympics site.

Mail Call's growth was facilitated by a series of linked portable conveyors and gravity rollers, hired from Conveyor & Hoist Rentals, who have the largest stock of portable conveyors in Australia.

"We are hiring the equipment until our own is built," said operations manager, Noel Ryles.

"It has given us a chance to look at the best configurations before we make a final decision.

"One advantage in hiring is I can get extra equipment at short notice if necessary. I can ring up today and it's in place tomorrow.

"We have received very good service from Conveyor & Hoist Rentals - they have made units to suit our needs, which is not something you expect when you rent."



Portable conveyors from Conveyor & Hoist Rentals are used to load freight on to a truck at Australian Road Express

For further information contact: Conveyor & Hoist Rentals, 574 Princes Highway, St Peters. 2044. Ph: (02) 516 5855. Fax: (02) 550 3226.

INDUSTRY NEWS

Yanmar Upgrades Its Mini Range

ANMAR has recently upgraded its Mini Excavator Range with the release of 5 new models to be know as the "B-2" Series and range from the B17-2 of 1350kg to the B50-2 of 4350kg.

Common features of the New Range includes a high degree of operator comfort, ergonomic design, fuel efficiency and low noise diesel engine~, and a high level of commonality and interchangeability of parts among the different models.

In addition, this product range is highlighted with a new modern colour scheme of green and yellow.

The new models are the B17-2 (1350kg), B22-2 (2350kg), B27-2 (2900kg), B37-2 (3300kg) and the B50-2 (4350kg).



Some of the major features of the B22-2 through B50-2 models are:-

- Hydraulic side joystick operating levers for precise control
- Variable displacement pumps Using less engine Horsepower and improving Fuel Efficiency.
- New Bigger Cabins with suspension seats and fully opening front 2 piece glass windscreens.
- Shockless valves for Travelling and shockless valves on slew to ensure smoother operation and less operator fatigue.



 Longer Greasing intervals as a result of improved duct seals on all pivot points.

 High and low travel speeds with a foot pedal control are now standard on the B27-2 through B50-2 models.

7) The B50-2 has a straight travelling function which allows machine to travel straight at a constant speed even if blade, bucket or dipper arm functions are operated.

Yanmar has maintained a major feature which is the interchangeability of Rubber and steel tracks on all models - a big plus for Versatile Contractors operating Hydraulic Hammers for demolition work who may also wish to dig footings in Sandy Conditions and have to travel across concrete drive ways or through car ports.

This new range was released at the Local Government Engineers Association Field Days at Penrith Sydney on 25/3/94 and if you would like further Technical information on the range then please contact::

TUTTS, 2 South Street, Rydalmere NSW, Sydney, 2116 Ph: (02) 684 4400 or Fax (02) 684 1501

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INSTRUCTION MANUAL ORDER FORM

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

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CONTACT NAME:	OBA
MAILING ADDRESS:	
PHONE NUMBER:	include perment with your order. That's your

P O BOX 523 NEWPORT BEACH NSW 2106

PH: 979 5039 Fax: 979 5108

Safety Check Tags for Hire Equipement

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

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

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

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

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

*	January	-	red	July	an Lange	blue
*	February	-	blue	August	-	green
*	March	-	orange	September	-	red
*	April	-	green	October	DUAND	yellow
*	May	-	white	November	-	orange
*	June	-	yellow	December	M34bida	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)				
COMPANY MAILING ADDRESS:	na provincia industri norica	nan bar to kos a scenario or the		
COLOURS REQUIRED & NUMBER	OF EACH:			
RED	BLUE	ORANGE		
GREEN	WHITE	YELLOW		
\$14.00 per roll plus postage of \$2.00 for include payment with your order. Than		roll for each roll thereafter. Ple	ase	

