

HIRE and RENTAL

Industry Quarterly

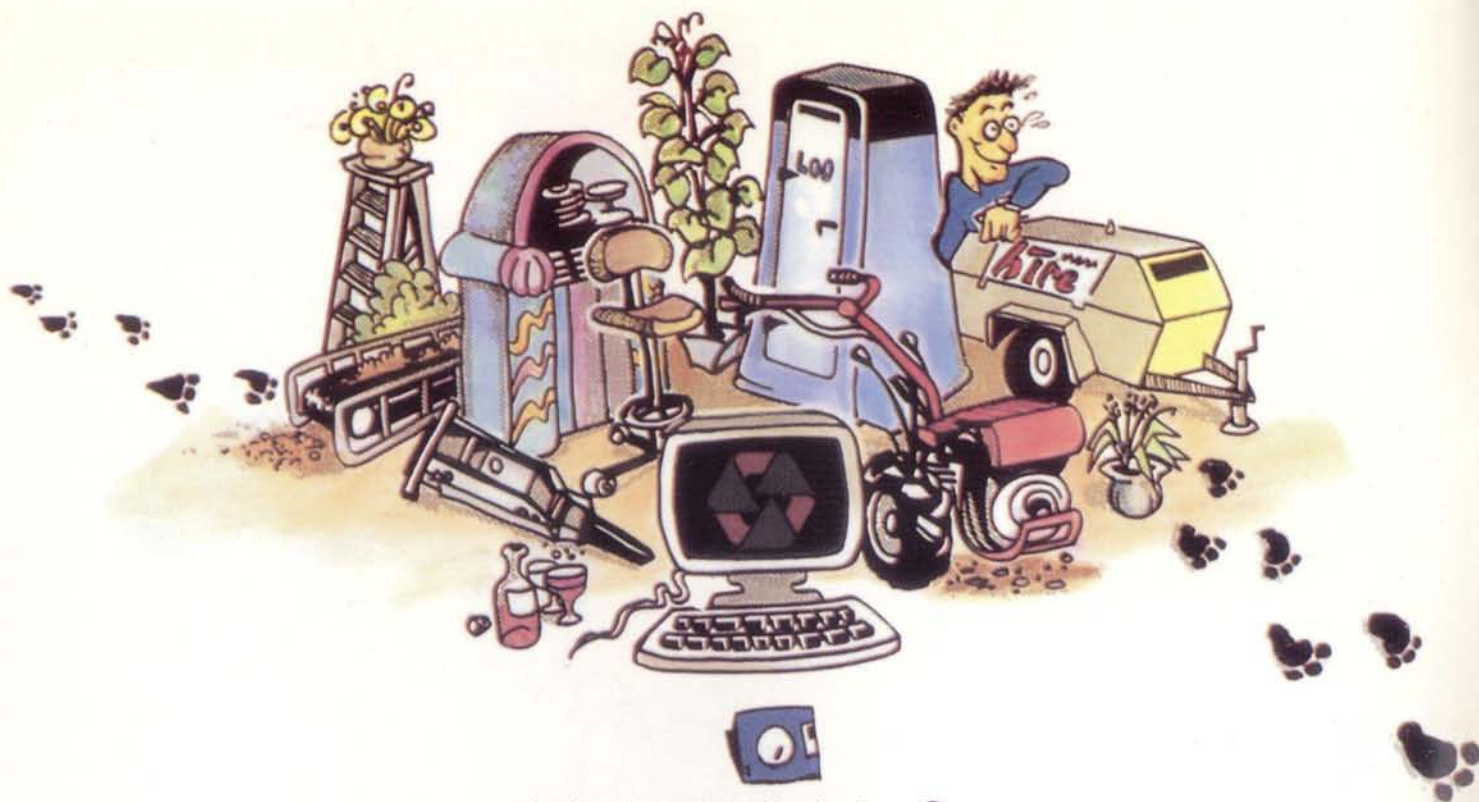
OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

NOVEMBER 1994



LEBRERO COMES TO AUSTRALIA PAGE 15

FULL CONVENTION REPORT PAGE 31



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PRESIDENT'S REPORT



RICHARD CROMMELIN PRESIDENT

What a great Convention.

