

HIRE and RENTAL

Industry Quarterly

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

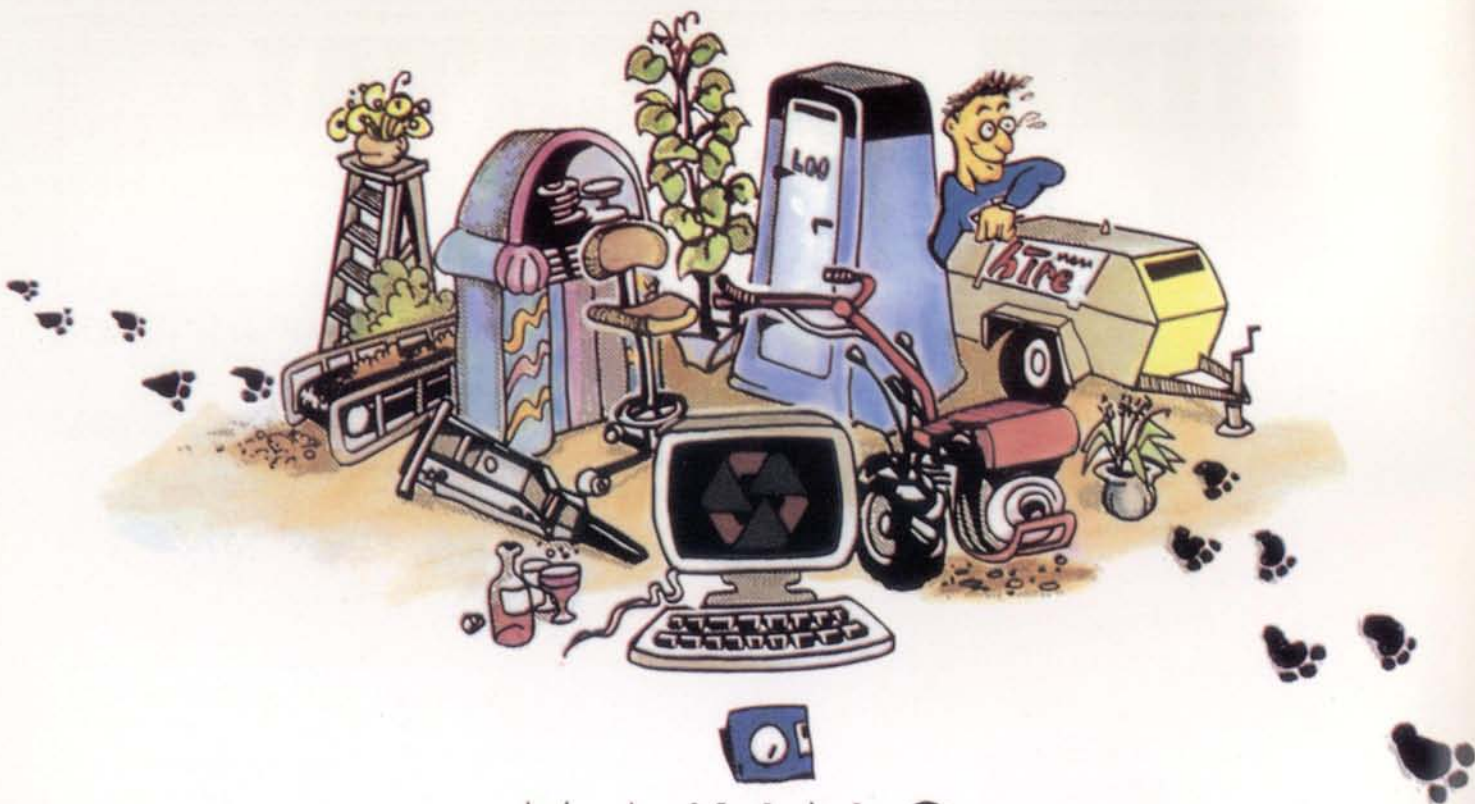
AUGUST 1994



PROJEX HIRE BREAKS
NEW GROUND WITH
THE FB 60

FULL CONVENTION SECTION

PAGE 10



MAKING

TRACS

THE COMPLETE HIRE SYSTEM



TRILOGY
BUSINESS
SYSTEMS

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SA BRUCE DAVIES (02) 330 0444 **WA** RICHARD HOLLENBERG (018) 916 949 **ACT** BRUCE DAVIES (02) 330 0444



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Bull Creek
W.A. 6155

PRESIDENT'S REPORT



RICHARD CROMMELIN PRESIDENT

By the time you receive this, the National Hire Convention will just about be upon us. Interest from Exhibitors has been very strong with almost all booths sold at the time of writing and there is a wide range of new people exhibiting for the first time as well as new products to be released.

The Convention needs the support of the industry. An excellent program has been arranged with professional speakers all designed to give delegates some thought provoking ideas on How to prepare their business for "Tomorrow Today". as well, a great program has been organised to ensure valuable interaction by all delegates. The actual convention is an opportunity for all hirers to swap ideas, see different hire yards and learn in a relaxed environment.

The Convention Hotel is at Burswood Resort but don't forget that excellent alternative accommodation is available less than 2 Km away at the Regency Motel. This Motel has a 24 Hr. coffee shop and the rooms and grounds are very nice- in all for \$ 50.00 per night (single). This can make attendance at the 1994 Hire Expo in Perth no more expensive than any other state.

If you need further details please contact your State Association.

On the 31st. August the Elevating Work Platform Association will be dissolved and the responsibility for the training programs and promotion of this important area will be taken over by the individual State Associations.

The recent standards established along with the legislation being drafted and implemented by the various Occupational Health Departments make the successful integration of this Association of vital importance to many of our members. Any person using or hiring a work platform will come under this new legislation and if this applies to you, full details are available from your local State Association. I know most states are planing to run an explanatory night to make all aware, not only of their own obligations but to also to encourage them to spread the word to all users they may come across.

The training programs and maintenance programs conducted the EWPAA are designed so as the industry can be as self regulatory as possible and to try and minimise government interference and legislation.

Please give your State Association your support. There are many other important local issues also addressing your State Association. So please be sure you participate and add your input to the ongoing direction of your industry.

See you in Perth September 11th.- 15th.

HIRE and RENTAL

Industry Quarterly



Contents

President's Message 1



Revolutionary FB 60 9

23rd Hire Convention 10



Exhibitors Showcase 17

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1994 CONVENTION ISSUE

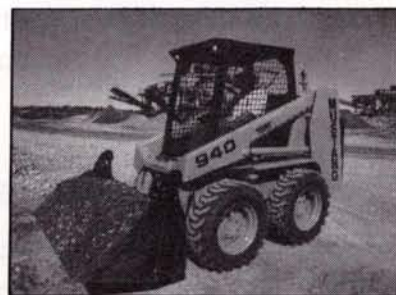
Shark Teeth 27

Jaden's Front Hoe 30

Revised N.S.W. Hire Rates 51

Party Hire 62

Advertising Index 64



TYPESET AND LAYOUT

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HIRE AND RENTAL

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SOUTH AUSTRALIA: Adelaide (08) 373 1650, **WESTERN AUSTRALIA:** Perth (09) 430 5650, **TASMANIA:** Launceston (003) 31 3055, Hobart (002) 31 1288

Urgent Member Bulletin

Please read this notice carefully to avoid a legal nightmare

The responsibility for registered equipment whilst in the control of other parties has recently been highlighted with a series of expensive legal wrangles.

Whilst we realise legal interpretation is subject to change we feel the following comments are relevant and should be acknowledged by every operator involved in hiring out items of registered equipment to be used as tools of trade.

Most Important

Registered equipment falls under statute acts and in most situations the owner has ABSOLUTE legal responsibility.

Some relevant questions that must be answered - before hire commences.

1. Who takes responsibility for the use of registered equipment whilst in the control of Principals and Contractors?

A clear documented agreement should be made prior to the commencement of every hire.

You must have a clear understanding of where the responsibility lies-before the summons arrives!

(Both wet and dry hire can see areas of concern).

2. Who makes sure your clients have relevant insurance cover to include registered equipment on hire?

If insurance cover is not in place, have you taken steps to extend your own cover is both relevant and adequate.

The Solution

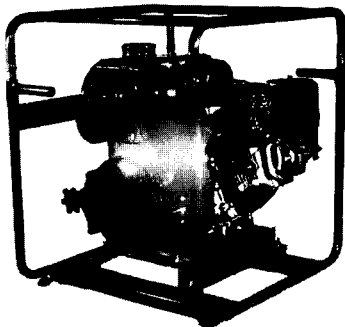
Ask for clarification of your existing cover- does it include the use of registered equipment whilst on hire ?.

Be aware of the insurance policies your clients have in place, make absolutely certain their cover will perform in the event of a claim if you are solely relying on this for protection.

Speak to your local representatives of the Hire and Rental Insurance Brokerage, they will provide accurate advice and guidance if you are unsure of your current position.

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The new Mikasa delivers up to 60% more impact energy where it counts, yet minimises wear and tear on the whole machine. That's means a better, faster job. It also means less downtime for maintenance and a longer working life for your investment.

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

Specification Comparison

		WEIGHT KG	IMPACT BLOW / JOULE
• Mikasa	MT70V	72	19.6
• Mikasa	MT50V	54	12.3
• Mikasa	MTR80R	81	11.8
• Mikasa	MTR60S	62	7.6

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Dormer's Hire Adds Ditch Witch 3500 To Its Fleet

Tony Dormer, owner of Dormer's Hire in Dubbo N.S.W. recently took delivery of a Ditch Witch 3500 trencher. The 3500 was supplied by Mole Engineering, national distributors of Ditch Witch equipment for over 35 years.

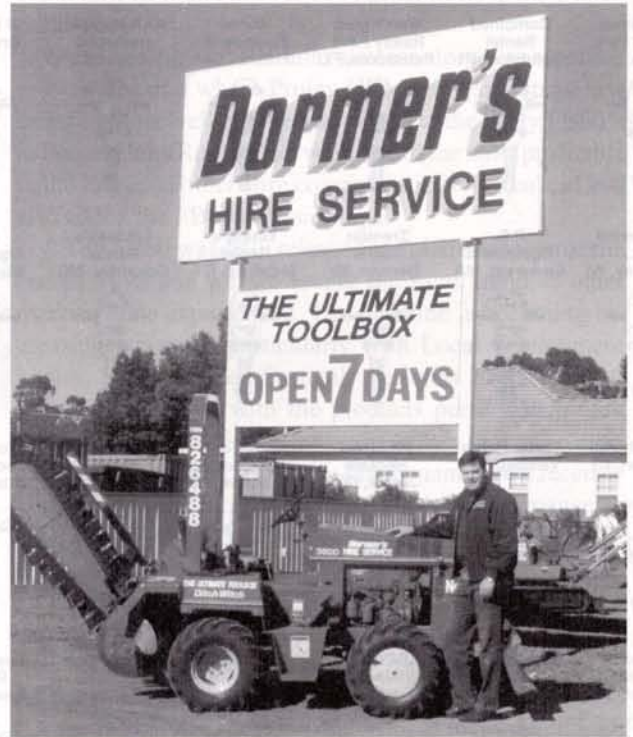
The 3500 is a 35h.p. class hydraulic trencher which offers a variety of options for specialized underground construction work.

Power is supplied by a three cylinder air cooled diesel engine and for convenience all routine maintenance points are placed on one side of the machine, ideal for the hire industry.

Dormer's Hire's 3500 is equipped with a H311 centerline digging attachment and a 6 way backfill blade. Colour coded controls assist the operator in quickly feeling at ease with the machine and several safety features ensure maximum protection for the operator, for example, if whilst trenching the operator attempts to leave the seat the machine will automatically shut down.

Backed up by Mole Engineering's after sales service, contractors and the public alike will be able to take full advantage of Dormer Hire's Ditch Witch 3500 trencher, the first fully hydrostatic ride on machine to be purchased by a Hire company in New South Wales.

For more information on this and other Ditch Witch Products please contact Mole Engineering in your State or see them at the 23rd International Hire Convention and

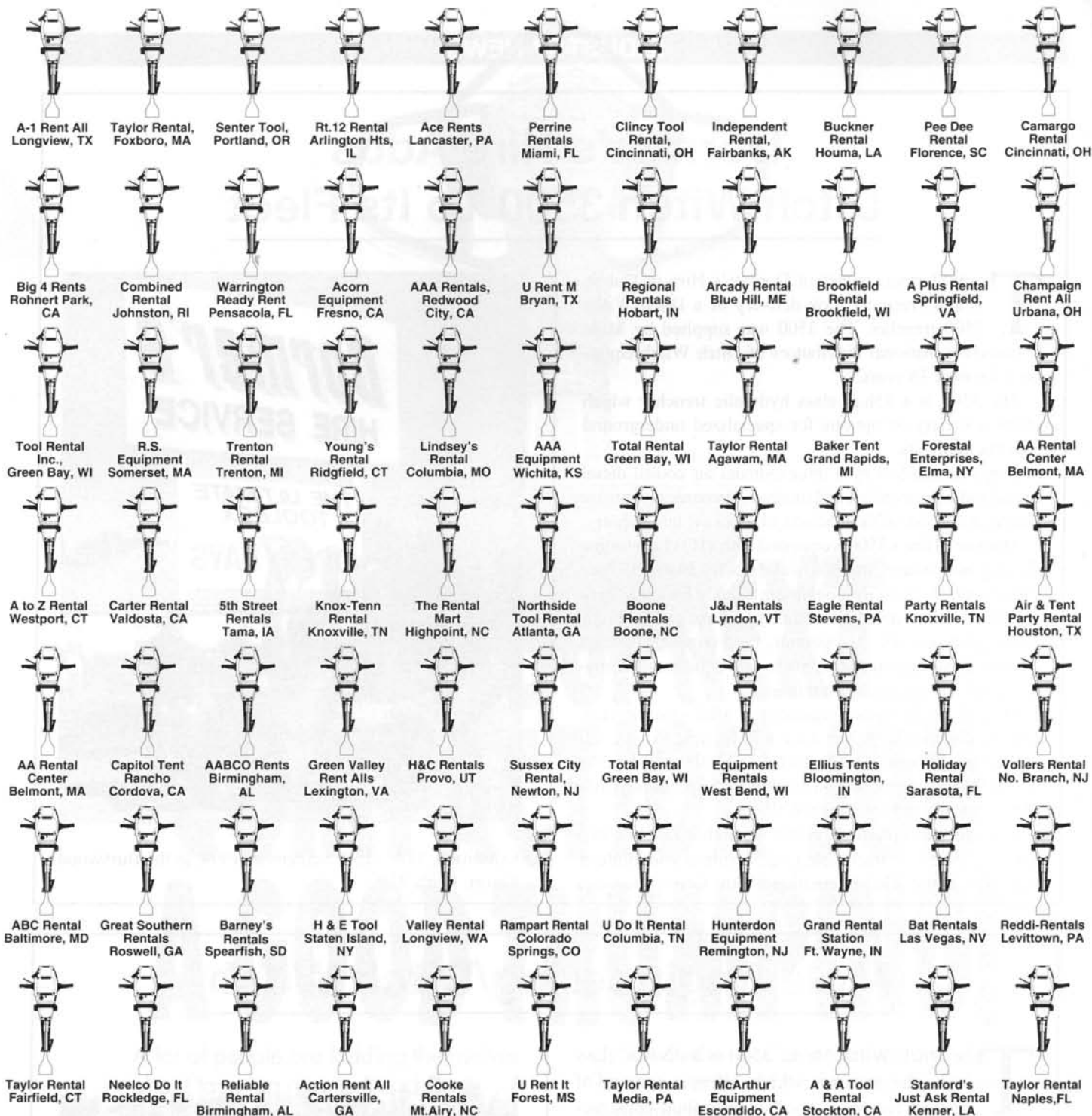


Exhibition, 11th - 15th September 1994, at the Burswood Resort, Perth W.A.

Mole Engineering/Ditch Witch

The Ditch Witch Model 3500 is a 35 h.p. class hydraulic trencher which offers a variety of options for specialised underground construction work. The machine is powered by a three cylinder air cooled diesel engine using direct injection with individual cylinder injection pumps. The heart of its digging drive system is a radial piston motor with low speed and high torque for effective trenching in a variety of soil conditions. Routine maintenance is quick and easy with all engine checks being conveniently placed on one side of the machine. Versatility can be achieved by using interchangeable digging attachments such as center line and dual position trenchers, vibratory plow, combo trencher/vibratory plow, earth saw and a front mounted backhoe. Colour coded controls help the operator quickly feel at ease with the machine and several safety features help to ensure safe operation, for example, if whilst trenching, the operator was to leave his seat the machine would automatically shut down.





Do These American Rental Companies Know Something You Don't Know ?

In 1991 the worlds most powerful Petrol Breaker the FB60 was introduced to the American Rental Industry at the A.R.A. show. Three years later the FB60 is one of the fastest growing rental products in the United States, with machines now in over 114 rental fleets.

The FB60 hits as hard as a medium size Pneumatic Hammer and twice as hard as a large Electric Breaker. Its unbeaten portability and ease of use make it the ideal rental option for contractors and homeowners alike. Eliminating the need for heavy hoses,

compressors, generators or cords, the FB60 weighs under 27kg, uses standard tools and offers ergonomic advantages unavailable elsewhere.

These features, combined with reliability and easy maintenance have led to one of the most exciting new rental products in recent years.

Contractors appreciate the power, and homeowners appreciate the portability. As the FB60 rents for just under the rate of an air compressor package, rental fleet owners appreciate the profits this machine generates.

Like to be in the know? Call us for a free FB60 video.

FB60

Manufactured and Designed by Atlas Copco Sweden

Distributed by
KANGO

CONSTRUCTION TOOLS AUSTRALIA

Tel: (02) 831 1611

Fax: (02) 622 2129

The Revolutionary FB60 Petrol Breaker

"When the FB60 was first released in the United States most American Rental Companies took the view that Petrol Breakers had been tried before with little success" says Steve Joseph, National Manager of Kango Construction Tolls.

None of the products tested previously could provide the power and reliability required for the Rental Industry. Furthermore, the market potential when considering customer needs and acceptance was always questionable.

While Rental companies which did test the product were always impressed with the performance, often the reply was that there was no demand for a Petrol Breaker in the Rental market.

On the surface this statement was true. However, the underlying fact remained that there was a constant call for breakers for small demolition and construction jobs. Often an electric breaker is not powerful enough or there is no power available.

The home handyman will shy away from a compressor package, contractors always have difficult jobs where access is a problem yet once again the job is too tough for an electric breaker or power is not connected.

Mr. Joseph said 'the FB60 become popular with Local Government bodies worldwide because of its versatility, portability and power led to increased productivity on small construction and maintenance jobs.

Astute Rental operators in the United States realised it wasn't so much that there was no demand for the product, But rather it was never really an option offered to customers as FB60 were not available to Rental Fleets. Other Rental

companies in the United States have been quick to pick up on this, resulting in rapid demand for the unit. The product could now be found in over 114 Rental fleets in the United States alone.

Steve Joseph said a similar success story was recorded in New Zealand where Projex Hire at an early stage saw benefit of this well engineered product. the thirty FB60's in Projex Hires Rental fleet were one of the most profitable rental lines and other Hire companies in New Zealand had also added the FB60 to their range.

"The FB60 was only released in Australia towards the end of 1993 and we are seeing the same trend as other markets have experienced. The machine is becoming increasingly popular particularly with Local Government bodies. South Sydney Council, the latest FB60 convert, were so impressed with the products performance they purchased six machines.