P O BOX 523 **NEWPORT BEACH NSW 2106**

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Complete List of Stickers

- A1 Park and Run Level
- A2 Use Distillate Fuel Only
- A3 Use Fuel Supplied Only
- A4 Check Oil Daily
- Use 2 Stroke Only A5
- Standard Petrol Only A6
- A7 Special Oil Only
- Use Kerosene Only **A8**
- Rotation (left/right) **B1**
- **B2** Tyre Pressure - front, rear - KPA
- **B3** Use in Well Ventilated Area Only kg
- **B4** To Lift Maximum of
- **B5** Drain Daily
- Prime Pump Before Use **B6**
- **B7** Keep Clear of Blade(s)
- C1Empty Bag Before Returning
- C2 Clean Before Returning
- C3 Extra Charge if Returned Dirty
- Cylinder Fitted with Left-Hand Thread C4
- C5 Flammable Gas (Red Lettering)
- C6 Use Unleaded Petrol Only
- C7 Maximum 80 speed
- Need It? Hire It! Why Invest? Hire The Best! **C8**
- (Red lettering on blue and white background. (HA)
- IMPORTANT This equipment may lawfully only be used by the holder of a certificate of **C9** competency issued under "Construction Safety Act". (50c each)

Cost of Stickers

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

STICKERS ORDER FORM

TOTAL:	CONTACT PERSON:
COMPANY NAME, ADDRESS & PHONE	

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Rush For Surplus Hire Gear

ore than 300 people turned out for an auction of ex-rental equipment valued at \$2 million, which was held in Sydney at the end of February.

The response was widely interpreted as a further sign of renewed confidence in the economy.

Kennards Hire staged the sell-off of thousands of items, ranging from handtools and ladders to tip-trucks and trailerlifts.

Much of the surplus equipment was from Kennards' takeover of eight GKN Rentals' branches and a buyout of Barwick Hire's general equipment.

"We decided to dispose of what was surplus to our needs, as well as some items that we have updated in our quest to



Prospective buyers at the Kennards Hire auction of surplus rental equipment in Sydney.

provide 100 per cent equipment reliability," said Kennards' equipment manager, Mark Zimmer.

"Many of the sale prices were lower than what we had hoped for, and there were some good bargains around.

"A number of other hire companies bought some of the equipment and there were also quite a few buyers from country areas, some of whom specialise in buying up older equipment, doing it up and re-selling it."

Mr Zimmer said a substantial amount of equipment had remained unsold, and Kennards would be negotiating privately with bidders and listening to further offers.

"Because of our continual need to update, we are considering setting up a permanent surplus equipment sales office," he said.

Mr Zimmer said eight of the ten 12 metre MHPs (trailer lifts) had sold at an average price of \$10,000.

"All but two of the sixteen 75cfm and 160cfm compressors were bought. The average price of the 160cfms was \$2,000.

"Three two-tonne tippers sold at an average of \$3,500.

"Two dozen rammers went very cheaply for between \$200 and \$350.

"We had 10 vibratory pedestrian rollers, which cost \$7,000 to \$9,000 new, selling for about \$900 each.

"A large number of aluminium extension ladders were sold, with prices ranging from \$150 for 18ft (5.4m) to \$480 for 47ft (14.1m)."

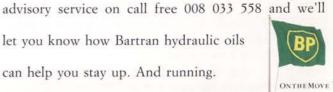
Further information: Mark Zimmer, Ph: (02) 436 2177.



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	Postcode	Telephone	What brand of h	ydraulic oil do you normally use?

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The Kubota G series 4WS ride on mower. Astonishing 4 wheel steer manoeuvrability means astonishing productivity. Fitted with a 1.37 metre mowing deck, a Kubota G series leaves just 50cm (20") of uncut grass, after mowing a full circle. Incredible? See us for a test ride and prove it for yourself.

Punchy diesel engine. Feather-light steering. And Kubota's exclusive one pedal/all function Hydrostatic transmission. It all adds up to such absolute control that mowing even the most intricately landscaped lawn is a snack. See your Kubota Dealer for a test ride. You'll find that lawn-mowing has never been such fun!



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