The 1994 HIREXPO held in Perth hosted an increased number of delegates and partners and saw a wide variety of exhibitors line up to be a part of the inaugural Western Australia show. Visitors came from not only every state in Australia but also from South Africa, New Zealand and Poland.

Kango was again our major sponsor, and a sincere thanks to them, along with our other important sponsors in Mole Engineering, Crommelins and Hire & Rental Insurance Brokers.

The seminars were all well attended with Leigh Farnell (the magician), Barry Urquart and Graham Laycock being outstanding. Their views on customer service, customer loyalty and the things that are important ie. increasing your business were well received.

The functions were an enormous success and I congratulate all involved in the variety of the nights and the fellowship generated. The opening night barbecue by the pool at Burswood, the wine cruise up the Swan River (how long did it take?) and the Fremantle beer tasting and the final 250 person sell out dinner were all great fun.

During the final dinner it was my pleasure to present the President's Award for 1994. Mike Wilton was the very worthy winner and my congratulations go to him along with thanks from the industry for his many achievements.

The Best Stand Award was won by Hitachi Sales Australia and I trust all other exhibitors will respond accordingly and set themselves for Adelaide in 1995.

The industry's thanks also go to the Western Australian Convention Committee headed by Barry Martin as Chairman for an informative and fun Convention assisted by magnificent weather.

I urge all who didn't attend this year to definitely put it in their diaries to attend Adelaide next year.

During the Convention as always, the National Committee met and whilst the minutes of that meeting will be available to all State Associations later, a couple of key issues were decided on.

A National Training and Safety Committee has been formed which will have input from each state and will guide the committee and the industry in these two major issues facing us all.

A committee has also been formed, once again represented in each state to oversee and assist with the current and future direction of our industry magazine to make it more relevant and informative.

Over the next few months you'll start to see the results of these initiatives within your state associations as we address ourselves to this National challenge.

All the best

RICHARD CROMMELIN

HIRE and RENTAL

Industry Quarterly



Contents

President's Message	1
EWPA joins the HRAA	8
N.S.W. Report	9
Lebrero comes to Australia	15
Denbo Manslaughter case	18

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Revised N.S.W. Hire Rates	19
1994 Convention Report	31
Queensland Report	45
Party Hire Section	49
Advertising Index	64



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Try telling your kids you have to sell your home.

It's frightening.

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

And everything you own.

Sadly, it's often not your fault either.
Unless you haven't insured correctly.

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

But it does.

A client, visitor or employee might slip and fall.

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

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

Even if it isn't your fault.

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

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Water Blasters – Not Just A Product... A Solution

Increasing awareness of the need to protect the environment, to improve quality standards generally in both presentation and service, cut downtime, and minimize water usage all contribute towards the phenomenal growth of the water blaster market. Hire companies who considered these products to be "flash in the pan" or a passing fad have now changed their ideas with progressive companies stocking water blasters and other cleaning machinery.

One Australian company, Australian Pump Industries Pty Ltd, with its distinctive blue Aussie Clean machines is having a major impact on this market.

Aussie Clean products offer a unique combination of flow and pressure that enables operators to use the absolute minimum of water and power to achieve the maximum cleaning result. This feature starts with the Aussie Clean "True Blue" suitcase style blaster that operates at only 7 lt per minute flow but delivers a whopping 2400psi (180bar) effective working pressure when used with the standard turbo lance supplied. Thus the True Blue is suitable for small cleaning jobs like passenger vehicles, utes or small items of machinery.

For bigger machines Aussie Clean offers a complete range of cold and hot water units up to 200bar (3000psi) also featuring low water consumption and a comprehensive range of accessories to make these tools even more efficient.



Water blasters can quickly and efficiently clean surfaces which are difficult to reach by conventional methods.



This heavy duty single phase provides hot, cold and steam functions

The Aussie Clean Top Pro range offers temperatures up to 120c that enable the operator to shift heavy caked on grease and dirt from engines, transmissions or final drives. This range of machines also offers an unique "Total Stop" facility that automatically cuts out the machine in the event of the unit reaching a low fuel level, a low water level or being placed on by-pass for excessive periods. Australian Pump Industries stress that machines being hired to the public on a continuous basis should be robust, manoeuvrable and offer designed-in maintainability in the form of easy access for servicing. This benefits both the hire operator and his clients.