When a State Rail Authority Maintenance crew recently purchased a machine, they endorsed its performance to such an effect that orders were taken for an additional 15 units.

There is now a string of Local Government users that can attest to the benefits of the FB60 offers.

The Fb60 has proved to be an Attractive Rental option for the Home owner, Contractors and Local Government. For the Rental fleet owner, small capital investment, high utilisation, high profitability speaks for itself".

For further information contact;

Mr Steve Joseph Tel: (02) 831 1611

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TOMORROWToday
11-15 September






23rd INTERNATIONAL HIRE CONVENTION & EXHIBITION



**11 - 15 SEPTEMBER 1994
BURSWOOD RESORT
PERTH**

PROGRAM

Day & Date	Speakers & Business	Social
Sunday 11 September 5.00pm 7.00pm	Registration	Welcome BBQ
Monday 12 September 8.00am 8.30am 9.30am 2.00pm 5.00pm 6.30pm	Registration Speaker - Leigh Farnell <i>"Business should be fun"</i> Yard Tours Commence HAPPY HOUR	 9 Hole Golf Competition – Burswood Golf Course (shotgun start) Tennis Competition – Burswood Tennis Courts Lunch – Golf Course Swan River / Winery Tour
Tuesday 13 September 9.00am 10.00am 12.30pm 2.00pm 3.30pm 5.00pm 7.30pm	Speaker - David Shelton <i>"Profit Follows Service"</i> Morning Tea Trade Exhibition Lunch Trade Exhibition Speaker - Barry Urquhart <i>"How to obtain maximum Sales"</i> HAPPY HOUR	Accompanying Persons Tour (Sights of Perth) Fremantle / Beer tasting Tour
Wednesday 14 September 9.00am 10.00am 10.30am 12.30pm 2.00pm 3.30pm 5.00pm 7.30pm	Speaker - Graham Laycock <i>"Customer Service/ Customer satisfaction"</i> Trade Exhibition Morning Tea Trade Exhibition Lunch Trade Exhibition Afternoon Tea Trade Exhibition HAPPY HOUR	 Accompanying Persons Tour (Perth's best shops) Conference Dinner (Kings Park Restaurant)
Thursday 15 September 9.00am 10.00am 1.00pm 2.00pm	Speaker - Wendy Brown <i>"Five Essentials of Communication"</i> Morning Tea Trade Exhibition Official Close	 Closing Lunch
Friday 16 September		Rottneest Island Tour

SPEAKERS

**LEIGH FARNELL**

The author of "Do better ... now!" 150 ways to lift your personal and business life. The key to Leigh's approach is humour- he will help your company discover fun ways to systematically improve business performance and profits.

Leigh founded Performance and Development Consultants in 1987. Leigh is a professional speaker and a member of the National Speakers Association of Australia. He has a Bachelor of Human Performance from Melbourne University and a masters degree from the University of WA. He also lectured at the University of Wollongong. Leigh is renowned for his interactive, practical approach to sales, service and management, as well as his proven ability to make a difference to people and businesses.

DAVID SHELTON

David is a business analyst, forecaster and strategic marketing expert. He is a regular speaker on topics such as social trends and shifting consumer values; business opportunities spawned by "Baby boomers"; industry trends; and customer service to customer satisfaction.

David talks from a "helicopter" perspective. He provides audiences with thought provoking images of tomorrow's world and how our personal and business futures are likely to be affected.

**GRAHAM LAYCOCK**

Graham can help your team achieve greater results with his powerful positive and practical presentations which explain how "profit follows service". Blind since the age of nine, Graham successfully conducts his own physiotherapy practice.

He is well able to help companies meet the challenge of business and assist them to grow in hard times.

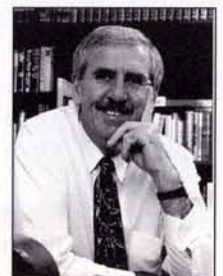
His professional platform presentations both in Australia and overseas have brought exciting results for large and small businesses alike.

BARRY URQUHART

Barry Urquhart is the author of "Serves You Right!", the largest selling book on quality customer service in Australia.

He is rated among the top key note speakers in Australia and is an internationally recognised authority on quality customer service, creative merchandising and strategic planning practice.

Barry consults to multinational, national and local entities in the public and private sector.

**WENDY BROWN**

Wendy specialises in self development, with an emphasis on how people can effectively understand and deal with themselves and others so they can function adequately in all areas of their lives. Her presentations are a synthesis of knowledge, experience and fun and revolve around the concept of ourselves ("The Powerhouse Self Concept") to create an understanding of the five essentials to communicating effectively. From this she demonstrates ways to effectively handle stress, balance time and adapt to change.

REGISTRATION FORM

Hire and Rental Association of Australia 1994 Convention - Perth

Please forward this form and payment to Hire and Rental Association of Australia 1994 Convention,
c/o ICMS PO Box 8102 Hindley Street SA 5000

Reg No.....
(office use only)

Title Given Name.....
(for name badge)

Surname.....

Position.....

Organisation.....

No / Street

Town / Suburb.....

State / Country.....

Postcode.....

Telephone ().....

Facsimile ().....

Accompanying Person's Name.....

REGISTRATION FEES (Please tick box)

	Before July 31	After July 31
Full Delegate	\$395 <input type="checkbox"/>	\$450 <input type="checkbox"/>
Day Delegate	\$175 <input type="checkbox"/>	\$175 <input type="checkbox"/>

Please indicate which day you will be attending: Mon ☐ Tues ☐ Wed ☐ Thurs ☐

Accompanying Person	\$175 <input type="checkbox"/>	\$220 <input type="checkbox"/>
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(Accompanying person refers to social partner only,
Business partners must register as full delegates)

Registration Fees Sub Total:

ACCOMMODATION (Please tick Box)

	Single	Double	Twin
Burswood Resort Hotel	\$155 <input type="checkbox"/>	\$155 <input type="checkbox"/>	\$155 <input type="checkbox"/>
Regency Motel	\$50 <input type="checkbox"/>	\$57 <input type="checkbox"/>	\$57 <input type="checkbox"/>

(5 min drive to Burswood)

Day In.....1994 ETA

Day Out.....1994 ETD.....

If sharing a room with a registered delegate,
please give the full name of the person sharing
with.....

*Please note rooms will not be booked unless
accompanied by 1 nights deposit per room

Accommodation Sub Total:

CONVENTION FUNCTIONS

Please indicate if you will be attending the following social functions, as tickets will not be issued unless requested. If prices are included in the registration fee, extra tickets can be purchased for the price indicated.

		No. of Tickets	Sub Total
Welcome BBQ (Registered Delegates)	\$40	<input type="checkbox"/>
Golf	\$35	<input type="checkbox"/>
Please indicate handicap			*
Tennis	\$30	<input type="checkbox"/>
Yard Tours	(included)	<input type="checkbox"/>
Swan River / Winery Tour	\$80	<input type="checkbox"/>
Fremantle Tour	\$60	<input type="checkbox"/>
Conference Dinner	\$65	<input type="checkbox"/>

Convention Functions Sub Total:

ACCOMPANYING PERSONS TOURS

	No. of Tickets	
Sights of Perth	(included) \$40
Perth's best shops!	\$27 <input type="checkbox"/>

Accompanying Persons Sub Total:

PRE AND POST CONVENTION TOURS

	No. of Tickets	
Friday 16th September Rottneest Island	\$63 <input type="checkbox"/>

Please send further information on Ansett Holidays to:
Western AustraliaBali.....

Pre & Post Convention Tours Sub Total:

GRAND TOTAL:

Please make cheques payable to: Hire Expo 94
c/ ICMS
PO Box 8102
Hindley Street
Adelaide SA 5000

For further enquiries please contact ICMS on:
Ph: 08 210 6776
Fax: 08 212 5101

OFFICE USE ONLY

Cheque No:
Drawer:
Bank:
Branch:
Amount:

GENERAL INFORMATION

REGISTRATION DESK

The Registration / Information desk will be open at the following times:

Sunday 11 September	5.00pm - 7pm
Monday 12 September	7.30am - 1pm
Tuesday 13 September	8.00am - 1pm
Wednesday 14 September	8.00am - 1pm
Thursday 15 September	8.00am - 10am

ENTITLEMENTS

The Full Delegate Fee entitles registrants to attend all conference sessions, entrance to the exhibition, a satchel, morning and afternoon teas and lunches (excluding Monday) and all Happy Hours. The Day Delegate fee entitles registrants to attend conference session on the day, exhibition, receive morning and afternoon teas, lunch and Happy Hour.

ACCOMPANYING PERSONS

Registered accompanying persons are entitled to attend conference sessions, morning and afternoon tea and the "Sights of Perth tour", which has been included in the fee. A shopping tour has been arranged on Wednesday - see accompanying persons tours for details.

CAR PARKING

Car parking is available at the Burswood resort free of charge.

CATERING

Morning and afternoon tea and lunches will be provided to all registered delegates.
(Excluding Monday)

DRESS

Casual dress throughout the conference. Jacket and tie for Conference Dinner.

MESSAGES

There will be a message board for delegates near the registration desk.

NAME BADGES

Name Badges will be given to delegates at registration. Please wear them at all times.

CONFERENCE DINNER

Entrance to conference dinners will be via tickets.

EXHIBITION

The trade exhibition will be held in the Burswood Ballroom from Monday 12 September to Thursday 15th September. Visitor passes are available to those companies purchasing a trade booth.

TELEPHONES

Outgoing calls can be made from coin operated phones.
Contact Numbers for the Burswood Resort are:

Burswood Resort Casino
Ph: 09 362 7777, Fax: 09 470 2553

DESTINATION PERTH, WESTERN AUSTRALIA

Perth has gained a well earned reputation as an international meeting place. Its clean air, safe streets, open spaces and enviable lifestyle provide the perfect setting for conventions, events and exhibitions.

As the western gateway to Australia, Perth is geographically closer to Asia and Europe than other Australian capitals, and is as close to Singapore as it is to Sydney.

Perth enjoys one of the most equable climates in the world, making it virtually an all-year round meeting destination. With its Mediterranean-type climate, Perth is Australia's sunniest state capital with an average of eight hours of sunshine daily throughout the year.

ACCOMMODATION

Accommodation for the Conference is available at the Burswood Resort for \$155 per room per night. Alternative accommodation is available at the Regency Motel, starting at \$50 per night.

A deposit of one room night tariff should accompany your hotel booking on the registration form. Please include this payment with your registration fees. The deposit will be forfeited if the room is not occupied on the advised date of arrival.

AIRLINE

Ansett Australia is the Official Carrier to the Conference. They offer a special group discount to delegates attending the Conference. Please quote 'MCO6152' when booking your air travel. Other discounted fares ~normally available are also open to delegates at the time of their booking if these are to their advantage.

CANCELLATIONS

Cancellations must be notified to the Secretariat in writing. Cancellations received before July 31, 1994 will receive a part refund. Refunds after this date will only be made in exceptional circumstances.

CLIMATE

At the end of autumn, temperatures in Perth range from overnight minimums of 11 degrees C to day-time temperatures of 21 degrees C. Delegates are advised to bring an umbrella in case of rain.

THE VENUE

Burswood Resort Hotel & Casino is a five star resort property encompassing a casino and convention centre on Perth's doorstep. It is equally 10 minutes from the airport and the city.

Perth's city skyline provides a magnificent backdrop to many views from Burswood across the Swan River.

TIME

Perth is on the same time zone as Singapore and Hong Kong, and is two hours behind Sydney, Melbourne and Brisbane.

Ansett Australia.

is pleased to have been chosen as the official airline for your event.

To ensure that you are advised of all fares and services available, please contact your nearest **Ansett Australia Reservations Office, telephone 131300** Australiawide and quote the following master file number. Similarly, if you book through a Travel Agent, please ensure they contact the Ansett Reservations Office.

MASTER FILE No.: **MCO6152**

EXHIBITORS SHOWCASE

Artec Abrasive

P.O.Box 562
Gosford 2250
N.S.W.

Tel: (043) 250 800 Fax: (043) 250 808

Artec the only Australian owned manufacturer of Coated Abrasives, will be displaying the full range of products from floor sanding rolls, sheets and discs, fibre discs, rip N grip (velero) discs, Vacuum rip N grip discs (Festo, Makita, Ryobi etc) stick on discs. A range of reinforced cut off grinding wheels. Our range of dry & wet papers which are also manufactured in roll form in the full range. Also on display will be our new merchandising stand and roll dispenser. Artec is a high quality efficient manufacturer and we look forward to meeting you at the Expo.

Stand No's 80, 81 & 82

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

With Australian Portable Dance floors you can accommodate the evening dance requirements simply and effectively.

It is designed for extremely easy assembly and storage and gives you the flexibility to transform the ordinary floor space into a beautiful dance floor and back again as your needs change.

Sections lock together very easily to form a variety of shapes and sizes and it looks great anytime anywhere.

Australian Portable Dance floors will make specific sizes to complement your current portable dance floor.

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

The transporter can also serve as a storage unit.

Stand NO.S 80, 81 & 82

Baytex Manufacturing

P.O. Box 2571
Tauranga
New Zealand

Phone: 640-7-578 8022 Fax: 640-7-578 8978

Baytex Tent makers will be updating you on the latest development in their range of both Frame and Pole Marquees.

This Year they are introducing a number of new initiatives which they are sure will be widely appreciated by the Party Hirers.

The Electron range has been particularly successful and now extends from 3.6M right through to 18M wide. This is the most exciting Pole Tent range in Australasia.

Baytex have developed several new alloy extrusions specifically to enhance their Frame Marquee range.

These will be available shortly and should offer some exciting new possibilities for new and existing Frame Marquee Customers.

Stand No. 33

Betta Hire

P.O.Box 56
Cleveland
Qld. 4163

Tel: (07) 286 1200 Fax: (07) 286 1420

Betta Hire principal, John Mason, is an industry veteran who frequently attends overseas rental conventions and trade shows, looking for new items of equipment to add to Betta Hire's inventory which is considered by many to be of a very high standard. Over the years he has secured Australian selling rights for a number of top quality hire industry items. In each case the item is of superior quality and clearly the best choice in its category, hence the motto, "when only the best will do".

The Palmer Floor Stripper has a world-wide reputation as the best performing machine for the job.

The Kwick-Trench is the ideal trencher for speedy lawn and garden sprinkler installations.

The Maxim Tiller is absolutely the best value and most sturdy 5 h.p. front type tiller.

Finally, the Shark- Tooth trench digger chain is gaining rapid acceptance as the top performing, maintenance free chain.

All these products can be seen at our stand at the Trade Show.

Stand No.38

Bluebird Floor Cranes P/L.

33 Little Hoddle St.
Richmond North
Vic.3121

Tel: (03) 417 1515 Fax: (03) 419 8884

The company has represented Bluebird International Inc. of Denver, Colorado USA in, Australia since 1975. The Principals Jim Nilsson and Graham Hoinville have 18 years rental business experience behind them operating their own business in Melbourne until 1988.

On display at the Bluebird stand will be Bluebird KD 1500 Floor Crane, which has a long established reputation as a market leader. Also Bluebird will be featuring the Bluebird SP 424 Lawn Aerator. This machine was introduced in 1991 after a most extensive development program carried out with rental operators before being Introduced into Australia in 1992. Hire companies with the SP 424 all speak very highly of its capabilities.

Stand No. 37

Briggs & Stratton Aust. P/L

1 Hunt St.
Malaga
WA. 6062

Tel: (09) 249 5558 Fax: (09) 249 5144

Briggs & Stratton are manufacturers of lawn mowers and general mowers and general purpose engines for the building and agricultural industries.

Our engines come in a range from 2 HP to 20 HP, side valve and overhead valve design Vanguard engines and are all available from Briggs & Stratton in W. A. Our resources main focal point is to supply reliable engines, and to ensure the performance of the

equipment they power.

Briggs & Stratton is the only major small engine manufacturer in the world not in competition with the original equipment manufacturers. With over 30,000 service dealers worldwide, we can ensure the best of quality service.

Stand No.55

Hugh W. Brown(Australia)

1301 Albany Highway
Cannington
6107

Tel: (09) 458 Fax (09) 451 6298

Hugh W. Brown (Australia) have been selling Kunzle & Tasin floor sanding equipment for 20 years and are delighted to display the following machines at our exhibition stand.

Floor Edgers
SDT/175- Floor Edger (long nose)
LV/ 175 - Floor Edger
Drum Floor Sanders
Mignon / 200 1.5 HP
200 /LLA 2.2 Kw
250 / LPs 2.2 Kw
New Generation Belt Type Sanders
Aries Belt Sander 203 x 750mm 2.25Kw
Tarius Belt Sander 203 x 750mm 3Kw

Stand No.1

Champion Compressors

Princess Highway
Hallam
3083

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

Compressors Ltd. will feature selected models from their range of Sullair Portable Compressors together with a compliment of Sullair Air Tools.

Sullair portable compressors have attained an immediate acceptance into Australian Rental, Mining and Construction Industries. As a result of Sullairs established long life reputation earned from operating machines with 20 years service life.

Champion's Australia wide branch network actively support the Sullair compressor range with total service and parts commitment.

Stand No. 41

Chem-Loo

44 Chapman Rd.
Hackham
SA. 5163

Tel: (08) 326 1988 Fax: (08) 326 0400

Chem-Loo (SA.) With the changing regulations and requirements for on site sanitation we are pleased to be able to display a World First in portable chemical toilet bases at the Hire & Rental Expo. The all new Australian Made & Designed MERLIN MFPL01 one piece moulded plastic 450l base, which utilises all the latest technology and feature packed construction. See this exciting new

release along with our sewer connect toilets especially designed for WA. The ever popular Chem Loo/ Merlin colorbond wall chemical toilets and the Chem loo fibreglass shower. We look forward to seeing you at the Expo.

Stand No.67

Compact Disc Juke Box Party Hire

534 Parramatta Rd.
Petersham
2049

Tel: (02) 564 1022 Fax: (02) 569 1154

Our company markets Compact Juke Boxes specially designed for the party hire industry, " lightweight yet heavy duty and tough".

Stand No.60

Compair

34-40 Ricketts Rd.
Mount Waverley
Vic. 3149

Tel:(03) 544 0777 Fax: (03) 562 8894

Compair a major supplier of Air Compressors and Pneumatic Tools to the Hire Industry, will be exhibiting the new VR range of pneumatic breakers.

These vibration reduced breakers are available in 3 sizes and provide a massive reduction in vibration at the operators hand compared with standard breakers. In the case of the 35kg VR30 and 28kg VR25 this reduction amounts to as much as 90% and in the 20kg VR20 hand/arm vibration is reduced by 60% compared with standard light breakers.

In addition no compromise has been made in productivity and all VR tools are silenced to EEC standards with durable polyurethane mufflers.

Stand No.62

Crommelins Machinery

139 Welshpool Rd.
Welshpool
W.A. 6106

Tel: (09) 350 5588 Fax: (09) 451 6381

Crommelins look forward to welcoming all hirers to the Hire Expo in Perth. Staff From all states will be in attendance on the stands.

Apart from range of Robin engines and Robin powered products like trowellers, mixers, compactor's, trenchers etc the silver Line floor sanders and square buff orbital sanders will be also be demonstrated.

Crommelins will also be releasing to the Australian hire industry for the first time five new products from the USA.

As usual there will be some Expo specials.

We look forward to seeing you there.