Accessories Increase Machine Versatility

Cutting cleaning time, water consumption and power consumption to a large extent depends on the aids used. Thus a hire operator can and should be able to offer his customer a range of accessories that will enable him to get the absolute maximum use from his machine.

The effective use of a turbo nozzle with 2000 or 3000psi hot or cold water machines can multiply the cleaning power of the unit by up to 100% and thus substantially reduce the time it takes to carry out the job.

Hire operators should remember that what they are renting their customer is not a piece of machinery but lower cleaning costs and substantially improved labour utilization.

Acid injectors can cut the hours required for brick cleaning, a sand blaster dramatically reduces the time spent on cleaning corroded or rusted metal surfaces for paint preparation and the turbo nozzle multiplies the pressure of the unit, increasing its effective cleaning power but at the same time using no more water!

Australian Pump Industries have produced a comprehensive application guide to facilitate correct selection of water blaster equipment and accessories. Copies of this guide are available free of charge.

Further information is available from Australian Pump Industries Pty Limited, 131A Arcadia Rd, Arcadia, NSW 2159 or by telephone 02-6551541 or fax 02-6551689.



GIVE YOUR NEXT COMPACTION JOB A GOOD THUMPING!

A lot of people are kidding themselves about tamping rammer machines.

The fact is, when you get down to real power, performance and reliability, Miksa's "Thumper" flattens the competition at every level.

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

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

Specification Comparison

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

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400SX Mole Engineering/Ditch Witch

Ditch Witch has introduced the 400SX, a 40hp class articulated - steer vibratory plow/trencher.

The 400SX lets you plow services in at cover depths of 12", 18" or 24". Articulating frame steering, an oscillating rear axle and four wheel drive, make the 400SX highly manoeuvrable. Proven Ditch Witch plow linkage design provides efficient weight transfer to the plow component for unmatched breakout power with the dry vibrator delivering more amplitude than any plow in its class. The front mounted centerline trencher is equipped with an auger for fast spoil removal and for compactness the trencher stows in a near vertical position. Power is supplied by a 4 cylinder 40 h.p. class

liquid cooled engine which is enclosed to keep noise levels to a minimum. Having only one daily lubrication point and being fully hydrostatic the 400SX is a low maintenance plow/trencher.



Solids Handling Pump

A heavy duty 4" trash pump designed for mining and construction applications has been released by Australian Pump Industries Pty. Limited. The heavy duty pump offers a unique ability to pump up to

108,000 litres per hour combined with tremendous solids handling capability.

Called the Aussie Quik-Prime QP 40T the new unit has a large clean out cover that can be easily removed in seconds, without removing suction or discharge hoses or pipes, and, without tools! The heavy duty cast iron volute and double vane non-clog impeller can be easily removed and the whole pump internals cleaned in a matter of minutes. The Aussie QP unique copper-bronze/ceramic seal is also provided as standard equipment and is claimed by the manufacturers to outlast conventional seals by up to 6 times.

The QP40T also offers a unique advanced design self cleaning volute that ensures quick positive priming, minimises clogging and thus encreases efficiency.

Powered by a petrol or diesel 11 hp engine the 4" solids handling pump comes in a rugged roll frame for ease of handling on the job. It offers a total head capability of 24 metres combined with excellent flow and efficiency characteristics. 4" BSP threaded ports are supplied and heavy duty 4" hose couplers and strainer are provided as standard equipment.

Australian Pump Industries expect the 4" pump to be used in site de-watering, sillage tanker applications, waste water removal and in any job on mine or construction sites where solids laden water is to be removed. This heavy duty efficient pump is also of particular interest to the hire and rental industry.

A comprehensive fact sheet on the new pump together with application guide is available free of charge from Australian Pump Industries Pty. Limited, 131A Arcadia Rd., Arcadia, N.S.W. 2159. Phone: 02-655 1541 or Fax 02-655 1689



The Big Flow 4" Trash Pump is robust but highly portable

The EWPAA Joins The HRAA

You have probably heard, or read about the plans to merge the Elevating Work Platforms Association of Australia into the Hire & Rental Association of Australia. Well it happened on 1st September, 1994.