Stand No's 42,43,44,45,46,&47

Dembicon Australia

29 Kincaid Ave.
North Plympton
Adelaide
SA. 5037

Tel: (08) 297 4022 Fax (08) 371 0990

Dembicon Australia has chosen the 1994 National Hire Association Convention for the release of the amazing new Partner K 650 & K 700 Active Power Saws- without question the biggest technological advance to this industry in years. Please visit our "Static Active" stand No. 84 & 85 for an introduction to this revolutionary product. And we not left it there/ We will also be introducing the following new products to complement our world renowned range of machinery and diamond tools.

* New Pro Masonry Blades

*New Partner Electro Hydraulic Power Saw Systems

* New Series Stubbie, Compac & Midget Sawing Machines

Stand No's 26, 27, 28 & 29, 84 & 85

Dinkum Industries Pty. Ltd.

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

Ever since 1988, Dinkum Industries has been manufacturing and supplying innovative and high quality fresh water flush toilets to the Hire & Rental Industry. Fast service, attention to detail and a watchful eye on the changing needs of the industry have become key factors in Dinkum's approach to its customers. The range of products include two different capacity fresh water flush units, sewer connecting pans and urinals and also the choice of heavy duty skid bases or purpose built trailers for mounting and transporting the toilets options include coloured fibreglass, slide value evacuations and a variety of special built options.

Stand No. 32

Easymix

49 Felspar St.
Welshpool
W.A. 6106

Tel:(09) 350 6255 Fax: (09) 451 2312

Easymix will be displaying the EP22 Cement Mixer 2.2 cub ft. capacity interchangeable with petrol power complete with polyethylene bowl showing all hire features, such as crane lift points and easy loading wheels(for single man loading on a trailer) T3Ep c/w Robin EY15D interchangeable to electric 3-3.5 cub ft. removable bowl, ideal for transportation.

This unit uses reducing gear box and requires minimum of maintenance. Compactor 550 Powerplate c/w Honda GX160 500 X 550 plate. This unit has the exciter box positioned to give self travel. Bricksaw 14" Electric 1.5hp. this unit compatible for change to petrol standard rotation engine.

Heavy duty wheelbarrow and brick pack trolley designed with hire in mind.

Show release Power Gen. Generating set 2.2-8KVA.

Stand No.7

Flextool (Aust) Pty. Ltd.

P.O.Box 1102
Collingwood
Vic, 3066

Tel: (030 419 6300 Fax: (03) 417 1391

Flextool is proudly an Australian owned company with a long association with the hire industry and an exhibitor at every Hire Convention.

Products displayed will include Australian made Flextool Vibrators, Pumps, Drive Units, Plate Compactors, Power trowels, Brick and Floor Saws and diamond Blades. Respected international brands names such as Kango, Hitachi, Bosch and Stihl will also be represented by electric hammers, hammer drills, cutting accessories and more.

The familiar faces of Flextool staff from Melbourne, Sydney, Brisbane, Adelaide and Perth will welcome you to our stand at the Hire Expo in Perth. We invite you to join us and see the comprehensive display of hire equipment which has stood the test of time and earned Flextool an enviable reputation for quality and service.

Stand No's 34, 35 & 36

Gold Coast Equipment Hire

26 Lawrence Drive
Nerang East
QLD. 4210

Tel:(075) 78 3100 Fax (075) 78 3550

T.D.Equipment Sales will be displaying the E - Z Breaker. This machine utilises the drop hammer method of breaking concrete. Apart from breaking concrete over 12 " thick, it has many other good features including:

- Reduced noise
- Reduced operator fatigue
- Less dust
- Fast and efficient
- Fits in confined spaces

Stand No.6

Hitachi Sales Aust. Pty.Ltd.

153 Keys Rd.
Moorabbin
Vic. 3189

Tel; (03) 555 8722 Fax : (03) 532 1275

This year Hitachi will demonstrate a new 100mm capacity Slide Compound Mitre Saw. Capable of cross cutting up to 312mm and compound mitre cutting 45 degrees left and 45 degrees right, this new tool is a must for all hire fleets.

Hire companies will be pleased with the thermal overload device built into the tool. this device prevents motor overheating and burn outs .The soft start circuit also reduces maintenance.

The new series angle grinders, built with hirers in mind, will also be displayed. New cordless tools, circular saws and jig saws, will form part of the Hitachi stand at the Hire Expo '94.

Stand No. 39 & 40

Homelite Textron

96 Rushdale St.
Knoxfield
Vic. 3180

Tel: (03) 763 6500 Fax: (03) 763 6744

This year Homelite will display our new range of Pro-Series Brush cutters, Blowers and Edgers. This new range features our long life heavy duty engine for increased reliability and serviceability. we will also be offering our recently released MP88 Cut Off Saw, which has been selling extremely well with only positive comment on its performance, reliability and price. We look forward to seeing you in Perth and discussing our ability to meet your needs.

Stand No. 16

Industrial Power tools

8 Augusta St.
Willetton
W.A. 6155

Tel: (09) 457 8655 Fax: (09) 457 8775

Industrial power tools will be displaying their range of power tools to the Hire Industry.

Stand No.'S 53 & 54.

Ingersol-Rand (Australia) Ltd.

4 B / 107 Carnarvon St.
Silverwater
N.S.W. 2141

Tel: (02) 648 5055 Fax: (02) 647 2504

Ingersol-Rand (Australia) Ltd. will be exhibiting a number of new products specifically designed for the rental industry.

Products on display at the National Hire Convention, include the V4 Portable Construction Pump, the G27 mobile generator, the FX 130 trench compactor and hand held construction tools.

The portable pump and generator, along with the portable compressor product, form part of the portable power range of products all designed to be road registered, silenced and towable by hire industry customers.

The FX130 trench compactor is available with optional; remote control and a number of options for drum width.

The Construction tool range features new products with the introduction of the Flexi-handle range of ergonomically designed breakers in the PB5OASF and PB60ASF range of mid weight hammers. Also on display will be the IR Irigo-pic range of light construction tools, particularly designed for horizontal work in trenches and construction. For further details visit the Ingersol-Rand exhibit.

Stand No's 20 & 21

Jaden Loaders

43 Alec Fisher Drive
Burleigh Heads
Qld.4220

Tel: (075) 93 4567 Fax: (075) 93 4398

Two more firsts have just been released by the Jaden Loader company. Come and see their newly developed "Front Hoe" concept, which is an extremely economical alternative to the conventional Back hoe attachment. Trenchers, drains, house footings and landscaping now become an instant reality.

The easy to use Jaden "Front Hoe" can dig trenches up to 300mm wide and 1000mm deep. Their new control lever system is also on display. This tried and proven feature now makes Jaden Loaders even easier to use. See Alan or Brent at stands 58-59 for all the latest info about Jaden Loaders and attachments.

Stand No's 58 & 59

JLG

11 Bolwarra Rd.
Port Macquarie
N.S.W. 2444

Tel: (065) 81 1111 Fax: (065) 81 0122

JLG will be displaying their;

- * Scissor Lift
- * Electric Nuckleboom
- * A New Trailer Mounted Work Platform

Don McCurdy, Chris Goddard and Geoff Campbell will be on hand to attend all the needs of visitors to the stand.

JLG'S theme is "We are teaming up with the Hire Industry".

Stand No's 86,87,88,89&90

Kango Construction Tools

3 Bessemer St.
Blacktown
N.S.W. 2148

Tel: (02) 831 1611 Fax: (02) 622 2129

Kango Construction Tools Australia will be displaying their full range of Kango Electric and Pneumatic Hammers along with the Atlas Copco range of Construction Tools.

A feature will be the "FB60" petrol Breaker which may prove to be one of the most exciting new Rental products in recent years. Another first at the exhibition will be the release of the new "TEX PE" Pneumatic Breaker. No side bolts, Integrated silencer and H. A.P.S. anti vibratory systems are but a few features of another new product at the forefront of technology.

Stand No's 24 & 31

Karcher Pty. Ltd.

2 - 158 Browns Rd.
Noble Park
VIC. 3174

Tel: (03) 795 4422 Fax: (03) 701 001

Karcher will appear this year at the 1994 Hire & Rental Convention.

Again at the forefront of technology with a new middle class range of hot, cold and steam "Intelligent" high pressure cleaners, cosmetically attractive plus powerful performance and endurance, a priority for the Hire Industry.

Complimenting this new line up will be selection of cold water and petrol high pressure cleaners with special modifications to

EXHIBITORS SHOWCASE

suit rental needs.

Karcher sales personal from Head Office Melbourne plus Perth Sales Manager, Frank Slide, will be on hand to handle effectively all enquiries.

Stands No. 17,18,& 19.

Liftlux Australia

Unit 7 - 283 Victoria Ave.
Chatswood
N.S.W. 2067
Tel: (02) 419 2093 Fax: 411 3936

Liftlux Australia is a young company based in Sydney. The Head office, Liftlux AG, based in Luxembourg manufacturers in Germany a complete range of self-propelled Scissor-Lift -Platforms from 4.5M to 30.5. In Germany Liftlux has a market share of over 70%, mainly due to their advanced technique and high safety standards.

Liftlux Australia will be represented at the Hire Expo by managers from Sydney, Luxembourg and Germany, where we will feature our SL-108-18*4WD/Diesel (10.80M).

We invite you to join our stand and are looking forward to demonstrating our equipment, which will be located at the Casino carpark.

Stand No. 68 & Carpark

Lincoln Electric Co.(Aust.) P/L.

35 Bryant St.
Padstow 2211
Tel: (02) 772 7222 Fax: (02) 792 1387

The Lincoln Electric Company (Australia) P/L. will feature their engine driven combination welders and 240V power sources at the Trade Exhibition in Perth during September 11-15.

Weldanpower models 175 and 225 provide on-the-spot welding with auxiliary power as does the Weldanpower G3000LX, a lightweight, compact and portable unit. In the heavy duty welding area, Lincoln provides the muscle with the 400AS50 diesel powered model, a workhorse in the construction industry.

Also on display will be the Lincoln Arc Welding Wire Feeders. Model LN22 is a lightweight and portable unit bringing the economics of semi-automatic welding to a hard-to-reach places. Another portable unit is the LN25, suitable for use with steel and aluminium solid wires (MIG welding) plus flux-cored gas shielded and self shielded wires (Innershield and Outershield). Voltage and wire feed speed controls at the wire feed.

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

Stand No.S 25 & 30

Metalspray Engineering

Sturdee P.O.
Box 110
Dunedin
New Zealand
Tel:(03) 477- 0036 Fax: (03) 479- 2325

Metalspray Engineering are the manufacturers of the genuine all

New Zealand made Alloyfold Chair. With anodised high tensile aluminium frame, polypropylene seat and back has been developed to give you extremely lightweight folding chairs. alloyfold seats are super strong and anodised to retain their great looks for years.

Stand No S 80,81 & 82

Mole Engineering Pty. Ltd.

Head Office 14 Amax Ave.
Girraween
N.S.W. 2145
Tel: (02) 688 8011 Fax: (02) 896 1488
Branches in all States

Distributors of: Ditch Witch, Mikasa, Stanley Hydraulics Tools., Mole Engineering will be displaying the;

- *Ditch Witch Chain Trenching Machine
- *Stanley Hydraulic Hand Tools
- *Mikasa Light Compaction Equipment

Stand No's 8,9& 10.

Panos Safe-T-Wear

P.O. Box 309
Melville
W.A. 6156
Tel: (09) 337 4499 Fax: (09) 314 7086

Panos Safe-T-Wear is a Western Australian company involved in the manufacture and distribution of a wide range of personal safety equipment.

The Panos Safe-T-Wear range includes goggles , earmuffs and respiratory items ,which are individually packaged for easy purchase by the home handy man.

The Panos Safe-T-Wear range is a quality endorsed company, licensed and accredited to AS 3902 / SO 09002

We look forward to meeting exhibition visitors and discussing how Panos Safe-T-Wear can help achieve bigger profits for your business from add on sales of our safety equipment.

Stand No.64

Pneumatech Air Hosemaster P/L.

9 Camden St.
Belmont
W.A. 6104
Tel: (09) 478 3366 Fax: (09) 479 1372

Pneumatech Air Hosemasters Pty. Ltd. are the importer and distributors of Macdonald floor scabblers and Pneumatic air tools. on display will be the new FB5 floor scabbler, the MK 11 crack chaser and breakers. Pneumatech Air Hosemaster Pty. Ltd. are the West Australian distributors of the Chicago Pneumatech (CP) range of industrial and construction air tools which will be on display. Also on display will be a range of Prosir compressors, hoses and fittings. Pneumatech Air Hosemasters Pty. Ltd. have a fully equipped workshop and repair all makes of air tools and compressors.

Stand No.83

Pressure Masters Pty. Ltd.

22 Wimbledon St.
Beckenham
Perth 6107

Tel: (09) 451 3544 Fax: (09) 451 2774

Pressure Masters, the leading W A manufacturer of high pressure water cleaners have an extensive range that have been designed in conjunction with leading hire companies.

From small 240 volt units to large diesel powered trailer mounted units with hot and cold water outputs, Pressure Masters are able to meet the individual hire company's needs. Our design department can also custom build the special application units that are often required in this demanding industry.

Strength and simplicity of design with service and product support second to none is the Pressure Masters formula for success.

A diverse range of high pressure cleaners will be on display at the Hire Expo '94, including electric, petrol and diesel powered units.

Stand No's 22 & 23

Red Roo Manufacturing Co.P/L.

19 Manton Rd.
South Oakleigh
3167

Tel:(03) 544 4066 Fax: (03) 544 0342

The Red Roo Mfg. Co. P/L. manufacturer of outdoor power equipment. with over twenty-three years experience in Australia, we present the largest range of commercial lawn and garden equipment on the market.

Stand No.14 & 15

Rental Industry Equipment Supplies

P.O.Box 136
Bulleen
Vic.3105

Tel: Toll free 1 800 338 114 Fax: (03) 850 7739

Wholesale and Trade Suppliers to the Hire & Rental Industry and New Zealand.

Competitive suppliers of most popular brands of equipment, accessories, consumables and spare parts for your Rental Fleet.

When next you buy plant or equipment call us for some friendly advice. Get our quote. You'll be suprised how competitive we are. Use our "Locate -It" service to find that hard to get gear, and if seeking an unlisted item, just call us toll free for the price.

Stand No.'S 80,81, & 82

Sewer Equipment Co. Aust.

P.O. Box 377
Marrickville
N.S.W. 2204

Tel: 008 028 584 Fax: (02) 559 5076

Drain cleaning equipment suitable for cleaning drains from

32mm through to 300mm in diameter will be displayed on the SECA stand. Products will include hand operated, electric machines and water jets, all designed for ease of use and to provide good returns for rental operations.

Stand No.61

The Software Link Aust. P/L.

P.O. Box 1 Berbeley
N.S.W. 2261

Tel: (043) 653 388 Fax: (043) 653 400

The Software Link will be exhibiting their Market Leading Quick Hire and Quick Track Management Systems of which there are more than 100 sites in use by plant Hire, Handy Hire, Equipment Hire, Telephone Rental and Party Hire Companies Throughout Australia and New Zealand.

Models include:

Stock control, Contract management, All Accounting functions, Purchase base Orders, Management and Tax depreciation, Equipment Maintenance Scheduling, Customer Repairs, Automatic Invoicing and many other industry specific functions.

Demonstration programs are available.

Stand No. 65

Talon Snorkel

4 Sammut St.
Smithfield
N.S.W. 2164

Tel: (02) 725 4000 Fax: (02) 609 3057

"Snorkel" will be exhibiting their new SL15 Slab Model Scissor with the unique pothole Protection and revolutionised maintenance accessibility. Also on the stand will be the 9 1/2 Metre One-Man Elevating Work Platform, the reliable TV25.

Unfortunately due to floor space Snorkel is unable to demonstrate their range of new Telescopic / Articulated Pro66 and Pro126 Booms, although videos will be available for interested parties. Visitors to the Show will be encouraged to see the full range of products on the video presentation.

Visitors may also wish to discuss the new requirements brought by the new Australian Standard AS2550-10 and what effect it will have on their existing elevating work platforms.

The theme behind the Snorkel stand will be "Helping our Customers".

Stand No's 77,78 79.

Trade West

133 Welshpool Rd.
Welshpool
W.A. 6106

Tel: (09) 451 3122 (09) 451 7744
Fax:(09) 451 2313

Trade West Inc JTS Tool Supplies specialise in Pneumatic and Electric tooling used in both the manufacturer and maintenance of Heat Exchangers and Boilers.

During the Exhibition we will be demonstrating the "Wicksteed" Electronic Expanding machines as well as the tube removal tools. Also at our stand visitors will be able to see our full range of Pneumatic tools including "Von Arx" needle scalers. "Goodway"

tube cleaning machines and general air tools. In addition Trade West will display the new state of art "Plarad" Pneumatic Bolt machine capable of torquing bolts from 210NM up to 6000NM.

Stand No. 63

Trilogy Business Systems Aust.P/L.

Head Office
444 Gardiners Rd.
Alexandria 2015
Tel: (02) 330 0444

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

The strength of the company lies in its Business Systems division which specialises in supplying total solutions to vertical markets such as the Hire & Rental Industry. Other vertical markets include Stockbroking, Financial Management, Hospitality and Catering, Manufacturing, Building and Construction.

With over 70 installed sites in 4 years TRACS(The Flagship of the Business Systems Division) has very quickly established itself as the leading computer system for Hire Companies in Australia. A fully integrated business package, TRACS boasts an extremely fast counter processing systems which allows Hire companies to provide a better and more efficient service to their customers.

Stand No's 56 & 57

Viking Powerclean Pty.Ltd.

Cnr .Newbridge Rd .& Kelso Cres.
Moorebank N.S.W. 2170
Tel: (02) 602 3666 Fax: (02) 601 3527

Viking Powerclean better known for their "Gerni", "Hiretech" and "Advance" range of equipment will be displaying the very latest in technology from Europe and the U.S.A. The new upright compact design Hot Water Gerni High Pressure Cleaner will be a feature, together with our Advance range of Mini Sweepers, Carpet Shampooers, and of course, the very latest from the Hiretech stable Floor Sanders and Edgers, and Wallpaper Strippers. Both Jerry Krusza and Ken Ellis will be available for the duration of the convention for your assistance and enquires.

Stand No's 2,3,4

Wacker Australia Pty.Ltd.

913 Princess Hwy.
Springvale 3171
Tel: (03) 547 4033 Fax: (03) 562 3371

Visitors to Wacker Australia's stand can inspect our comprehensive range of Vibrating Plates, which run from the 40 Kg. right up to the 635Kg. DPU 7060. Of interest to many visitors will be the Wacker Dpu 3345 Reversible Plate, which was released earlier this year in a Yanmar four stroke diesel engine version.

The extensive range of Wacker Vibratory Rammers will also be prominently displayed. They are currently among the most popular in Australia. Also on display, the 240 Volt Wacker IRFU High frequency Internal Vibrator should appeal to the home handyman.

Stand No's 11, 12 & 13

Bigger Branch for the biggest State

September sees Western Australia hosting its first hire industry convention and exhibition in Perth.

Flextool (Aust) has been established in Perth since 1907. The branch had a humble beginning at Lindsay Street in the heart of Perth with its premises adjoining a transport depot.

Initially the branch operated both as a hire and sales organisation. Hire was subsequently phased out to enable it to better focus its attention on the sales and service needs of hirers and contractors.

As the Perth skyline changed and grew in the sixties and seventies the volume of business steadily increased so that the volume of transport traffic. On occasions access to Flextool was cut off by several semi-trailers loading and unloading on its doorstep. In 1976 a move to the present location in Tate Street in Bentley overcome this problem.

With the appointment of Peter Moynihan as manager in 1987 further growth has been achieved. Perth has a depth of trade and industry experience, having worked at a supervisory level on sites from city to outback mining camps. In January of this year the branch expanded adjoining premises

with improved sales, stock and service facilities.

When it comes to stock Peter believes in maintaining a high customer service level. "It's a long way from the East to the West when product and parts are not in stock". It's rare to find an item in the extensive Flex tool W.A. range that cannot be supplied ex stock off-the-shelf.

Perth is a keen golfer and has been instrumental in organising for the Hire Association with sponsorship from leading suppliers.

When you call Flextool in Perth you cannot go wrong if you ask for Peter. With three of the staff sharing the same name, you are assured of finding that Peter is always Available.

Peter Moynihan and Flextool tool's W.A. branch extends a warm welcome to all interstate visitors and invite you to call at their stand when you attend the Convention and Exhibition.

Also in the Flextool Hire Expo team will be Bob Edwards from New South Wales, Ron Wyatt from Queensland, Nick Rowe from South Australia and Don McDonald from Victoria.

The look foreword to winning your orders and hearing of your win at the Casino!

COMPACTION

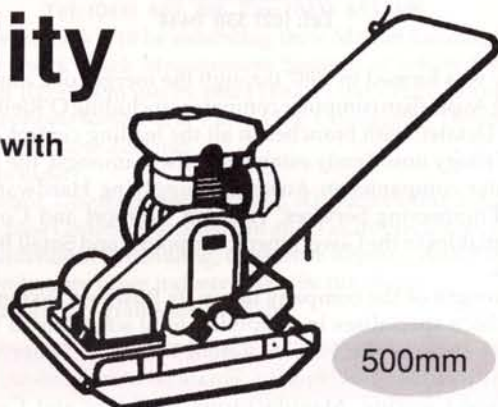


Performance & reliability



370mm

- Powerful 5hp motor with oil level protection
- Centrifugal clutch
- Heavy duty oil bath lubricated vibrator



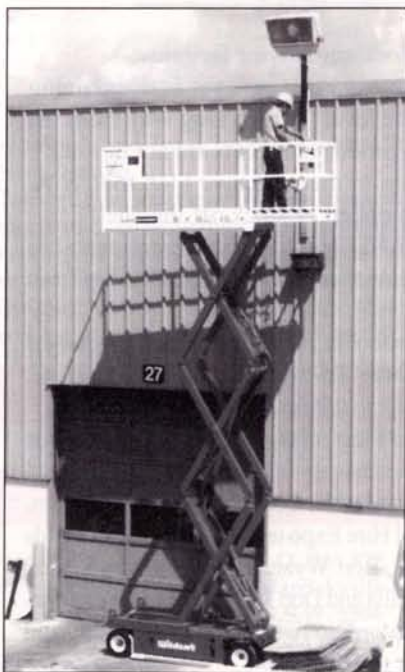
500mm



Flextool

Adelaide: 298 1388 Brisbane: 252 2306
Sydney: 818 5722 Perth: 451 2077 Melbourne: 419 6300
Australia: Free calls outside metro. area: 1800 801 108
New Zealand: Free calls 0800 657 156

MISS US AND YOU'LL MISS WHAT'S NEW!



Snorkel will be exhibiting their new SL15 Slab Model Scissor with the unique pothole protection and revolutionised maintenance accessibility. Also on the stand will be the 9.5 metre one-man elevating work platform, the reliable TV25.

A sneak video preview of the state of the art Pro 66 and Pro 126 Booms will be shown. Important information about the new Australian Standard AS2550-10 and what effect it will have on your existing elevating work platforms will also be available.

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CUT OFF SAWS

- * MP38 12"
- * MP88 14"

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- * BRUSHCUTTERS (5 Models)
- * STICK EDGERS
- * BACK PACK BLOWERS
- * HAND HELD BLOWERS



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HOMELITE 94 Rushdale St, Knoxfield, Vic, 3180 Customer Service 008 036 163

HOMELITE OUTDOOR POWER EQUIPMENT NEWS

CUT OFF SAWS & PUMPS

Homelite has long been a supplier of Diaphragm and Trash Pumps to the Hire and Rental Industry.

We have an enjoyable track record on reliability and back up service. The range is constantly changing and is made up of 2 stroke and 4 stroke models from 1" to 4" in size.



Homelite now have available a range of petrol powered Cut Off Saws to suit your every requirement.

The range is from 62cc light weights to the new MP88 88cc high performance 14" machine. All units feature reversible cutting arms and multi-fit arbor's.

The air filtration system is second to none with triple intercept filters on all models. Trolleys and Water Kits also available.

Talk to us about your requirements today!

Further Information: **Homelite, 94 Rushdale St, Knoxfield**
Tel: (03) 763 6500 or 008 036 163

The Shark Chain

Early in 1993 we, at Betta Hire, fitted our proto type "Shark Chain" to a Ditch Witch 1500 series trencher. We expected it to outperform the regular cup teeth chain, but we were amazed with the fantastic way it cut through the toughest terrain and since then, it has shown negligible signs of wear in spite of being in use for well over one year. In more than one year it has needed no maintenance.

The chain performed so well, that as soon as a customer used it, he would no longer accept a trencher without a "Shark Teeth" chain. So within a few weeks we had to convert our eight machines to "Shark Teeth" and we now know for sure that this chain is without equal.

The secret of the "Shark Chain's" fantastic efficiency is the use of special heavy duty tungsten carbide tipped teeth which are used in mining and tunnelling for cutting the toughest of materials. These teeth are extremely long wearing and rugged. By Chance they happen to be similar to sharks teeth.; hence the name.

The teeth are welded on to a specially shaped platforms which in turn, are welded to the chain .The

result of this clever and innovative engineering is that the teeth will last the lifetime of the chain and the cost of replacing or hard facing worn teeth is eliminated.

In the dim dark days of cup teeth chains it was a regular Monday morning drudgery job of our mechanics to replace badly worn cup teeth, weld hard face on the remaining teeth, tighten or replace bolts and re-tension the chain. No longer! Teeth don't need to be replaced, chains don't stretch and we are saving money on labour, parts and materials.

However, the best bonus is that our customers are happy because this chain performs! It digs, regardless the conditions. Only the hardest of rock or sandstone or excessively wet conditions will stop it.

The configuration of the teeth provides a smooth digging action, similar to a chainsaw, which reduces stress and the consequent wear and tear on the machine. The result is less horsepower being required and a further considerable reduction in maintenance and running cost is achieved.

As soon as we saw the great potential of this chain we Instructed our Patent Attorney to apply for a Registered Design which was granted by the Australian Register of Designs on the 15th. April, 1994 The Certificate No. is 119963.

The design of this chain is now the exclusive property right of Betta Hire and we hereby serve notice that any infringement of our rights will result in immediate Court action for destruction and the prosecution of offending Directors or Proprietors.

The "Shark Teeth" chain is the most effective digging chain for light trenches and its superior qualities far outweigh its extra cost. At twice its price it would still be a bargain!

It is simply the best

Shark Teeth Bonuses:

- * Digs in hard ground or shale
- * Much less stress and load of machine.
- * Requires less horsepower.
- * Very smooth sawing action.
- * Little or no maintenance
- * Extremely long life.
- * It is simply the best.

We have been hiring chain diggers for nearly 20 years and the "Shark Chain" is the greatest improvement that we have seen.

Old Fashioned bolt on cup teeth are finished.

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X26 • Tight turning radius

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- Proportional controls
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- Fully enclosed

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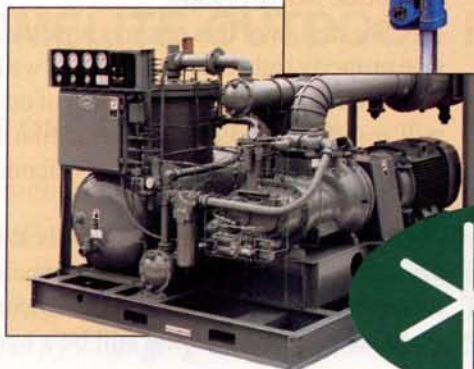
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The Husqvarna range offers the technical reliability and labour saving features you would expect from products that are designed by professionals for professionals.

Husqvarna Ride-ons

Ranging from 10hp to 14hp with outstanding manoeuvrability, high performance and driving pleasure the Husqvarna ride-ons leave the field behind.



Brushcutters & Line Trimmers

Easy to start, long life engines with power sources ranging from 25cc to 65cc and a versatile system of quality accessories has to make Husqvarna your first choice for any clearing job.



Farmer & Professional Chainsaws

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



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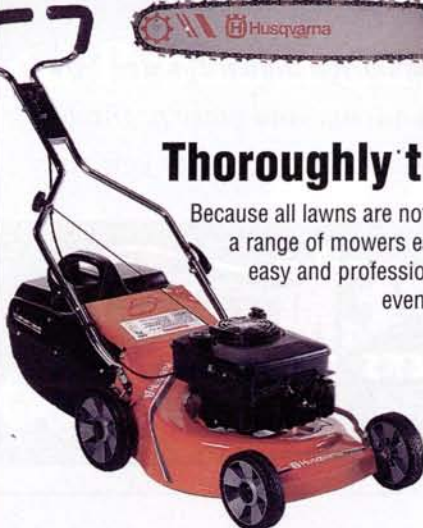
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Because all lawns are not alike Husqvarna offers a range of mowers each designed to give an easy and professional approach in solving even your biggest problems in lawn care.



IMPACT/HUS 1388

!!! Front Hoe !!!

In keeping with continuing with Jaden's policy of ongoing product development and research, Jaden has just released its latest breakthrough in Loader accessories with their all new concept of a Back Hoe.

This new concept has a completely new and fresh approach from the traditional "Hoe" attachment, in that it attaches to the front of the loader.

This simple yet highly efficient "Front Hoe" is a natural progression of logical thinking to provide an extremely economical alternative to the full blown Back Hoe attachment we all know.

Utilising many of the loaders existing bucket And arm controls the all new "Front Hoe" requires the addition of only one extra control. This represents a huge manufacturing cost saving which enhances the cost effectiveness of the new "Front Hoe", making it an extremely economical and productive tool. It is quickly fitted (takes about two minutes) By the quick release hydraulic fittings and the easy to use attachment plate. A patent application has been made for this innovative design.

In keeping with the user friendliness of the Jaden Loader, the inexperienced operator will soon feel at home using this new concept "Front Hoe" and quickly become an expert at:

- * House Footings
- * Drains and Trenches
- * Digging Soaking Pits
- * Retaining Wall Footings
- * Plumbing and Sewerage Trenches
- * Landscaping

*Get smart, get aboard a Jaden Loader Now
Become more productive and more profitable.
Let us arrange a demonstration for you now.*



Basic Front Hoe Specifications:

Bucket Width	-200, 250, 300mm
Maximum digging depth	- 1000 mm
Slew Angle	- 270 degrees
Maximum Reach	- 1350 mm

See Alan Or Brent at
Stand N0. 58 & 59 at
the Hire Expo for a demonstration.



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New Engine And New Look For Victa Mower Range

Victa has developed a feature packed 4 stroke engine called the Ultima, as a very robust optional power unit for its range of rotary mowers.

While the legendary Victa 2 stroke series has always had the lion's share of the mower market, a part of the mower market segment showed a preference for 4 strokes.

Firmly entrenched as Australia's commercial and technology heritage, the 2 stroke Victa continues to be highly regarded as a strong and extremely reliable product and will be chosen by the majority of consumers and commercial operators.

But there is now a 4 stroke Victa with all that it implies—a 4 stroke mower specifically suited to the Australian conditions.

The Ultima will power the professional push and self propelled range, as well as the Utility and the Mustang and Commando domestic machines.

While the new 4 stroke is an extremely quiet and neighbourhood friendly engine, it must be remembered that all Victa engine variants, including 2 strokes, are fitted with the latest in noise suppression technology—the unique Victa "Hushtone" mufflers—and all are therefore in keeping with the environmental requirements of the 90s.

The Ultima engined Victas will have the same support as has been the Victa tradition, with a back up of a full range of spare parts available through Victa's 512 service dealers throughout Australia and its worldwide distribution points.

The 4 stroke and two stroke Victa mowers come with a range of modern features which make life easier, such as key start electronic ignition, ball bearing wheels for minimal rolling resistance and strong but light weight cutting deck (base plate), together with an effective grass catcher, multi-option single lever height adjustment and easy blade changing.

There has also been a redesign of the cowl for all Victa 2 strokes, together with an exciting paint scheme which looks exceptionally good, even standing still in the garden shed.

The Ultima 4 Stroke Has First Class Credentials

The domestic range of 4 stroke Ultima engines will be available with two power settings: 4.5 hp for the Commando model and 5 hp for the Mustang.

The engines are of 207 cc displacement and are the largest engines in their horsepower category in the consumer rotary market.

The Professional range of Victas have even more power, with the Ultima Pro giving out 5.5 hp.

The Ultima has been engineered for quiet operation, from its "Hushtone" muffler to the modulated nylon fly-wheel fan to reduce the fan noise.

Victa's practical experience is also evident in the Ultima's ease of servicing: the carb float bowl is easily removed without tools and the bowl removal does not disturb fuel inlet, governor or the throttle linkage, the main carburetor jet is removable. All of which means minimum downtime and lower service costs.



The ignition is maintenance-free electronic and there is a key start option on some models.

The engine is fitted with a Positive Displacement oil pump which ensures maximum lubrication during the start, at low engine revs and at extreme angles (mowing up and down steep inclines). The oil pump provides increased engine lubrication, reducing engine temperature thus ensuring longevity.

The Ultima has taken a lot of rigorous testing effort and investment—Victa have spent over \$2 million on tooling—in getting the engine on-line. It features large capacity fuel tanks (3.5 litre and 5.5 litre) on the commercial models, CDI electronic ignition, and automatic mechanical speed governors which maintain the right speed and torque under load conditions. It also has a high mounted filter and snorkel to keep the inlet clear of dust and debris. Ultima's High Zone Micro Air Filter is mounted on the handle above the dust zone. In the end it means less service and better performance.

The Ultima engine came about as a result of a close collaborative effort between Victa and the Tecumseh Engine Corporation of Michigan, USA. Tecumseh has been a world leader in the manufacture of engines and transmissions for garden and lawn products since the 1930s.

The prototype Ultima engines were given a practical test in the field when 30 independent mower contractors put them through their paces in all kinds of extreme conditions for up to 800 hours at a time.

The Ultima engines were also subjected to extreme performance testing where a number were run at maximum revs under full load to see if anything broke. Nothing did.

The Victa Ultima 4 stroke is a proven powerhouse, truly worthy of the legendary Victa name.

For more information please contact Alexandra Schall, Victa's product manager, phone (02) 789 8732.

Good Vibrations From Hitachi

Are you receiving bad vibrations from your customers?

Then perhaps you are offering fleet tools that rattle themselves to destruction, cause fatigue to operators and add to spiralling maintenance costs.

Having pioneered Japan's first electric motor, Hitachi have progressed to now be the leaders in powertool technology. For example, shock absorbing handles on most rotary and non-rotary hammers send only good vibrations to you, the hirer, and your customers. Less destructive vibrations means reduced maintenance and less operator fatigue.

Despite the pressure from the marketplace, Hitachi have resisted the temptation to compromise and have maintained the highest level of design and manufacturing standards.

Field evaluation is an important segment in the development of Hitachi power tools. Prior to their release to the marketplace every tool is rigorously tested in actual hire conditions here in Australia. From the snowfields of the Snowy Mountains to the scorching heat of Central Australia- Hitachi tools continue to send good vibrations.

If you don't have Hitachi in your fleet, then there is no better time than right now to make that decision. It's your choice - bad vibes from your customers or...

GOOD VIBES FROM HITACHI.

Featured on the opposite page is Hitachi's demolition hammer range flagship, model H65SA. It has proven its reliability and value for money over

many years! The triple dustproof design is unique to Hitachi and ensures greater trouble free life. A seal is placed in the nose cover to stop grit entering from the steel end. Should the first seal fail, another two seals will arrest offending material; and protect the valuable hammer and cylinder assembly from premature wear.

As the hammer striker mechanism and gearbox is subjected to varying stresses in friction, speed and temperature, Hitachi use different grease types for maximum efficiency and prolonged life between services.

The new style tool retainer is machined from solid steel and then heat treated! This process produces a harder and more durable item and makes it near impossible to bend or break the retainer and cover sleeve. (A practical design when one thinks of the number of situations where the retainer has been broken by the operator using the tool as a crowbar!).

Most of the money saving features of the H65SA are included in the rest of the Hitachi hammer/hammer drill range. Hire companies should consider other proven quality and value for money Hitachi tools when next they update their fleet of various power tools.

For more information on the complete range of Hitachi power tools, visit the Hitachi boys on the stand at the Hirexpo'94,

or contact

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Model	H 65SA
Power Input	1500 Watts
Full Load Impact	1400 B.P.M.
Overall Length	726mm
Weight	16kg
Standard Accessories	1 Bull Point, 1 Steel Carry Case, 1 Wrench

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JLG Mini Scissorlift Features Compact Size

JLG Industries (Australia) has added a new model to its Mini Scissor Lift range of work platforms which features a maximum platform height of 4.3 metres (14 feet) with a working capacity of 227kgs (500 lbs).

The JLG Mini Scissor Lift is designed for the tightest work spaces and will fit through a standard doorway. Dimensions of the new model are a maximum width of 0.81 metres (32 inches) and a low retracted height of 1.97 metres (77.5 inches). The model also has a tight outside turning radius of only 1.52 metres (60 inches).

The work platform has a dimensions of 0.8 metres (30 inches) by 1.95 metres (77.5 inches) and features all steel construction, handrails and treadplate floor. An optional roll-out deck of 0.91 metres (36 inches) is available where access is needed over a workplace or obstacle.

The new JLG Compact Mini Scissor Lift can also be driven with the platform fully extended. Power is supplied through heavy duty batteries which provide multiple shift operation even on a single charge. Travel speed is 4 km/hr (2.5 mph) while the new model can traverse grades up to 25 percent for maximum productivity.

The platform control box provides a bank of toggle switches to command all functions and can be positioned anywhere on the work platform for operator convenience.

The new JLG Compact series is one of the extensive range of self-propelled electric scissor lift platforms offering platform heights from 4.3 metres to 10 metres (14 to 40 feet).

Further information including technical specifications and literature is available from JLG Industries (Australia), PO Box 972 Port Macquarie 2444, telephone (065) 81 1111, or your JLG office or distributor in each state of Australia.



JLG's new 4.3 metre (14 foot) Mini Scissor Lift is designed for the tightest work environments with an overall width of only 0.81 metres and low retracted height of 1.52 metres.

The Strong Getting Stronger

At Oldfields Pty. Limited there has been a tradition of not only meeting Statutory Requirements and Standards but surpassing them.

The latest generation of well designed products manufactured at their modern factory is further evidence of this practice.

All goods are engineered and tested at their N.A.T.A. approved testing facility to give customers complete confidence in the safety and integrity of the products.

We make them stronger than they need to be because we know how demanding Hire customers can be on products, says John Rogers (B.Eng) Oldfields Scaffold Engineer.

Having a good range of products is one thing, but to be the best you also need excellent back up stock, nationwide coverage and competitive pricing.

Ross Pagett, Oldfields National Operations Managers says, We are committed to satisfying customer requirements, we listen, we care and we respond. That is the Oldfields way!.