Members of the EWPAA who are not members of the HRAA have been invited to join the HRAA in the State(s) in which they operate their businesses. It is important that they join as this will allow them to continue to participate fully in the programmes they used as members of the EWPAA. Effectively, in this regard there will be no change.

This being the case, a logical question is; why bring the two associations together? There are several reasons, the main ones are:

1) Many members of the EWPAA were also members of the HRAA in one or more states, therefore duplication occurred.

2) The two associations together give increased membership, greater strength and, hopefully, a louder voice in pursuing issues which affect members.

3) The EWPAA, being a National organisation based in Sydney, had difficulty in properly servicing its members in the more distant states, particularly in contacting people with EWPs in country areas. The state HRAs, through their metropolitan and regional networks are much better placed to identify and service owners and users of this equipment. This is essential if the industry is to be safe and efficient and meet the requirements set out in regulations and Australian Standards.

What is the structure and how will it be managed?

Three reasons for the success of the EWPAA over its relatively short seven year life are that it has focussed on EWP issues, it has anticipated the needs of the industry and pursued them on a self regulating basis, and it has achieved national uniformity in implementing its programmes.

Every effort will be made to retain these qualities. This

will be facilitated by the setting up of EWP Divisions of the HRAs at State and National levels to maintain the concentration on EWP matters. These divisions or working groups are already in place in Queensland, NSW, Victoria, South Australia and Western Australia and members are meeting regularly in them. The national EWP Division will be setup shortly and its roles will be primarily co-ordination and providing representation on National issues.

What are some of the key issues confronting members with EWPs at the moment?

1) The ongoing requirement to meet the general duty of care requirements of the OH&S Act in each state.

2) The introduction of formal certificates of competency for the operators of boom type EWPs with a platform height of 11 metres or more.

3) The publication of Australian Standard AS2550-10 for the Safe Use of EWPs. Two key issues from this standard are the use of logbooks on all EWPs and the specification of annual and 10 year inspections of machines.

These issues and their introduction are challenges for the EWP Divisions.

All members of the HRA with EWPs should become members of the EWP Division. It provides a forum for the discussion of issues, a means of keeping abreast of developments and new regulations and it gives access to the programmes aimed at safe and efficient operation of the equipment. Likewise, it is in the interest of all members to encourage non-members with EWPs to join the association. An accident on any machine, whether it be owned by a member or non-member affects the whole industry.

If you have any questions about the above please do not hesitate to contact this office for further information.

All EWP stationery requirements can be fulfilled by the HRA-NSW Region office as of this date.

Hyster Asia-Pacific

Leading the container lift truck industry into the 21st century, Hyster Asia-Pacific releases their new intermodal container handling series.

They are called the H48.00-52.00C-16PBCH lift trucks and are equipped with a dedicated 20'-40' ISO telescopic top-lift container spreader and feature an integrated bottom-lift function for handling containers and swap bodies from 36,500 kgs to 42,000 kgs.

Hyster top lift/bottom lift attachments give customers several advantages. Hydraulically powered slew and

reach movements enable easy load pickup and positioning. In the bottom lift arrangement, all four legs are hydraulically operated, meaning that during clamping, the back legs are easily manoeuvred into position and the "pincer" action reduces the chance of rear leg damage.

A Hyster Asia-Pacific big truck specialist says "these new models, with the 'con-trail' attachment are ideal for customers with a high throughput of mixed cargo and we offer the widest possible lift truck variety for intermodal applications".

Jaden Loaders

City Hire has been hiring Jaden Mini Loaders for the past 8 years. Shared between our three Brisbane based branches we have purchased a total of 19 Jaden Loaders. We have a large range of Jaden Loader attachments comprising of 6 trench diggers, five port hole borers, a large range of augers, six earth rippers, four soil spreaders, one trench backfiller, rotary broom and fork lift attachment. Every loader has a bucket and each unit is hired complete with a purpose built trailer.

Many of our landscaping customers have purchased their own Jaden Loader after hiring our units several times. Most depend on their loader every day and almost give their wheelbarrows away. After they purchase their own Loader they still return to hire attachments such as the trench digger and posthole borer as well as hiring jackhammers and all of the other usual equipment in our large fleet.