Oldfields Pty. Limited manufacture:-

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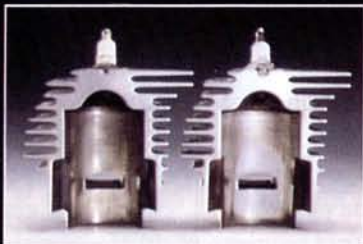
...AND THE OTHERS BITE THE DUST!

The dust generated by cutting is the worst enemy of every cutting machine engine.

We are now proud to present Partner Active Air Filtration. A totally new, three-stage system for filtering the intake air. The first, active stage separates dust particles using centrifugal force. The other two filter the air by means of adhesion and fine filtration. Active Air Filtration reduces service requirements dramatically, extending service life by a **minimum of 80%**.

The Partner K650 Active (300mm blade capacity) and K700 Active (350mm) cut the costs of stoppages and maintenance.

Other cutters are left entirely breathless!



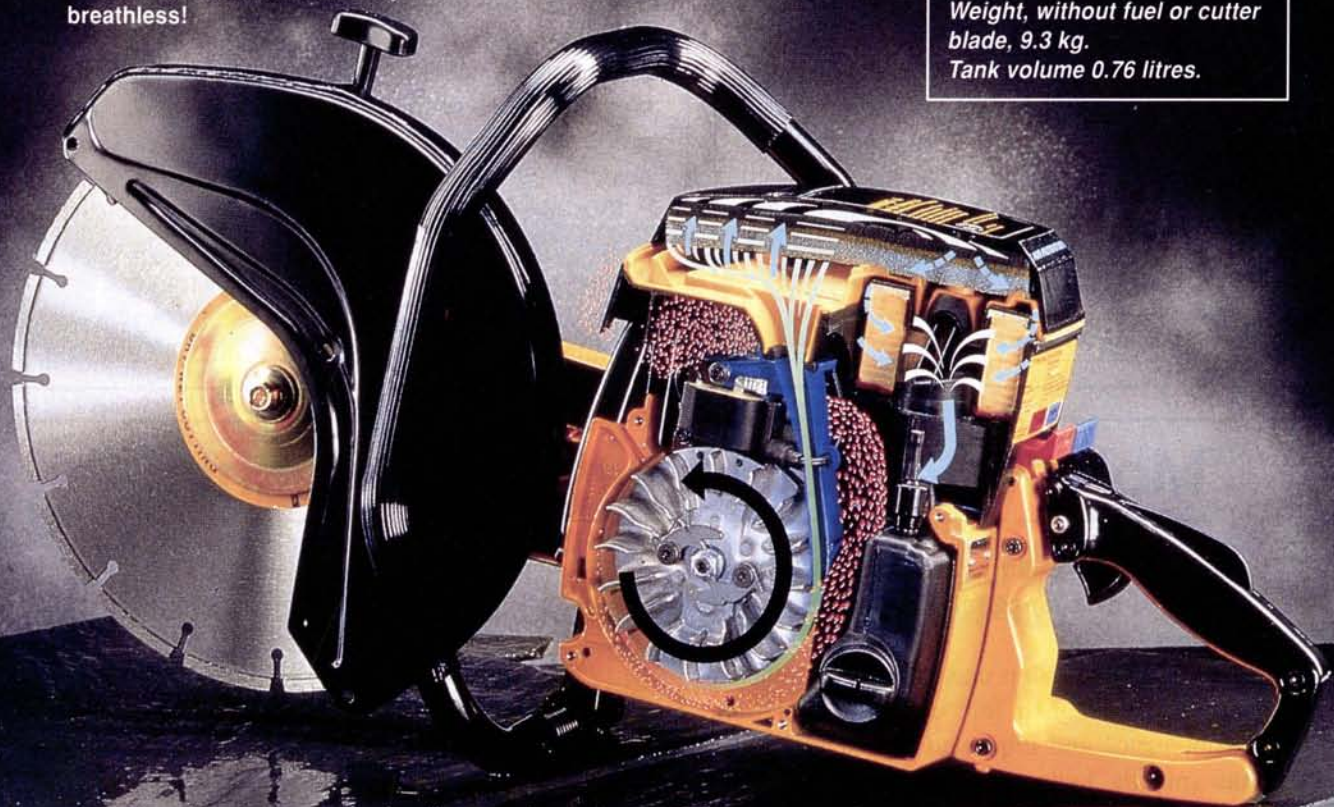
The Partner K650 Active cylinder, on the left, displays virtually no signs of wear after operating for 6 months in an extremely dusty environment. The cylinder on the right displays the kind of wear and tear which is typical of a power cutter with today's traditional filter system



The Partner K650 Active is easier to start - as a result of the decompression valve.

Engine

Air-cooled, two-stroke engine.
Oil mix 2% (if Partner 2-stroke oil or the equivalent is used).
Displacement 71cc.
Weight, without fuel or cutter blade, 9.3 kg.
Tank volume 0.76 litres.



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Air Injection Reduces The Need Of Filter Cleaning And Makes The Engine More Efficient

Both professionals and consumers want a chain saw that is easy to service. The Air Injection system developed by Husqvarna lets you work much longer between each filter cleaning. Cleaner air also means a more efficient engine.

The professional logger prefers to relax during his break, instead of cleaning the air filter. The part-time user also appreciates a chain saw that does not require much servicing. With the Husqvarna Air Injection system you can use your saw up to 10 times longer without having to clean the air filter. Further, the clean intake air gives a correct fuel/air mixture which makes the engine work more efficiently; positive also from an environmental point of view.

The Air Injection principle is simple: Air is taken in through the starting device. Centrifugal forces from the fan force dirt and sawdust out into the peripheral

area of the fan housing, and then out with the cooling air. The almost totally clean intake air is then drawn in through a nozzle and on to the air filter for a second cleaning.

Air Injection was first introduced on the Husqvarna 262 XP which has been called "the 60 cc chain saw for the nineties". It is now standard also on the professional models Husqvarna 254 XP and 394 XP. But not only loggers appreciate an easily serviced machine. Husqvarna Forest & Garden has therefore introduced Air Injection also on the recently presented consumer models Husqvarna 36 and 41. And you will see more Husqvarna chain saws with Air Injection in the future.

For further information, please contact Mr Anders Kragner, Product and Service Manager, Husqvarna Forest & Garden, S-561 82 HUSKVARNA, Sweden. Telephone +46 36 14 65 00 Telefax +46 36 14 41 79

Husqvarna develops, manufactures and markets a complete range of forest and garden products. These products are sold by Husqvarna Forest & Garden dealers in 90 countries all over the world.

The forest products include chain saws, clearing saws, brushcuffers and power cutters. The garden segment includes Riders and garden tractors, lawn mowers, blowers and cultivators. Husqvarna also manufactures a line of tools and protective clothing.



Mole Releases New 1820 Trencher

Ditch Witch have introduced a new trencher to enhance its existing range of trenching machines.

The model 1820 is a 18h.p. class pedestrian trencher which has been designed for "ease" of operation, lower maintenance and improved productivity. The 1820 has smooth, hydrostatic ground drive and a rugged mechanical trenching drive system. It can trench to depths of 48 inches. A choice of three optional pivots permits trench widths from 3.75 to 16 inch widths. The 1820 offers two fuel efficient high performance petrol engine options. Its standard 5 gallon fuel tank provides greater fuel capacity for longer work cycles between fill ups. Like all Ditch Witch products the 1820 is backed by the industry's best dealer organisation.



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- **INCREASED
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- **NATIONWIDE BACKUP**

POWER PERFORMANCE

Each model has the new Victa Ultima 4 stroke 207cc Engine producing 5.5hp. The governor system ensures you have maximum power in light or heavy conditions. Cast iron sleeve and pressure lubrication means longer engine life.

SERVICING & WARRANTY

The engine has unique features, that makes servicing a breeze. The High Zone filtration system gives clean air, for longer engine life. Victa Ultima 4 Stroke Engine carries a 12 month warranty for commercial use.

PRODUCTIVITY

All Victa professional mowers, feature remote 3, 3.5 and 5.4 litre fuel tanks meaning less stops and higher productivity. Push or self-propelled, catcher or side throw, the Victa Pro Series has the choice. 12 mowers to suit all conditions.

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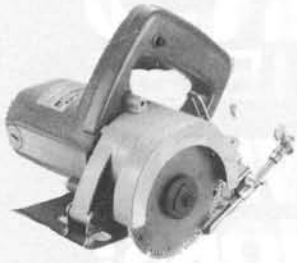
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110MM DIAMETER
34MM ADJUSTABLE DEPTH
3.25 KILOS

M1506FR WALL CHASER \$238.00

35MM ADJUSTABLE DEPTH
1200 WATTS
3.7 KILOS



BHW 1211 PORTABLE HAND HELD WET CORE DRILL
CAP 82 MM DIAMETER.
1600 WATTS
SPEED 1400 RPM
6.5 KILOS
FITTED WITH RCD SAFETY DEVICE

\$871.25

INDUSTRIAL WET & DRY VACUUM CLEANERS

model

LUC-10	40 litres 1000 watt on casters	\$275.00
ANT-15	40 litres 1000 watt built in hand trolley	\$305.00
BNY	60 litres 2000 watt built in hand trolley & twin motors	\$575.00



EXTENSION LEAD PRICES

15 METRE	\$14.50	30 METRE	\$24.00
20 METRE	\$18.50	45 METRE	\$35.00
25 METRE	\$22.50	60 METRE	\$47.00

ALL OTHER LENGTHS AVAILABLE ON REQUEST.

COLOURS: ORANGE, YELLOW, D.BLUE, L.BLUE, GREEN, VIOLET, RED, MONKEY BUM PINK.

POINTS, CHISELS & SPADES

ALL SIZES & LENGTHS TO SUIT THE FOLLOWING MODELS! HITACHI, KANGO, MAKITA, BOSCH, RAMSET, ETC.

Examples: PH 65A Spade	\$49	Ramset 342	\$10
Kango 950X Spade	\$49	and	
Hitachi PH 65 Chisel	\$18	Bosch 11205 Chisel	
450mm long		300 mm long	

PLUS ALL OTHER SIZES AT MORE THAN COMPETITIVE PRICES

Airlessco Introduces The New Little Pro Airless Unit

There are numerous reasons why October is a great time to trade in your old Airless unit and upgrade to the new Little Pro from Airlessco.

Cormack Group are offering a \$100 trade in on your old airless unit if you purchase a Little Pro during October. The Little Pro has many unique features which will make a trade in very tempting.

The Little Pro features high spraying pressure up to 3000 psi and sprays a wide range of materials including, interior and exterior latex paint, enamels, stains, lacquers/clear finishes, wood preservers and sealers. It also sprays those hard to reach places with up to 90 meters of hose and 100 meters of extension cord.

Providing unequalled airless spray performance, a new "pulsefree system" is exclusive to the Little Pro. It gives you consistent, no pulsation spraying at any pressure.

The Little Pro has been designed for a long and active life. The industrial grade, totally enclosed DC motor provides up to six times the life of competitors universal motors. It features an industrial grade stainless steel paint pump and a triple life packing system which also prolongs its life span. The extra large piston ball check valve gives more reliability than flat check valve pumps and the Little Pros pump speed automatically adjusts to your spray tip size to increase the life of the pump.

Available in two models, the Little Pro is one of the most

rugged and compact units available. It is perfect for both the beginning professional and the experienced paint contractor. Its lightweight and compact size make it a great one man unit and ideal for hire reliability.

The two models are the Little Pro 2400 and the 2500. The 2400 model is powered by a 1/2 HP motor, has a spraying pressure of 3000psi, a maximum tip size of .019 and weighs 17 kg. The 2500 model is powered by a 3/4 HP motor, has a spraying pressure of 3000psi, a maximum tip size of .021 and weighs 19 kg.

An added bonus is Comack Groups comprehensive rental pack which contains everything to make hiring Airlessco equipment easy. Included in the pack is rental agreement pads, spray equipment safety forms, machine check in tags, machine users guide pads, rental profit sheets, unit check in/out procedure lists, laminated user guides to affix to the units, and colour additive to be flushed through the unit before the customer returns the unit to indicate on return that it has been cleaned and to stop paint drying out in the unit and corrosion occurring between hires.

For more details on the new Airlessco Little Pro and the October \$100 trade in offer contact Cormack Group Pty Limited, 9-13 Leeds Street, Rhodes, 2138, Tel (02) 736 1422 Fax (02) 736 3315.

ONE TOUCH PIECE OF RENTAL PROPERTY.

The Chief E-Z Breaker 400 delivers a crushing blow, yet is easy to operate. It's designed for both homeowner or contractor use, and is ideally suited for indoor applications, with the easy changeover from gas to electric motor.

Here are just a few E-Z 400 benefits:

- breaks concrete 6-8 times faster than a pavement breaker
- simple one-person operation
- minimises operator fatigue
- straight-edge cutting capability
- engineered for asphalt cutting

For more information about the Chief E-Z 400 and other E-Z Breaker models call 008 620627.



FOR MORE INFORMATION CONTACT
T.D. EQUIPMENT SALES
008 620 627

TRESTLES FOR EVERY MAN AND HIS DOG

SUMMIT

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

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

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

BAILEY **MOTE KENNETT**



Hills INDUSTRIAL PRODUCTS DIVISION

For details of your local Hills stockist contact Hills Industrial Products Division

Brisbane Ph (07) 267 5022, Fax (07) 267 5228.

Sydney Ph (02) 534 3344, Fax (02) 584 1413.

Melbourne Ph (03) 798 2555, Fax (03) 798 5722.

Adelaide Ph (08) 301 3200, Fax (08) 297 4468.

Perth Ph (09) 279 5999, Fax (09) 279 8877.

HP5099

Lightweight, dependable, compact & popular.

(It's our formula for a guaranteed money-maker!)



\$9,190.00*

* Sales Tax not included

THE LINCOLN WELDANPOWER 300+ AC/DC DIESEL WELDER AND AUXILIARY POWER SOURCE

In the hire business, you buy what people ask for, not what you think people want.

Lincoln's Weldanpower 300+ is one of our most popular engine drive welding machines.

The WP 300+ is a multi-process machine with:

- + DC for code quality pipe welding, stainless, high tensile welding and hardfacing
- + AC for general welding
- + AC & DC for TIG welding with Hi-Freq unit from auxiliary outlet on the machine.
- + 6 kVA/240 V or 3kVA /115V @ 50Hz auxiliary power

Use for long term primary, temporary standby or emergency power using the engine manufacturer's running-in and maintenance schedule.

**FREE accessory kit
and lead kit
worth \$240.
Order 3 or more
machines and get
a 5% discount!**

The Lincoln Weldanpower 300+ is Australian made and comes with an iron-clad 2-year warranty.

Plus there are over 70 field service shops conveniently located around Australia.

The Lincoln Weldanpower 300+ features:

QUIET OPERATION with sound levels (under load) at 80 dBA at one metre, 72 dBA at seven metres.

HOUR METER for easy logging of service periods.

EASY SERVICE ACCESS for trouble-free maintenance.

AUTOMATIC ENGINE IDLER reduces engine wear and makes operation more fuel efficient and quiet.

KEY START for convenience.

Put the portable, lightweight, versatile, dependable and popular Lincoln Weldanpower 300+ to work for you. Call today!

**LINCOLN
ELECTRIC**

The Lincoln Electric Co. (Aust) Pty Ltd
35 Bryant Street, Padstow NSW 2211 Ph: (02) 772-7222

Call Lincoln's National Sales Manager John Seckold on 1800 640 004.

*When Only The Best will Do!
Select The Best - Forget The Rest*

THE HIRE INDUSTRY DEMANDS

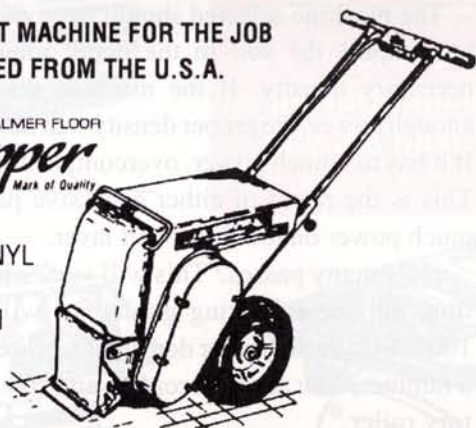
**THE MOST EFFICIENT, STURDY AND RELIABLE
EQUIPMENT FOR EVERY OCCASION.**

**WHEN A CUSTOMER RENTS A PIECE OF EQUIPMENT HE NEEDS
IT TO DO THE JOB - HE EXPECTS THE BEST!
THIS IS WHEN ONLY THE BEST WILL DO!
SO... SELECT THE BEST - FORGET THE REST**

- ◆ THE BEST MACHINE FOR THE JOB
- ◆ IMPORTED FROM THE U.S.A.

THE PALMER FLOOR
Stripper
The Mark of Quality

REMOVES VINYL
AND OTHER
GLUED DOWN
FLOOR
COVERINGS
LIKE MAGIC!



The Best!

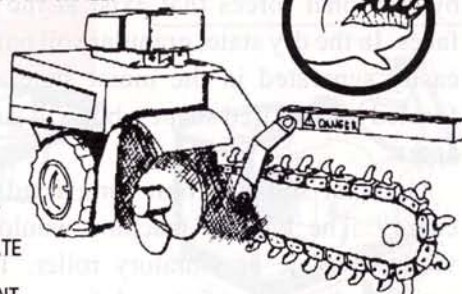
THE WORLD'S BEST TRENCHER CHAIN

LONG WEARING AND MAINTENANCE FREE
TUNGSTEN CARBIDE MINING TEETH
WILL CUT THROUGH THE HARDEST GROUND,
WILL ALSO CUT THROUGH SHALE.
FANTASTIC!

Shark Teeth



PUT A SHARK CHAIN
ON YOUR TRENCHER,
WATCH IT EARN
MONEY AND ELIMINATE
EXPENSIVE HARD
FACING AND FREQUENT
TEETH REPLACEMENT.
BOLT ON TEETH ARE FINISHED!



The Best!

Kwik-Trench® earth saw

The fastest digging portable trencher on the market



Kwik-Trench is the ideal trencher for installing
residential sprinkler systems, commercial irrigation
systems, drainage lines, plumbing, gas and telephone
services, etc.

Kwik-Trench digs approx. 20-30ft. per minute,
200mm (8"), 250mm (10") or 300mm (12") deep,
and you get a narrow 50mm (2"), 75mm (3") or
100mm (4") slit to backfill.

Kwik-Trench is easy to load into a van, station
wagon or small trailer for delivery

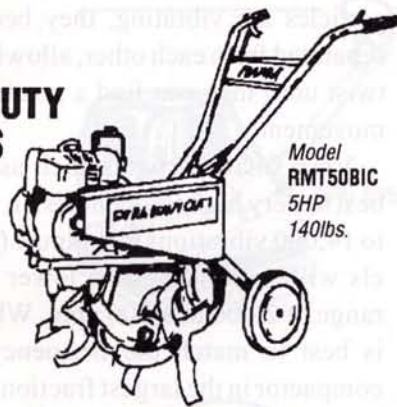
**REDUCE TRENCHING AND BACKFILL
TIME BY 30% - 50%**

The Best!

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EXTRA HEAVY DUTY RENTAL TILLERS

Maxim heavy duty chain
drive tillers.
Durable, simple to operate
and maintain. Heavy duty
frames have additional
reinforcement at points
of stress.



Model
RMT50BIC
5HP
140lbs.

Most spare parts
are interchangeable
with the Merry Tiller.

The Best!

*Don't Settle for Second Best -
When only The Best Will Do!
Select The Best - Forget The Rest*

SUPPLIED BY:

BETTA HIRE

P.O. BOX 56 CLEVELAND QUEENSLAND 4163
PHONE: (07) 286 1200 FAX: (07) 286 1420

Proper Selection Of Wacker Compaction Equipment

Answering three questions before starting a compacting job will help you select the right machine for the job.

What type of soil will be used?

This is the single most important variable in compaction equipment selection.

Soil is comprised of four basic components, clay, silt, sand and gravel. These components are classified into two soil groups: Cohesive, consisting mainly of clays and silts, and granular, consisting mainly of sands and gravels.

In granular soils, the particles are held in place by frictional forces that exist at the contact surfaces. In the dry state, granular soil particles can be easily separated in the moist state, they can be formed into desired shapes, but will easily crumble apart.

Granular soils are best compacted by vibration energy. The type of machine would be either a vibratory plate or vibratory roller. The vibration action reduces the frictional forces at the contact surfaces, allowing the particles to fall freely under their own weight. At the same time, as the soil particles are vibrating, they become momentarily separated from each other, allowing them to turn and twist until they can find a position that limits their movement.

Very small particles such as silts will respond best to very high frequencies, in the range of 11,000 to 14,000 vibrations per minute (vpm). Larger gravels will respond best to lower frequencies in the range of 2,000 to 4,000 vpm. Whenever possible, it is best to match the frequency of the vibratory compactor in the largest fraction of particles present in the soil.

In cohesive soils, there is a molecular attraction between these microscopic particles which holds the soil in place. Because these particles are so small and very densely arranged, the cohesive force in the soil is very high. This makes cohesive soils in the dry state very hard. When moist the forces and structure breakdown and become very plastic and are easily moulded.

Cohesive soils are best compacted by impact force. The type of machine recommended is a vibratory

rammer or sheepfoot roller. The impact force of the rammer or sheepfoot roller causes a shearing effect that squeezes out air voids and excess water from between the particles.

What are the compaction specifications for the job?

Most compaction specifications deal with the density required for the job; how thick the lifts are and frequency of density tests required.

The machine selected should have enough power to compact the soil in the depth required to the necessary density. If the machine does not have enough power, the proper density will not be reached. If it has too much power, overcompaction can occur. This is the result of either excessive passes or too much power on too thin a soil layer.

How many passes? This will vary with the situation, but the following guidelines will attain 95-100% Standard Proctor density. Use three passes for a rammer, four for a vibroplate and five for a vibratory roller.

To avoid too much power, look at the machine specifications. To avoid overcompaction, the soil layer should not be less than one-third of its maximum lift. For example, if the machine's maximum rating is 10 inches, it should not be put on a soil layer less than six inches.

What is the application or jobsite conditions?

It's time to match the machine with the job. Vibroplates are more efficient than rollers due to the large baseplate surface area in contact with the soil. Vibroplates are also more manoeuvrable so they are ideal for confined areas.

Rollers have the advantage in larger, open areas where there is plenty of room to manoeuvre. Because the roller has a faster travel speed, it will cover the area faster than a plate.

The same logic applies to rammers and sheepfoot rollers. The rammer should be used on cohesive soils in confined areas and the roller should be used in larger trenches and open areas.

To learn more about soil compaction and machine selection, call WACKER AUSTRALIA for your free *Soil Compaction for Confined Areas* Book.



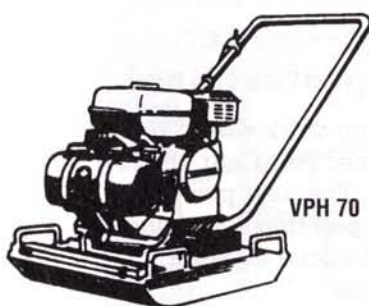
RD 880V



WHK 4080



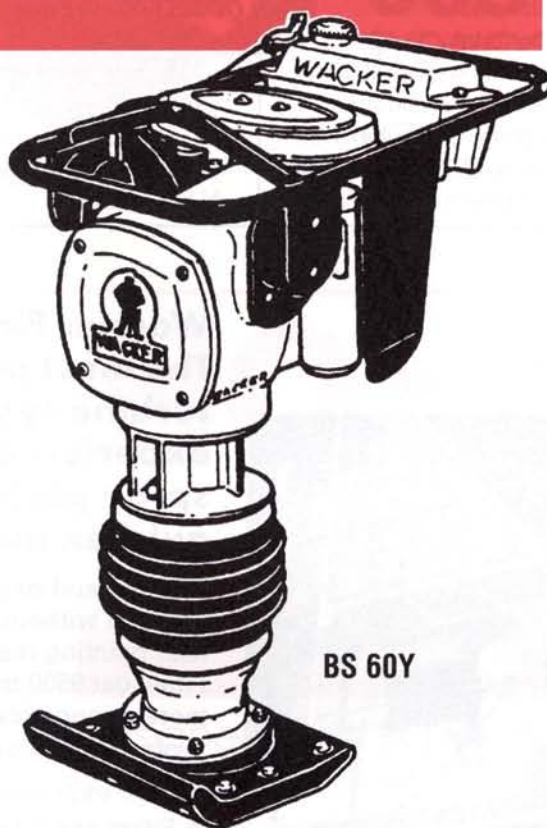
WDH 4570



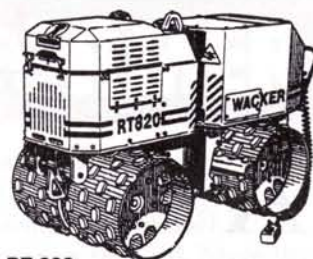
VPH 70

FOR COMPACTION NONE CAN COMPARE TO A WACKER

Still unequalled in
performance and reliability!
Buy the best...buy a WACKER



BS 60Y



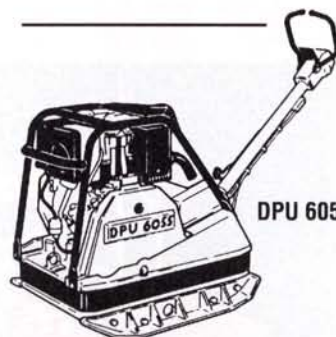
RT 820



RS 800A



DPU 7060



DPU 6055

WACKER AUSTRALIA PTY. LTD. A.C.N. 004 659 590

VIC: 913 Princes Hwy Springvale, 3171. Ph: (03) 547 4033 Fax: (03) 562 3371

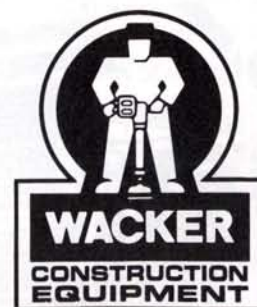
NSW: 14 Vore St. Auburn, 2144. Ph: (02) 748 0366 Fax: (02) 748 0774

QLD: Unit 2, 6-8 Pendrey Crt Woodridge, 4114. Ph: (07) 208 9577 Fax: (07) 808 3280

SA: 45 Beulah Rd Norwood, 5067. Ph: (08) 362 2331 Fax: (08) 362 8469

WA: Unit P, 69-73 Hector St. Osborne Park, 6017. Ph: (09) 445 2911 Fax: (09) 445 2361

Ask about the full range of Vibrators, Breakers, Rammers, Pumps, Plates and Rollers.



Nothing works harder

Heavy Duty Trash Pump

A new heavy duty trash pump has been released by Australian Pump Industries Pty. Limited. Called the QP model 201T the pump offers unique advantages over conventional pumps when used in solids handling applications. Like all other Aussie Quik-Prime trash pumps the QP201 offers an exclusive bronze/copper seal that is claimed by the manufacturers to outlast other types of seals by up to 6 times! It also has a cast iron volute and impeller that enables the unit to pass solids in suspension. The 201T is a 2" pump and is able to pass 3/4" solids in suspension.

It is powered by a 5 h.p. Honda or Robin engine running at 3600 r.p.m.

A major advantage of the new 2" trash pump is its easily dismantling and clean out feature. Easy access to the impeller and volute is obtained by removal of the front cover. The new unit is supplied as standard with a roll frame and anti vibration mounts and hose couplings and strainer.

Australian Pump Industries expects the new pump to be of interest to the construction and hire industry as well as to Local Government and Government Departments.



New QP201T Trash Pump is light weight but robust

The new pump is available with an optional diesel drive on request.

Further information is available from Australian Pump Industries Pty. Limited, of 131A Arcadia Rd., Arcadia, N.S.W., 2159.

Wagner FineCoat 9500: The most powerful FineCoat turbine system. A new experience in low pressure spray painting — easier, quicker, more professional.

Painting and decorating work would be hard to imagine without Wagner FineCoat, the low mist painting method. The new powerful FineCoat 9500 makes painting even quicker, more economical and above all more professional than before.

For the experienced painter FineCoat means:

- Exact spray fan adjustment resulting in a significant reduction in paint mist.
- Paint savings in the region of 70% compared to conventional high pressure air spraying.
- A brilliant surface finish wherever it's used.

**A GREAT HIRE
OPPORTUNITY**

for more information contact:

Wagner Spraytech Aust. Pty. Ltd. A.C.N. 005 328 709
33 Hinkler Road, Mordialloc, Vic. 3195
Tel: (03) 587 2000 Fax: (03) 580 9120

WAGNER



**The new Wagner
FineCoat 9500:**

- Soundproofed for quiet power
- Power to cover surfaces quicker
- Power for the professional painter



THE PROVEN PERFORMER



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

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

THEY ALWAYS ASK FOR THE ELECTRIC EEL

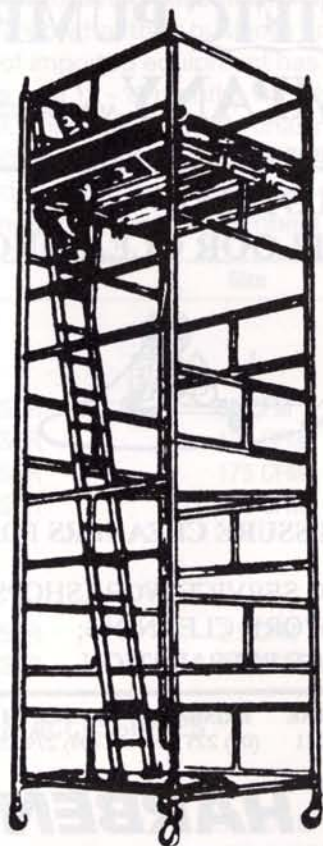
TELEPHONE TOLL-FREE NOW

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ELECTRIC EEL (AUST.)

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NO-BOLT SCAFFOLDS

ALUMINIUM TOWERS

Designed for the Hire & Rental Industry

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

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DEAL DIRECTLY WITH THE
MANUFACTURER CALL
NOW TOLL FREE
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All Access Applications, Secures Genie Agency

Genie Industries are proud to announce the expansion of its network to within the Australian market through their new distributor All Access Applications Pty Ltd.

The full range of Genie products and spare parts will be available through its Australian distributor network by phoning 008 677 476.

The range of products available include the full range of Genie Material Lifts with their load handling attachments and accessories, new Z-60 Knuckle boom with various options available, the new S-60 and S-40 Stick Booms, Aerial Work Platforms and full range of Superlifts.

All Access Applications Pty Ltd. have worked within the Australian and Pacific Rim markets promoting for sale a comprehensive range of mechanical access equipment and Genie Lifting Hoists. This company can boast over 30 years of experience within the access market and provide a consultation facility accompanied with repair and maintenance of existing Genie and associated products.

This access facility is available Australia wide through its innovative network facility which has been established to service existing clients within a diversified market, encompassing Government, Armed Services, Rental companies, Industrial, Entertainment, And various Allied Trades.

All access Application's consultation and spare parts facility has been established to solve and upgrade existing rental companies needs by providing innovative and creative access solutions as client demand dictates.

The Harben Hire

Pacific Pump Company is proud to announce the launch of their Pacific Harben heavy duty Hoverclean floor cleaners.

Designed for use with the Harben water jetting units, the Pacific Hoverclean Floor Cleaner is capable of cleaning large areas of floor or roadway with a minimum of water consumption.

By using two rotating jets at high speed, the Pacific Hoverclean can minimise water consumption providing 7,000 psi (500bar) with 82 litres per minute water usage.

A wide variety of surfaces can be cleaned including steel, concrete, asphalt and even timber.

The Pacific Hoverclean Heavy Duty units are ideal for applications that require pressure in excess of 5000psi.

Some ideal sites for the Pacific Harben Hoverclean are: Cattle markets, airports, hospitals, port authorities, sport stadiums, food processing plants, oil terminals, garages, car parks, pedestrian subway precincts. For more information please contact Dominic Robert from Pacific Pump Company on (02) 638 5600.

Genie HOISTS

SALE or HIRE

24 HR SERVICE

MOBILE: (018) 26 0717 or (018) 49 2765



ALL ACCESS APPLICATIONS

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NEWCASTLE — 57 3325 SYDNEY — (047) 51 6757

PACIFIC PUMP COMPANY

ACN 004 322 123
A Division of BOWATER Tutt Industries P/L

INDUSTRIAL HEAVY DUTY FLOOR CLEANING



MkII Hoverclean

HARBEN HIGH PRESSURE CLEANERS FOR:

- * DEGREASING SERVICE WORKSHOPS;
- * POST ROADWORK CLEANING;
- * AND, SURFACE PREPARATION.

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NEWCASTLE
(049) 694 155

HARBEN

WORKING HARDER UNDER PRESSURE

HIRE ASSOCIATION OF AUSTRALIA (NSW REGION)

Recommended Hire Rates List

August 1994

INTRODUCTION

The list has been edited, with some items deleted which are not hired by a wide number of hire companies; and some items added which have come into the range.

There has not been a major change in the hire rates across the board; however there are a number of changes, some increased, a few reduced, and many weekly rates have varied from the standard 4 times the daily rate. There does not seem to be a consistency in the way weekly rates are calculated, and they have been included mostly as the companies have them.

The entertaining and party section has been expanded, and there is now a section for delivery rates. This is only a guide as the rates vary considerably from company to company, and these rates are for standard deliveries within the metropolitan area.

The participating companies commented that while they wanted to raise book rates, the occurrence of discounting was very prevalent and the greatest issue was to reduce the size of discounts being given. The comments are that these are starting to reduce.

Two other points have been discussed recently; the issue of damage waiver and stamp duty being included in the rates by some companies; and is the week rates for 5 days or 7 days? These variables continue in the industry, and the sub committee has no recommendation on what members should do, except to do what their business and customers want.

The cost of imported equipment has been rising substantially over the past 12 - 18 months, mostly from Japan but also from Europe. This makes the purchasing of new equipment more difficult when the returns are low; and it reduces the profitability due to the increased cost of parts.

This will impact the ability of members to replace equipment

when it is due. All ready this is occurring with some members looking to buy used equipment where they would normally have purchased new. This is not a good sign for the industry.

RECOMMENDATION ONLY

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

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

ITEM NAMES AND GROUPING

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

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

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

ETHICS

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

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

Description	Size	Daily	Weekly
DIESEL			
AIR COMPRESSOR	85 CFM	105	475
AIR COMPRESSOR	100 CFM	128	550
AIR COMPRESSOR	175 CFM	150	675
AIR COMPRESSOR	250 CFM	185	830
PORTABLE			
AIR COMPRESSOR	2.5 CFM	26	80
AIR COMPRESSOR	8-10 CFM	44	160
AIR TOOLS & ACCESSORIES			
BLOW PIPE		11	35
BREAKER	50-80 lb	30	135
GRINDER (ANGLE)	175 mm	41	160
HOSE 1/4	6mm/15m	8	25

Description	Size	Daily	Weekly
HOSE 3/4	19mm/15m	9	32
IMPACT WRENCH - AIR	13 mm	38	140
IMPACT WRENCH - AIR	19 mm	43	150
MANIFOLD - AIR		15	70
NEEDLE GUN		32	128
PUMP - GOLIATH	75mm	71	290
ROCK DRILL	40 lb	45	200
ROCK DRILL STEEL SCREWED		12	36
SCABBLER	7 HEAD	171	686
SCABBLER - FLOOR	SGL	56	250
SCABBLER - WALL	3 HEAD	75	312
SPADING HAMMER		30	135
TOOLS - CLAY SPADE/SCALER		12	36
TOOLS - MOIL POINTS (HIRE)		5	8
TOOLS - MOIL POINTS (USE)		5	0
TOOLS - PLUGS & FEATHERS		21	70

Description	Size	Daily	Weekly
AUTOMOTIVE TOOLS			
BALL JOINT REMOVER		15	35
BATTERY CHARGER		27	81
BEARING SEPARATOR		16	32
CAR POLISHER		26	78
CAR RAMP (PAIR)		12	20
CAR STAND (PAIR)		12	20
COIL SPRING COMPRESSOR		16	32
CYLINDER HONE		40	60
ENGINE HOIST		42	160
FLOOR JACK	2.25 Tonne	28	85
JACK - TRANSMISSION		38	110
PORTA POWER KIT		55	220
PULLER - GENERAL		17	35
PULLER - SLIDE HAMMER		20	40
RIDGE REMOVER		17	35
TENSION WRENCH	120Ft lb	20	40
VALVE LIFTER		17	35

BARRICADES, PLATES & SHORING

BARRICADE	8
FLASHING LIGHT	8
MESH	20
SIGNS	8
WITCHES HATS - PER 5	8

BRICK & PAVING

BLOCK SAW & DIA. BLADE	180	800
BLOCK SPLITTER	32	96
BRICK SAW + DIA. BLADE	120	480
CUT QUICK & DIA. BLADE 12 In	120	535
CUT QUICK & DIA. BLADE 14 In	127	560
CUT QUICK SAW 14 In	72	288
TILE CUTTER	28	80

CLEANING, SWEEPING & WASHING

PRESSURE WASHER - 240V	1500 psi	65	290
PRESSURE WASHER - PETROL	2000 psi	85	340
PRESSURE WASHER HOT		110	500
PRESSURE WASHER TURBO HEAD		20	60
SAND BLASTER - SMALL	100 lb	90	400
SAND BLASTER - MEDIUM	300 lb	110	440

COMPACTION- OTHER

PLATE COMPACTOR	56	224
RAMMER COMPACTOR	25	250
VIBRATING ROLLER - CC10	290	1240
VIBRATING ROLLER 28 In	74	310

CONCRETE EQUIPMENT

BOLT CUTTER - LARGE	20	60
BOLT CUTTER - SMALL	16	48
BULL FLOAT	65	75
GRINDER - CONCRETE - DOUBLE	95	380
GRINDER - CONCRETE - SINGLE	85	350

Description	Size	Daily	Weekly
KIBBLE BUCKET	1/2Yard	74	290
KIBBLE BUCKET	1 Yard	84	335
MESH ROLLER		25	50
MIXER	3 CF	30	120
MIXER	2 CF	30	120
SAW & DIA BLADE		135	540
TROWELLING MACHINE		60	240
VIBRATOR ELECTRIC	1 In	42	128
VIBRATOR MOTOR & SHAFT		54	220
WHEELBARROW		15	45

COOLING & HEATING

AIR COOLER - EVAPORATIVE		28	65
FAN - EXHAUST	12 In	32	96
FAN - EXHAUST	20 In	44	132
FAN - PEDESTAL	24 In	30	90
HEATER - SPACE (DSL)	150,000 BTU	45	155
HEATER - SPACE (GAS)	125,000 BTU	50	200
HEATER - SPACE (GAS)	260,000 BTU	55	220
HEATER PATIO	20,000 BTU	35	105