Cliff Hughes from City Hire accepting delivery of their 19th Jaden Loader in August 1994

Our Jaden Loaders are in big demand seven days per week allowing me to place future orders up to twelve months in advance. With big demand and high utilisation Jade Loaders have proven to give a good return on our investment.

I believe the Jaden Loader and chain trench digging

attachment is the best 100mm or 150mm x 600mm trench digger available. Especially with the latest trenching valve allowing the unit to move continuously while trenching with an adjustable travel speed control.

The posthole borer makes safe and easy one person posthole boring. Commonly used for fence building, tree planting and patio foundations.

The bucket attachment is by far the most popular attachment on our Jaden Loaders. The larger bucket has been extremely popular for moving lighter loads such as wood chip, garden mulch and animal manure.

The Ripping attachment is useful for breaking down embankments and breaking open the surface of harder soils before removal with a bucket.

The Rotary Broom is useful for sweeping car parking and comes in extra handy for cleaning our Hire Yard.

The Forklift attachment is suitable for moving pallet loads of light weight items. They come in handy for moving items around our hire yards.

The trench backfiller is a fast and efficient way to back fill trenchers. Taking the back breaking work out of shovelling soils back into trenches.

The Carry all Loader is most useful spreading top soils, also backing up for carrying all sorts of items around the job site.

Jaden Loaders have played a vital part in our hire fleet as well as our high profits. I don't think we have any other product in our large range that are as versatile as the Jaden Loaders and their attachments.

Some of the other range in our hire fleet are Elevating Work Platforms, Aluminium Mobile Scaffolds, Portable Toilets, Temporary Power Poles, Diesel Air Compression, Stump Grinders and a large range of top quality general equipment. We also specialise in Party Hire.

I believe our success over the past 14 years has been mostly due to purchasing top quality equipment and charging profitable hire rates.

Written by Cliff Hughes
Managing Director of City Hire



Brisbane Queensland Branches:

Kelvin Grove	07-352 5122
Moorooka	07-848 4444
Strathpine	07-881 2266

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 H655A 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 contact

Flextool
and

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HITACHI

POWER TOOLS

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VICTA

The Committee Meeting/Seminar Workshop held at the Archer Resort in Nowra on the Sunny South Coast was a resounding success. Held over two days, including some social events, registrants were treated to a seminar like never before.

I might mention at this point that this seminar was well supported by our Associate Members who were strong in attendance not to mention the free hand outs, pens, note pads, key rings etc. It helps when purchasing equipment to have some relationship with the Supplier and there is no better place to foster this than at Industry Get Togethers.

With the committee meeting complete a delicious BBQ lunch was served in the pool area of the Archer Resort. The first session then commenced with three well respected local business people, representing a One-Owner Project Home Builder, through to National Companies and including Local Government Departments.



A shortage of leaders at the NSW Hire Association Bush Banquet held at Coolangatta Historic Village saw association president Stephen Donnelly (right) of National Hire team up with Kevin Oldfield from Ingersol Rand for their bush dance.

The topic for this session was "How are we performing for our Clients?" It was of great value to listen to some of our customers lay out, in such simple terms, what we are really doing wrong. Those who attended would have learned a lot from these speakers.

The afternoon quickly passed with Jim Brown, Chief Executive Officer, Coates Hire, addressing the meeting on the "Disadvantages of Discounting".

After hearing his presentation it makes you wonder why we discount at all! Not to mention the "way out"

LIMO RIDE WINNERS



Shoalhaven Limousine Service proprietor Trevor Plant (right) with (from left) Iris Whitelock, Phil Whitelock, Norm Irons and Lyla Coleman who took out the prize to be chauffeur driven to the NSW Hire Association Bush Banquet held at Coolangatta Historic Village.

discounts we all hear about from time to time. As an industry it would be nice to use our recommended rates and standardize the industry NOT bastardize it!

These rates are available in the Hire & Rental Industry Quarterly Magazine.

Next, for a change of pace, we travelled by luxury coach to visit two local rentals yards and were treated to a superb afternoon tea.

Well, all the hard work done, it was now time for us to let our hair down and prepare for the evening Bush Banquet to be held at the Historical Coolangatta Village, about 20 kms from Nowra.