ELECTRIC TOOLS & EQUIPMENT

DRILLS

DRILL	1/2 In	17	51
DRILL	3/8 In	17	51
DRILL - CORDLESS		32	96
DRILL - IMPACT	5/8 In	28	84
DRILL - MAGNETIC	1 1/4 In	80	320
DRILL - RIGHT ANGLE	3/8 In	26	78

GRINDERS

ANGLE GRINDER	120 mm	22	66
ANGLE GRINDER	230 mm	28	40
ANGLE GRINDER	300 mm	45	135

HAMMERS

CLAY SPADE		10	30
DRILL BIT - TUNGSTEN - TO 37 MM		12	24
DRILL BIT - TUNGSTEN - OVER 37 MM		15	30
FLOOR CLEANING TOOL	6 In	20	60
HAMMER DRILL	12 mm	45	135
HAMMER DRILL	37 mm	52	156
HITACHI BREAKER	33 Kg	75	300
HITACHI HAMMER		55	165
KANGO 900/1100		52	156
KANGO 950	100 mm	52	156
MOILS & CHISELS - USE		5	

MISCELLANEOUS

ELECTRIC LEAD STANDS		7	21
EXTENSION LEAD 240V	15 m	8	20
EXTENSION LEAD 415V	15 m	15	45
IMPACT WRENCH - ELECTRIC	19 mm	35	105
IMPACT WRENCH - ELECTRIC	13 mm	28	84

Description	Size	Daily	Weekly
LAMINEX TRIMMER		26	78
METAL SHEAR	Small	38	115
METAL SHEAR	Large	51	155
NIBBLERS	1-2 mm	25	75
NIBBLERS	2.5-5 mm	35	105
PLANER	75 mm	35	105
ROUTER		26	78

SANDERS

SCREWDRIVER - ELECTRIC		26	78
BELT SANDER	100 mm	26	78
DISC SANDER	170 mm	26	78
ORBITAL SANDER		26	78
TRIANGLE VIBRATING SANDER		26	78

SAWS

BROBO SAW		100	400
CIRCULAR SAW & TC BLADE	350 mm	70	210
CIRCULAR SAW & TC BLADE	230 mm	30	90
DIAMOND TILE SAW	100 mm	45	180
DIAMOND WALL CHASER		70	280
HACKSAW - ELECTRIC		41	155
JIGSAW		25	75
METAL DROP SAW	350 mm	45	160
RADIAL ARM SAW	250 mm	62	185
RECIPRO/SABRE		26	78
TIMBER DROP SAW INCL T.C. BLADE 350 mm		45	135

ELEVATING WORK PLATFORMS

BOOMLIFT - 30FT	9.10 m	335	1340
BOOMLIFT - 40FT	12.20 m	468	1970
BOOMLIFT - 60FT	18.19 m	655	2755
MANLIFT - 25FT	7.6 m	120	480
SCISSORLIFT - 15 FT	4.605 m	140	560
SCISSORLIFT - 19 FT	5.80 m	185	740
SCISSORLIFT - 25 FT	7.60 m	285	1015
SCISSORLIFT - 30 FT	9.10 m	320	1280
SCISSORLIFT - 40 FT	12.20 m	400	1650
TRAILER LIFT 12 m		220	880
TRAILER LIFT 14 m		240	960

ENTERTAINING & PARTY

BAR		48	124
CARPET PER SQ M		6	0
CHAIRS - PLASTIC STACKING		1.10	3.30
CHAIRS - UPHOLSTERED		7	21
CHAIRS - WHITE STACKING		2.20	6.60
CUTLERY		0.20	0
DISPLAY SCREEN		28	0
GLASSES		0.35	0
MARQUEES - PER SQ METRE		5	15
OVENS - ELECTRIC		80	240
OVENS - GAS S/STEEL		120	360
OVENS - ROTATING SPIT (CHARCOAL)		70	210
PIE OVEN		25	75
PLATES		0.40	0
ROASTING OVEN		60	180

Description	Size	Daily	Weekly
STAGES PER SQ M		18	0
STRUCTURE (FREE STANDING) - PER SQ M		11	33
TABLE CLOTHES - INCL LAUNDRY		8	0
TABLES - FOLDING LEGS		10	30
TABLES - ROUND		13	39
TABLES - TRESTLES		8	24
URN		20	40
WATER COOLER		25	75

EXCAVATING, LOADING & TRENCHING

BOBCAT 643		290	1250
DUMPER - 2 W.D.	1 Tonne	130	580
DUMPER - 4 W.D.	2 Tonne	175	725
EXCAVATOR HAMMER		75	300
MINI EXCAVATOR	1 Tonne	235	950
MINI LOADER		130	520
TRENCH DIGGER - PEDESTRIAN	10 hp	250	950

FASTENING EQUIPMENT

NAIL GUN - FENCE	50 mm	41	125
NAIL GUN - FLOORING	50 mm	41	125
NAIL GUN - FRAMING	75 mm	45	135
NAILING GUN & COMPRESSOR & HOSE 10 CFM		80	320
POP RIVETTER	1/4	25	75
POP RIVETTER	3/16	20	60
POP RIVETTER AIR		35	105
RAMSET/HILTI GUN		30	90
STAPLE GUN - AIR		35	105
STAPLE GUN - ELECTRIC		28	84
STAPLE GUN - HAND		12	20
STRAPPING MACHINE		30	90

FLOOR & CARPET CARE

CARPET CLEANER		40	160
CARPET STRETCHER - KNEE KICKER		20	60
FLOOR CRAMP (PR)		26	78
FLOOR EDGER		39	156
FLOOR POLISHER		40	120
FLOOR SANDER		58	232
FLOOR STRIPPER		68	272
LINO & TILE ROLLER		21	63
VACUUM CLEANER 40-60 L		49	145
VACUUM CLEANER 200 L		102	306

GENERATORS

GENERATOR - PETROL	2 KVA	50	200
GENERATOR - PETROL	3 KVA	55	225
GENERATOR - PETROL	5 KVA	70	280
GENERATOR - PETROL	7.5 KVA	89	385
GENERATOR - DIESEL	10 KVA	95	430
GENERATOR - DIESEL	12 KVA	125	510
GENERATOR - DIESEL	15 KVA	135	550

HOISTS, ELEVATORS & CONVEYORS

BLOCK ELEVATOR		64	256
BRICK ELEVATOR		64	256

Description	Size	Daily	Weekly
CONVEYORS - 4M	350 MM	50	190
CONVEYORS - 7M	350 MM	80	260
CONVEYORS - 10M	350 MM	90	310
HOIST - 2 BARROW 240V		0	240
HOIST - 2 BARROW 415V		0	180
HOIST - 2 BARROW DIESEL		0	300
HOIST - SINGLE BARROW 240V		0	210
YORK DRAINERS WINCH		0	300

LADDERS, TRESTLES & PLANKS

LADDER - EXTENSION	20 Ft	22	66
LADDER - EXTENSION	30 Ft	26	78
LADDER - EXTENSION	42 Ft	40	120
LADDER - EXTENSION	50 Ft	50	150
LADDER BRACKET (PR)	Ft	15	30
PLANK - TIMBER	10 Ft	6	10
PLANK - TIMBER	16 Ft	9	14
ROOF LADDER		22	66
STEP LADDER	6 Ft	18	54
STEP LADDER	8 Ft	18	54
STEP LADDER	10 Ft	22	66
STEP LADDER	12 Ft	26	78
STEP LADDER	14 Ft	28	84
TRESTLES (PR)	6 Ft	22	66
TRESTLES (PR)	8 Ft	24	72
TRESTLES (PR)	10 Ft	26	78
TRESTLES (PR)	12 Ft	28	84
TRESTLES (PR)	16 Ft	32	96
TRESTLES (PR)	14 Ft	30	90

LANDSCAPING & GARDEN

BRUSH CUTTER		70	280
CHAINSAW - ELEC.	12 In	44	132
CHAINSAW - ELEC.	18 In	51	153
CHAINSAW - PETROL	18 In	65	195
FLAME THROWERS		26	78
HEDGE TRIMMER - PETROL		35	105
HEDGE TRIMMER ELECTRIC		30	90
KNAPSACK SPRAY		20	60
LAWN CORER - MOTORISED		75	300
LAWN EDGER - PETROL		32	96
LAWN ROLLER - SMOOTH		22	66
LAWN ROLLER - SPIKED		24	72
LAWN VACUUM		70	280
LAWNMOWER	18 In	34	102
LEAF BLOWER	240 V	16	48
LEAF BLOWER/VAC (2 STROKE)		32	96
LINE TRIMMER - PETROL		36	110
MULCHER	1 In	56	168
MULCHER	2 In	90	360
POST HOLE DIGGER	1 Man	95	380
POSTHOLE DIGGER HAND	4.9 In	20	60
POSTHOLE DIGGER PETROL -	2 MAN	65	260
ROTARY HOE	8 HP	90	360
ROTARY TILLER		60	240
SLASHER MOWER	22 In	55	220
SLASHER MOWER SELF-PROP.	26 In	85	340
STUMP GRINDER		125	500
TURF CUTTER		98	392

WIRE STRAINER		19	38
LIFTING & JACKING			
CHAIN BLOCK	1/2 Tonne	20	60
CHAIN BLOCK	1 Tonne	26	78
CHAIN BLOCK	2 Tonne	30	90
COME-A-LONG	1 Tonne	22	66
JACK - HYDRAULIC	10 Tonne	26	78
JACK - HYDRAULIC	20 Tonne	36	110
JACK - HYDRAULIC	50 Tonne	66	210
JACK - WALLABY	10 Tonne	35	105
JENNY WHEEL	0	10	30
LEVER BLOCKS	1.5 Tonne	34	136
LEVER BLOCKS	3 Tonne	42	168
MATERIAL HOIST (GENIE)	18 Ft	70	280
PANEL LIFTER 75KG	3.3 M	48	145
PORTA POWER - PUMP		28	70
PORTA POWER - RAM	10 Tonne	22	66
PORTA POWER - RAM	20/30 Tonne	28	84
PORTA POWER - RAM	50 Tonne	45	135
PORTA POWER - RAM	100 Tonne	94	260
ROPE BLOCK & TACKLE	34	102	
TIRFOR	3 Tonne	50	150
TIRFOR	5 Tonne	60	186
TIRFOR	500 Kg	30	90

LIGHTING

FLOODLIGHT	500 Watt	22	66
FLOOD LIGHT	1500 Watt	28	84
FLOOD TOWER - DIESEL TRAILER	9 m	260	1250

MATERIALS HANDLING

FORKLIFT	2500 Kg	122	550
PALLET TRUCK		30	90
SKATE TURNTABLE	20 Tonne	12	36
SKATES - EACH	20 Tonne	24	72
SKATES - EACH	5 Tonne	20	60

MISCELLANEOUS

FIBRO CUTTER		13	26
GLASS SUCTION CUP		17	51
LEVEL - DUMPY		49	147
LEVEL - LASER		70	210
POSSUM TRAP		12	25
ROOF TILE CUTTER		25	75
ROOF TILE PUNCH/NOTCH		16	32
ROOF TOOLS - TURNING		16	32

MOVING AIDS

FURNITURE PADS (SET OF 5)		15	45
FURNITURE STRAPS	Pr	15	45
LOADING RAMP		20	60
PIANO TROLLEY		20	60
PLATFORM TROLLEY	1/2 Tonne	20	60
TROLLEY 6 WHEEL		21	63

Description	Size	Daily	Weekly
PAINTING & DECORATING			
AIRLESS SPRAY PAINTER		120	480
LINE MARKER - AEROSOL		28	84
PAINT STRIPPER - ELEC		30	90
PAINT STRIPPER - GAS		30	90
SPRAY GUN		22	66
SPRAY OUTFIT HP COMPLETE		60	240
SPRAY OUTFIT LP COMPLETE		45	135
WALLPAPER STEAMER		32	96

PLUMBING

DRAIN RODS		26	78
DRAIN SNAKE - MANUAL		26	78
ELECTRIC EEL	48 Ft	62	186
ELECTRIC EEL - EXT	8 Ft	9	25
PIPE BENDER HYDR	50 mm	40	120
PIPE CUTTER	100 mm	25	75
PIPE CUTTER - EARTHENWARE		28	84
PIPE THREADER - MANUAL	25 m	28	84
PIPE THREADER - ELECTRIC	100 mm	125	500
PIPE VICE & STAND	In	15	45
PRESSURE TEST BUCKET		28	84
SOLDERING IRON - GAS		26	78
STILSON WRENCH	100 mm	18	54

PUMPS

CENTRIFUGAL PUMP - PETROL	50 mm	62	248
DIAPHRAGM - PETROL	50 mm	67	268
FLEX SHAFT PUMP & MOTOR		65	260
HOSE - 2" LAYFLAT	15 m	10	30
HOSE - 2" SUCTION	6 m	12	36
HOSE - 3" LAYFLAT	15 m	12	36
HOSE - 3" SUCTION	6 m	14	42
SUBMERSIBLE	19.25 mm	34	102
SUBMERSIBLE	50 mm	63	189
WATER BED PUMP		34	102

SCAFFOLDING, PROPS

A-FRAME SCAFFOLDS - BRACES		0	2
A-FRAME SCAFFOLDS - FRAMES	1.5 m	0	6
ALUMINIUM TOWER	2 m	49	145
ALUMINIUM TOWER	3 m	60	210
ALUMINIUM TOWER	4 m	70	245
ALUMINIUM TOWER	5 m	78	308
PROPS		0	12

TARPAULINS

TARP	18x12	40	60
TARP	24x18	48	72
TARP	36x24	60	90

TRAILERS

BIKE TRAILER		40	120
CAR TRAILER	1.5 Tonne	70	210
HORSE FLOAT -	DOUBLE	70	210
TRAILER - BOX	6x4	30	90

Description	Size	Daily	Weekly
TRAILER - FURNITURE	9x5	45	145
WELDING			
OXY GEAR		45	135
PETROL WELDER/GENERATOR	200 Amp	56	224
WELDER - DC BULLET	250 Amp	45	180
WELDER - DC DIESEL	225 Amp	79	330
WELDER - DC DIESEL	400 Amp	84	350
WELDER 240V	130 Amp	30	90
WELDER MIG	160 Amp	68	272
WELDING LEADS	15 m	13	40
WELDING MASK		5	5

TRUCK RENTAL RATES

Description	Daily	Weekly	Exs.Kms
OTHER			
2 TONNE TIPPER	140	840	.27c
3 TONNE TIPPER	160	960	.27c
MINIBUS 12-15 SEAT	125	688	.25c
TABLE TOPS			
2 TONNE 3.4M (11')	115	690	.27c
2.5 TONNE 4.2M (14')	130	715	.27c
4 TONNE	135	810	.30c
UTILITY	80	480	.23c

VANS

1 TONNE HIACE	95	570	.25
2 TONNE VAN	128	770	.27
3 TONNE VAN	142	832	.27
4 TONNE VAN	158	950	.30
6 TONNE VAN	178	1070	
TAILGATE LIFTER	25	150	
DRIVERS UNDER 25	20	120	

Note:- Rates shown include damage waiver fee and 100 kms. Customers are subject to damage charges up to an excess of \$500 (\$1000 under 25 years). Overhead damage is customer's responsibility.

PORTABLE BUILDING

Size	Hire charges per week
SHELLS	
Average hire period 5 to 11 months (80 weeks)	
3.0 X 2.4M	41
3.6 X 2.4M	44
4.8 X 2.4M	54
6.0M X 2.4M	63
6.0M X 3.0M	71
7.2M X 2.4M	67
9.6M X 3.0M	103
12.0M X 3.0M	123

Size	Hire charges per week
------	-----------------------

ABLUTIONS WET BLOCKS

Average hire period 0 to 5 months (65 weeks)

2.4M X 2.4M 2/0	73
3.6M X 2.4M 2/1	85
4.8M X 2.4M 3/1	116
6.0M X 2.4M 4/2	123

SHED MISCELLANEOUS

SHED AIR CONDITIONER	20
CHANGE ROOM BENCH (PER LINEAR METER)	2
CUPBOARDS & SINKS	7.50
DESK	6.50
EXHAUST FAN	4
FILING CABINET	6.50
HOT WATER URN	4
LOCKERS (CLOTHES)	1.50
OFFICE CHAIRS	4
PIE WARMER	7.50
PLAN BENCH (PER LINEAR METER)	2
REFRIGERATORS	6
STRIP HEATER	3
TABLES	3.50
WATER COOLER	14.50
ZIP HEATER	20
CHAIRS	1.50

Size	Hire charges per week
------	-----------------------

CONTAINER	32
HALF CONTAINER	32

DELIVERY RATES

MINIMUM (BASED ON EASY LOADING 1 PERSON)	\$15
ALLOY SCAFFOLD, "A" FRAMES 1 - 20, COMPRESSORS (TOWABLE), WELDERS. LIGHTING TOWERS (TOWABLE) TOILETS, 28" ROLLERS CHERRYPICKERS, MANLIFTS, ELEVATORS	\$25 \$45
FORKLIFTS, BOBCATS, TRACTORS, ROLLERS 20 - 35 KVA GENERATORS, DUMP TRUCKS	\$75
70 KVA PLUS GENERATORS, R65 DITCH WITCH, BACKHOE	\$100
ELEVATING WORK PLATFORMS TO 40'	\$160
SHEDS/CONTAINERS TO 7.2M WIDE LOAD OVER 7.2M (SEMI-TRAILER)	\$110 \$130 \$415

WEEKENDS AND PUBLIC HOLIDAYS 150% OF NORMAL RATES

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

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

**A NEW GENERATION
OF COLD & HOT
WATER CLEANERS**

PUSH NEW 2-WHEEL Gerni.

Shove OLD 4-wheel pressure cleaners



Trust Gerni to introduce more user-friendly technology. New generation series two-wheel Gerni gives greater portability and manoeuvrability. No more shoving 4-wheel pressure cleaners. That's old hat now you've got Gerni two wheel upright freedom. Easy on the back. Goes just about anywhere ... upstairs, downstairs or wheel straight onto trucks and trailers. Unbeatable Gerni reliability and durability is guaranteed. Exclusive Turbo Laser is standard equipment. Spare parts and Service - no problem.

Give Hire Customers the pressure cleaner they ask for by name: Gerni ... a new generation of upright two-wheel hot and cold water pressure cleaners. See Gerni at the Hire Convention.

POWERCLEAN
AUSTRALIA'S ENVIRONMENTAL FUTURE

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QLD 754 Beaudesert Road
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NSW Cnr Newbridge Road
& Kelso Crescent, Moorebank 2170
Tel. (02) 602 3666

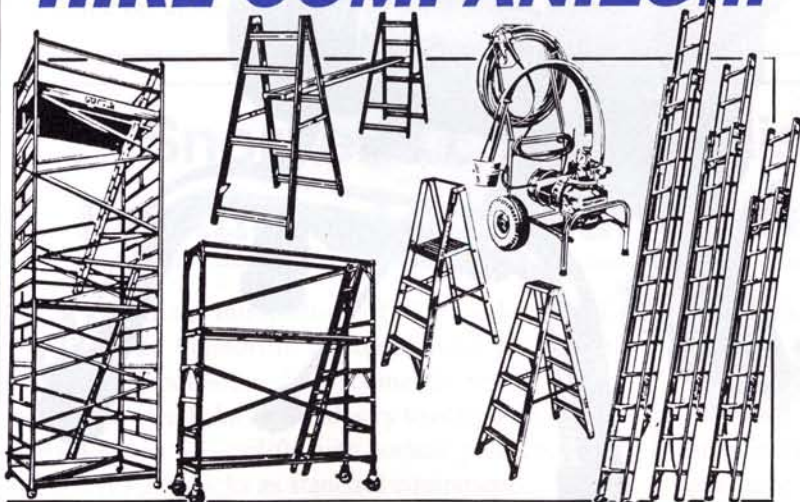
OLDFIELDS PTY LIMITED

ATTENTION HIRE COMPANIES...

A.C.N. 000 034 046

**THINKING OF RESTOCKING TO
PARTICIPATE IN THE RESURGENCE IN
THE BUILDING ACTIVITY IN AUSTRALIA?**

**THEN RING OLDFIELDS PTY LIMITED
IN YOUR STATE AS OLDFIELDS CAN
SUPPLY YOU WITH A RANGE OF
EQUIPMENT SUITABLE FOR EVERY
DAY HIRE INCLUDING:**



* Aluminium or Fibreglass ladders available

- **MOBILE TOWERS**
All Sizes
- **STEP LADDERS**
150kg Load Industrial Rated
- **EXTENSION LADDERS**
150kg Industrial Rated
- **AIRLESS SPRAYERS**
Easy to use
Easy to hire
- **TRESTLES & PLANKS**

SUPPLIERS TO THE HIRE INDUSTRY

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\$100 TRADE-IN OFFER

Take advantage of your **\$100 trade-in** offer on any airless unit and upgrade to an **Airlessco Little Pro** in **October**.

Why upgrade to an Airlessco Little Pro?

□ NO PULSATION

Spray Feature makes it excellent for stains and lacquers.

□ INDUSTRIAL GRADE 1/2 HP

totally enclosed DC motor gives you up to 6 times the life of universal motors.

□ THE MOST RUGGED

COMPACT airless pump sprays latex, enamels and a wide range of coatings.

□ TRIPLE LIFE PACKING SYSTEM

for longer packing life.



Cormack Group Pty Limited

Sydney (02) 736 1422 Melbourne (03) 763 6600 Brisbane (07) 399 1077 Adelaide (08) 346 9059 Perth (09) 479 4899

New Force In Pump Release

A new company specialising in the construction and contractor end of the industry is offering the full range of QP heavy duty construction pumps. Called Australian Pump Industries Pty. Limited, the company has a total commitment to provide the industry with a new level of service and responsiveness.

Australian Pump Industries is setting out to offer the industry ex-stock availability on engine driven self-priming centrifugal pumps and trash pumps in all standard sizes up to 6" inlet/outlet with a variety of power options to suit the Australian market.

The product is called Aussie Quik-Prime, abbreviated to QP. QP pumps have been sold in Australia for the last 20 years and are manufactured by the leading supplier of portable construction pump equipment.

In Australia QP pumps have proved popular on water carts, for de-watering and for any application involving the transfer of solids laden liquids.

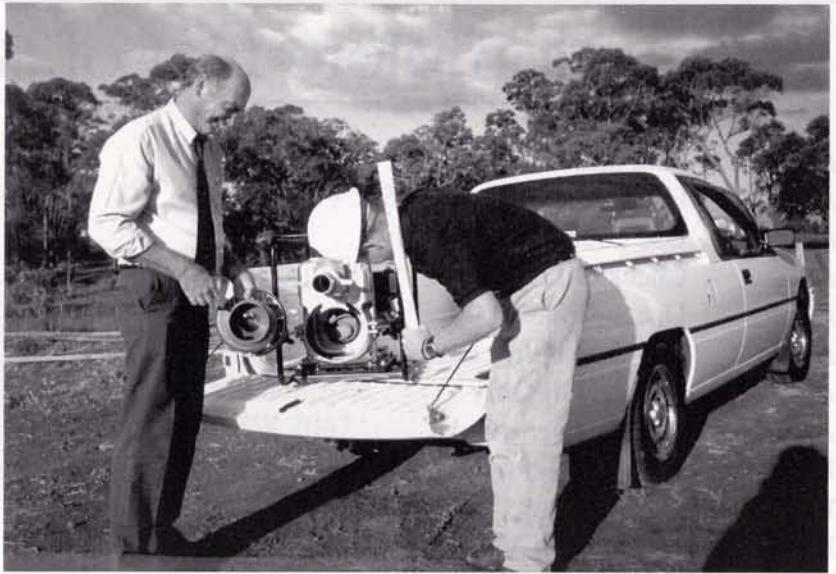
TANKER PUMPS

QP tanker pumps are used for fast filling of fire fighting and water transfer tankers. They come in 2", 3", 4" and G" configuration. The G" pumps can be used on super tankers used on mining site dust suppression applications.

The 6" pump offers a maximum flow of 192,000 litres per hour and a maximum head of 24 metres.

SOLIDS HANDLING

The Aussie QP trash pumps are available in 2", 3", 4" and 6" configurations. All units are supplied with hose couplings and strainer as standard and come mounted in rugged roll frame or, in the case of the 6" pump, trailer or skid



mounted.

The trash pumps offer an exclusive QP feature in the form of a bronze-copper seal that is claimed by the manufacturers to outlast other seals by up to six times. A tungsten carbide seal is used in the 6" trash pump. All trash pumps offer big solids handling capacity and an easily dismantling and clean out function. They also have heavy duty cast iron volutes and impellers.

Drive options for the complete range include Honda, Briggs & Stratton and Robin for petrol engine driven units and Yanmar, Hatz and Deutz for diesels.

A handy selection guide describing the complete product line is available free of charge from Australian Pump Industries Pty. Limited, of 131A Arcadia Rd., Arcadia, N.S.W., 2159.

For further information on this news release contact Margaret Rowley on Phone 02-6551541 or Fax 02-6551689.

Snorkel's Line Of Scissorlifts With Features To Enhance Safe Operations

With the introduction of a 25' model, the SL-25 Scissorlift, to compliment their 15'20' models, Snorkel becomes the first manufacturer in the aerial platform industry to offer a full line of slab operation Scissorlifts with pothole protection and slope level interlocks as standard equipment.

All three SL series models have integral pothole protectors that are automatically activated when scissors arms are raised. Also, a level sensor prevents

raising the arms on a slope and prevents driving the machine on a slope with the arms elevated.

Many standard equipment, advanced design features on the SL Series such as 1m roll out platforms, centre pivot steering, 2-wheel drive, 2-wheel brakes, joy stick one hand control, lowering warning horn, swing out component trays and lockable ground control stations are either optional items or not available on other machines of this type.

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

P O BOX 523
NEWPORT BEACH NSW 2106

PH: 979 5039
Fax: 979 5108

Complete List of Stickers

- A1 Park and Run Level
- A2 Use Distillate Fuel Only
- A3 Use Fuel Supplied Only
- A4 Check Oil Daily
- A5 Use 2 Stroke Only
- A6 Standard Petrol Only
- A7 Special Oil Only
- A8 Use Kerosene Only
- B1 Rotation (left/right)
- B2 Tyre Pressure - front, rear - KPA
- B3 Use in Well Ventilated Area Only
- B4 To Lift Maximum of kg
- B5 Drain Daily
- B6 Prime Pump Before Use
- B7 Keep Clear of Blade(s)
- C1 Empty Bag Before Returning
- C2 Clean Before Returning
- C3 Extra Charge if Returned Dirty
- C4 Cylinder Fitted with Left-Hand Thread
- C5 Flammable Gas (Red Lettering)
- C6 Use Unleaded Petrol Only
- C7 Maximum 80 speed
- C9 **IMPORTANT**
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Trilogy's 5th. Annual TRACS User Conference

Trilogy's 5th. annual TRACS USER Conference was held recently at the Novotel Brighton Resort Hotel in Sydney. Once again the conference proved a to be a huge success with customers from all around the country, including Perth and Tasmania, attending.

The conference once again got under way with the customary training sessions on the Wednesday morning and the increasingly popular round of golf in the afternoon, while the standard of play varied greatly, the afternoon proved to be highly enjoyable and for once uneventful, despite the presence of Peter Blewett in the field. Gary Kerr from Kerrs Northside in Geelong and Robert Johnson from Dancetime Blue in Sydney played by far the steadiest golf with Robert's "local knowledge" proving vital in pipping Gary for the major prize.

Dinner that night proved to be a rather raucous affair with the "terrible twins" from Park Hire. Nowra, Peter and Andrew attacking the bar with great gusto. In fact Peter was so engrossed in the task that he failed to spot the "finish line" and ended up being replaced at half time by "Big Red" Stackpole who by this stage was on the "Big Blue" (whatever went into those drinks certainly worked). A highlight of the dinner was the "prize giving" and it will be particularly interesting to note next year if the "bed snake bat" presented to Annette Newton Brown or the "His and Hers" bath toys presented to Annette and Stephen Booth have produced the desired effect. Dinner was followed by the now traditional visit to Sydney's most notorious night spot, Kings Cross, where we were so ably misled by Peter "Pimp" Blewett. Peter's great entrepreneurial gifts came to the fore when negotiating prices for entry the various shows. The younger members of the party were utterly dismayed the following day when they discovered that the \$5 cover charge that had been so trustfully handed over to Peter at

each venue never actually reached the doorman! Mind you the money was put to good use, and more likely played a prominent part in Rob from Crommelins receiving a very interesting "facial". Bad luck Greg, but there's always next year.

The next morning after a hearty breakfast and with everyone now fully recovered? the conference proper got under way. The day began with a discussion on customer service which proved to be most informative for all parties. The various discussion groups once again proved to be a revelation, particularly for the newer users, though one got the impression some of the older hands made some interesting discoveries as well. Trilogy's Paul Antoun then created much interest with his demonstration of the newly developed Unix Faxserver. Of the various user presentations Margaret Williams from Bayswater Rentals in Melbourne made some interesting observations on the inevitable introduction of Quality Assurance and its ramifications for hire companies. Gary Ker did an excellent presentation on the "Repairs and Maintenance" section of TRACS, which since the "threat" of QA has become an extremely important part of the system and Greg Zuin From Furniture Hire and Sales in Perth had everyone's attention when he explained how they had been able to cut down the time spent on payroll from nearly a full day to around 45 minutes.

The day was wrapped up when the customer "wish list" which inevitable grew longer as the day progressed was transformed into a realistic development schedule for Trilogy's programming team for the next twelve months. As always discussion on the venue for next years conference was pretty lively and who knows, if the economy does pick up that dream of a TRACS user conference in Hawaii may yet come true.



**It's
Party Time**

**Let's
Party!**

PARTY HIRE INDEX

	Page
Baytex Manufacturing	63
Aust. Portable Dancefloors	64
Quins Canvas Goods	65
Compact Disc Jukebox	65
Rainier Tents	66
Robian Industries	67

Building Codes - The Latest Obstacle For Marquee Hirers

The most significant development of the past 12 months affecting the Party Hire Industry has been the trend by local authorities, either as a consequence of new regulations or as a new bureaucratic initiative, to tighten up on the treatment of Marquee installations and enforce quite rigid permitting requirements.

The most disturbing factor for the industry at the present time is the extremely random and haphazard application of these new initiatives amongst councils and authorities often within the same quite small geographic region.

Local authorities point out quite rightly that the regulations they are enforcing have been in place for many years and the industry should be well aware of them.

However they choose to ignore the fact that these same regulations are designed around a significantly different building environment than that which applies to the Marquee hire industry and to apply the same rules to a structure which is being erected and re-erected for a matter of days or even hours as they do to a permanent one-off design building with a design life of 50 years obviously does not make a lot of sense.

Unfortunately, in the absence of an alternative code, the existing rules are the only ones that the local authorities have to go by and their tendency is to always err on the safe side in their interpretation. Having said all of this we must accept that Marquees and temporary structures are in-

tended to provide public accommodation and the public are entitled to expect as a high a standard of safety from these temporary structures as they do from a permanent building.

What to do about the problem? In the first instance individual operators must familiarise themselves and their key staff with the applicable building regulations as fully as possible and establish a relationship with the right persons in their local council office.

For our part Baytex are upgrading all our documentation for our various styles and sizes of Marquee to ensure that permit applications or approvals for the installation of Baytex Marquees are as trouble free as possible.

Baytex staff are also planning a short training course for interested customers to ensure that installers are fully competent and knowledgeable about the correct procedures for installing Baytex Marquees and in particular the aspects of Marquee installation most critical in obtaining official approval. We hope to make this an ongoing service to our customers.

Finally it is the responsibility of the industry to effectively lobby the appropriate authorities to ensure that the regulations they have to work within are in fact workable, equitable, fairly applied and serve to maintain the highest standards of marquee installation and not just act as a local government revenue gathering exercise.

Stand out above the crowd with an 18M ELECTRON from Baytex

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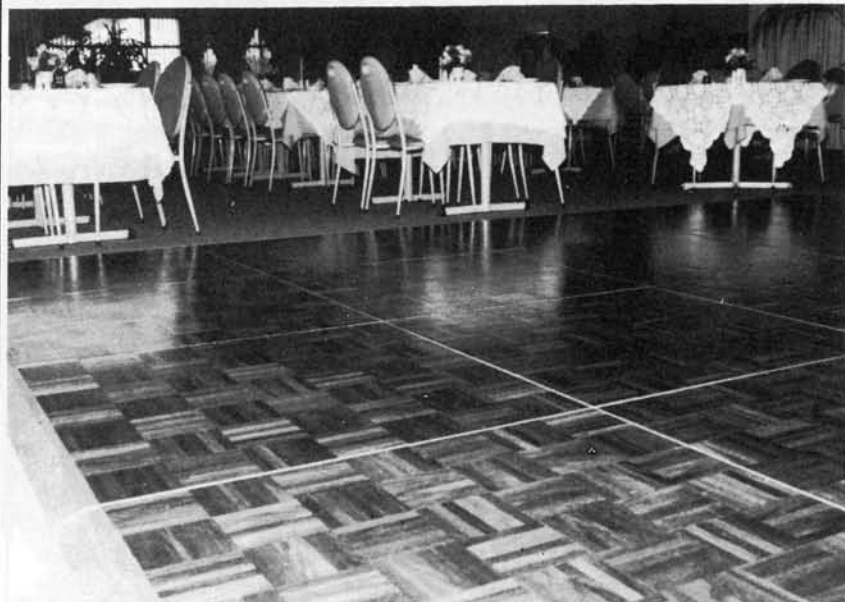
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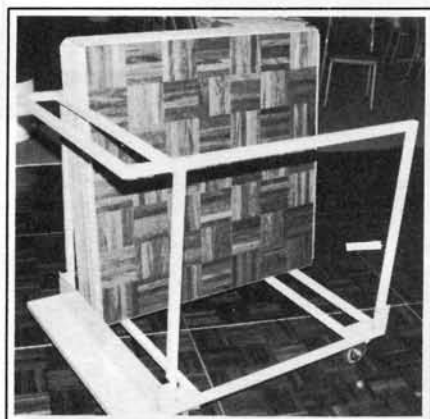
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Herculite - Fabric for the 90'S

Quins canvas are proud users of Herculite fabrics, Australian climatic conditions and normal wear to which "Hire" marquees are subjected make the choice of materials as important as the choice of fabricator. Herculite's impressive properties & ease of handling first attracted Quins Canvas over 25 years ago. Mark Carragher, Managing Director Explains:

"Herculite is the tent and structural fabric developed to meet the need for technical product data so often demanded by the professional design community- Architects, Structural Engineers and designers. This information constitutes an important link between the conceptual design and the fabrication phase of a tent/structure project.....a link that was too often missing until now."

"Herculite produced a broad spectrum of multi-layered fabrics with standards of strength, quality & Reliability that far surpass those of conventual flexible materials"

Quins canvas were quick to recognise Herculite's unique weight/strength/ bulk ratios showed problem solving & cost reduction opportunities in both engineering & product design. Lighter overall weight means easier and less costly marquee erection. Recent innovations such as mildew-proofed scrim(to prevent mildew growth) and black-out inserts(to heat transmission are further examples where the needs of the marquee owner and user have been incorporated by Herculite into fabric design.

Quins Canvas has always provided quality workmanship, design expertise & attention to detail. Combine this with Herculite's exclusive rivet bonding laminating technology, specially formulated thermoplastic membranes, range of styles weight & colours to bring Australian customers from Northern Queensland to Western Australia an internationally superior product.



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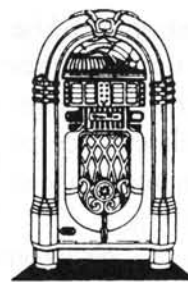
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For nearly a decade, Robian Industries has been proudly associated with the Hire & Rental Industry.

Specialising in 6m and 9m Pavilions, our product range throughout Australia, in Hire Companies, Commercial Applications and Government Institutions.

The early years were particularly difficult since clients were seeking:

- Product Compatibility
- X- Hire ability
- Proven design
- Cost Effectiveness

all of which is more relevant today!

Through perseverance and faith in our product from clients such as, Geoff Tucker (Tucker's Hire & Catering), early design difficulties were overcome and our product is now recognised as being on a par with the European trend setters, Hoecker, Veldman and Roder.

We are proud to state that many thousands of square metres of Robian Pavilions have successfully stood the test of time in all climatic conditions, throughout Australia.

Our quality standard is to AS 3903, however, this soon will be upgraded to the internationally recognised AS 3902 (ISO 9002) due to Defence Contracting commitments.

Recent Developments include:

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- Improved silk liners
- 12m/ 15m Pavilions with 5m bays.

We also produce the following equipment:

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- Pagoda's
- Walkways
- In fact, everything related to Temporary Structures

This point (Temporary Structures), is a contentious issue in Victoria at present, where recent legislative

changes have wrought havoc in the market place due to the need to obtain (essentially) a building approval to erect anything larger than 100m²!

Our approach to this change is simple: our Pavilions have been designed to Australian Building Standards, and by the time this article goes to press, we will have the appropriate Government Certificate to cover any sized Pavilion that we manufacture. Equally, we will be seeking similar such approvals for our Marquees which fall into the Legislative net.

Whilst there are some grey areas in the legislation, we believe that this impact will spread across Australia, and that the intent is correct to the extent that it should assist in the long term in bringing better product into the market place which in turn will enable YOU the progressive and professional Hire Company Operator, to generate a higher return on your investment.

For further information on our product range, please call us any time on our Free Call Number 008 810 888, or Fax: us on (08) 262 7466. Ask for Ian Triller

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ADVERTISERS INDEX

Name	Page	Name	Page
Aetco	61	Instant Scaffolds	27
All Access Applications	61	Jaden Mini Loaders	I/S/B/Cover
Australian Portable Dancefloors	64	JLG	O/B/Cover
APM Industries	5	Kango	Front Cover
Baytex Manufacturing	63	Karcher	32
Betta Hire	45	Kubota	39
Buleen Hiring	39	Lincoln Electric	44
Champion Compressors	28	Mole Engineering	6
Compact Disc Jukebox Hire	65	No Bolt Scaffolding	49
Compair Australia	40	Oamps	4
Cormack Group	58	Oldfields	57
Dembicon	25 & 37	Quins Canvas Goods	65
Easymix	9	Rainier Tents	66
Electric Eel	49	Robian Industries	67
Flex & Jepson	43	Snorkel	24
Flextool	24	Trilogy	I/S/F/Cover
Gold Coast Hire	42	Victa	40
Hills Industries	42	Viking Powerclean	57
Hitachi Sales	35	Wacker	47
Homelite Textron	26	Wagner Spraytec	48
Husqvarna Forest & Garden	29		

UNDERINSURANCE - Can You Afford It?

The 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 after American networks were running headlines such as "Sydney Ablaze", a serious earthquake was experienced by residents and businesses in Los Angeles. 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, The Australian, 15/1/94)

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