The yarns and tales at pre-dinner drinks was brought to a close when the "Special Guest" tickets were draw. Whilst transport to the Banquet for most was in a luxury coach, the "Special Guest" winners were treated to a Chauffeur driven stretch limousine with champagne. "Special Guest" winners were; Norm Irons - Lyla Coleman, Phil & Iris Whitelock.

A fun filled night was to follow with much laughter and dancing. We caught on film one of those "relationships" being formed between owners and suppliers - we now believe our President, Stephen Donnelly of National Hire and Kevin Oldfield of Ingersoll Rand could be related!

With some drinks under the belt, microphone in hand, Scott Garraway of Meghaven Hire took to the stage to sing about his "one eyed trouser snake". I won't tell you any more about that!

The evening was completed with a small basket of chocolates for each of the ladies and return by coach to the Archer Resort.

Day two started off early with a breakfast speaker, Bruce Spender from Macey Financial Service. His topic was "Stocks, Shylocks & Psychopaths". This session proved so popular Bruce has already been booked for

other seminars by people in attendance.

Finally, we travelled by bus, courtesy of Meghaven Hire, to the Naval Aviation Museum where we had an extensive guided tour through the Museum by Director, Mike Lehan.

What better way to finish two days of business and fun with such nice people, than to have lunch and coffee on the viewing platform looking down the runway of HMAS Albatross.

To those who supported by attending, what seemed to be a Mini Convention on the South Coast, we thank you and look forward to seeing more of you in the future.

Stan Macey Organizer.

APPLIANCE TESTING SHORT COURSE

"Electrical Testing"

The Association continues to organize the course at

Granville TAFE: *"Appliance Testing Short Course"*. If you are interested in doing the course please contact me any time to make arrangements. Cost \$85 per person.

WELCOME TO OUR NEW MEMBER

Mr Michael Nelson
Complete Party Hire Pty Ltd
5 Chatham Road
West Ryde NSW 2114

Tel: (02) 809 3100

Fax: (02) 809 1099

Party/Event/Entertaining

Kennards Hire Buys GKN Rentals

General equipment hire company, Kennards Hire, has gained a further 10 outlets in Sydney and the ACT through a buyout of GKN Rentals.

Kennards Hire expects to increase turnover by more than 50 per cent as a result of the deal which took effect today.

The family-owned Kennards Hire, which began in the garage of a Mosman home during the post-war building boom, now has 32 branches in NSW, ACT and Queensland.

It has 20 centres in Sydney, seven more than any other hire company.

The new Sydney centres are at Bankstown, Girraween, Kellyville, Lansvale, Penrith, St Marys and Windsor.

In the ACT, Kennards has gained outlets at Belconnen, Fyshwick and Phillip.

Under the deal, Kennards Hire Pty Ltd, which is owned by Andrew Kennard and his family, has bought the shares of GKN Australia Ltd, which has been re-named Kennards Hire Australia Ltd.

Andrew Kennard, who is also the company's managing director, said the acquisition of 10 new centres was a tremendous opportunity for Kennards Hire.

"A few years ago, we acquired eight centres from GKN, and the 10 extra locations will enable us to provide more convenience for our account customers and a greater range of equipment.

"Strategically, it fits in beautifully with our existing

operations.

"The new centres do not conflict with our other branches, and they get us into Sydney's outer west and north-west, as well as the ACT, where we have not been represented previously.

"GKN was a well-run business, with good staff who are used to maintaining high standards of equipment reliability. We are pleased most have elected to stay on.

"The former managing director of GKN Rentals, Peter Lancken, has joined Kennards as general manager, and his experience in running larger enterprises will be invaluable."

Mr Kennard said a major advantage of the deal was that Kennards had added extensively to its truck rental fleet in Sydney.

"Our range of equipment also expands, and we will be able to offer some larger items such as front-end loaders, backhoes, builders' sheds, storage containers and portable toilets."

Kennards Hire will continue to look for further growth opportunities.

"In two years, we have expanded from 14 to 32 centres, but there are still gaps we want to fill," Mr Kennard said.

"One of the gaps will be closed this month when we open a new branch at Rozelle to serve inner-City suburbs such as Balmain, Glebe and Leichhardt."

ALERT !

Swingstage Accident

Purpose

This alert is issued to inform employers, self employed persons, suppliers and employees of a dangerous practice while moving suspended scaffolds (including swingstages) and the appropriate preventative measures.

Background

The operator of a swing stage fitted with walk through stirrups was recently injured when the suspension rope broke. The scaffolding hoist of the swing stage was fitted with a secondary rope and protective device, but these failed to operate. The breaking of the suspension rope, and the failure of the secondary rope and protective device appear to be due to the same poor work practice.

The operators were trying to gain access to an exterior wall above an adjacent roof by drifting the cradle around the corner of a building while suspended. Part of this operation involved having the cradle at a steep angle lengthwise. This resulted in the suspension and secondary ropes making a steep angle with the guide ferrules located at the top of the walk through stirrups. The cradle being raised at one end caused damage to the suspension rope.

As the angle of the cradle increased, the suspension rope sustained increasing damage. This finally resulted in the suspension rope failing. The secondary rope was not passing through its ferrule and so was not taut. This meant that the secondary rope was not able to take the load when the suspension rope broke. The end of the cradle fell to the ground. Fortunately the operator sustained only minor injuries.

Preventative Measures

Employers must ensure that all persons who erect, alter and dismantle swing stages are the holders of the appropriate certificate of competency. Employers must also ensure that all users of swing stages are instructed in their safe use. In particular operators of swing stages should be made aware of the requirements for the safety of the wire ropes. Each operation should be carefully considered before it is undertaken, in order to ensure a safe operation within the design limits of the equipment.

The suppliers and manufacturers recommend that swing stages should be at all times kept as close to level as possible. One means of achieving this is by fitting levelling devices.

For the purposes of relocation, the practice of drifting should not be used. Relocation may be achieved by other means, for example by the use of cranes or by dismantling and re-erecting the cradle.

Requirements of the Occupational Health and Safety Act -1985

Sections 21 to 25 of the Occupational Health and Safety Act 1985 set out the duties of employers, self-employed persons, occupiers of workplaces, designers, manufacturers, suppliers, importers and employees.

Adopting the preventative measures outlined in this Alert will assist employers in meeting their obligations under section 21 of the OHS Act 1985.

For further information please contact Mr Peter Blackwell on Phone No.(03) 628 8456.

David Wong
Manager
Plant Safety Branch

LEBRERO SUMO SERIES

High Impact Vibrating Supercompactors

The Mole Engineering team launched the new Lebrero "SUMO" range of high impact vibrating supercompactors into Australia at the Perth Hireexpo in September 1994. Compared to standard roller designs Lebrero claim production capabilities some 35% to 60% above common units now available in Australia.

In 1986 Lebrero commenced prototype developments of a new floating frame suspension system which not only allowed part of the "wasted" mass over the rear tractor module to be transferred over the working front drum module, but also allowed the incorporation of larger eccentric weights to increase the impact force available to move the drum.

Comparing static lineal loads - the static mass on the front drum end of single drum self propelled rollers divided by the drum width - for S.P. rollers common in Australia in the 8.8 tonne to 12.5 tonne class, most machines rate between 25 to 30 kg per centimetre. The SUMO 309TT tests at 31.05 kg/cm. Similarly the common nominal amplitude across this range of rollers in 1.8mm whilst the SUMO 309TT rates at 2.66mm some 47% higher than most.

Theoretically the application of a heavier vibrating module with a higher impact mechanism should produce higher volume production for the user whilst relative lower horse-power engines can be used due to overall weight savings of the design. Some models are 3 tonne or around 25% lighter than conventional designs yet able to outproduce the "heavier" machines according to independent tests.

Sydney based hire company, Conplant, have ordered two SUMO Model 316TT Series which on site inspections in



The Mole/Lebrero Team: making use of the valet parking at the Burswood

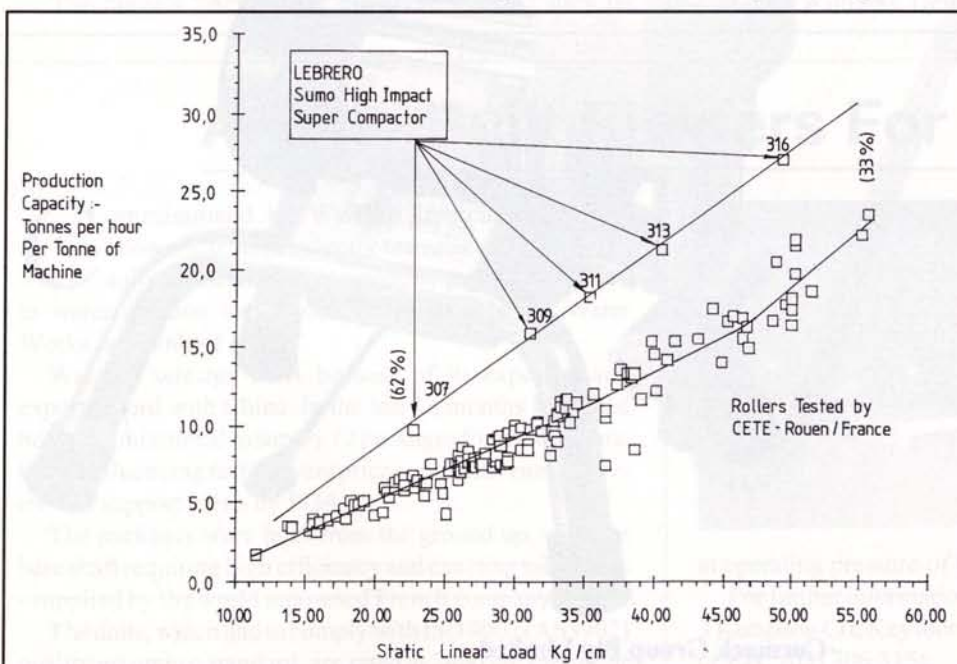
Spain in late June 1994, showed vibrating characteristics beyond those of a standard 18.5 tonne S.P. machine. The 15.8 tonne SUMO 316TT has a static linear load of 49.3 kg per cm, heavier than most 18 tonne machines, whilst the nominal amplitude of 2.60mm is again some 40% higher than the class average of 1.82mm.

Surprisingly the floating frame suspension system developed over 6 years of field trials appears to minimise vibration transfer back to the operator/engine module to a greater extent than conventional designs thus offering less risk of health problems to the operator as well as longevity to engine and electrical components.

All manufacturing by Lebrero on the SUMO Series as well as their more conventional tandem, combination and multityred designs, follows international Quality Assurance

practices equivalent to ISO9001 whilst all safety and noise requirements are in accordance with European C.E.C.E./UNE115-434 requirements.

The accompanying table showing production capacity per tonne of machine mass best illustrates the potential for new Lebrero SUMO Series whilst the committee for Construction Equipment Manufacturers in Europe (the CECE) on presentation of a gold medal prize for design to Lebrero offered comment that - quote - "this was the future for compaction equipment" - unquote.



\$100 TRADE-IN OFFER

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

Why upgrade to an Airlessco Little Pro?

☐ NO PULSATION

Spray Feature makes it excellent for stains and lacquers.

☐ THE MOST RUGGED

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

☐ INDUSTRIAL GRADE 1/2 HP

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

☐ TRIPLE LIFE PACKING SYSTEM

for longer packing life.



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Dembicon Wins Rights To World-First Air Filter Breakthrough In Power Cutters

Dembicon Australia has won the national rights to market the world's first power cutters to feature a breakthrough-in air filtering systems which virtually eliminates engine wear caused by dust.

Adelaide-based Dembicon - Australia's largest diamond tools manufacturer and supplier - will introduce the new range of Partner K650 and K700 Active power cutters, from September.

Partner is already a world leader in power saw research and development and claims an extension of up to 80 percent in a cutter's service life using the new air filter system.

Dembicon's Managing Director, Mr Lloyd Williams, said the introduction to Australia of the Partner K650 Active range would bring substantial savings to the local construction, stone and hire rental industries at a time all three sectors were enjoying the first market lift in more than four years.

Mr Williams said the dust generated by power saw cutting and pulled into a saw's engine with the intake air, was responsible for the majority of maintenance and repair costs on a power cutter.

Dust in the intake air wore out pistons, cylinders and crankshafts.

Mr Williams said Partner's world breakthrough in overcoming this problem was achieved with the development of a more active air filter system which successfully separated most of the impurities from the intake air before it reached the air inlet.

He said other advances included in the three stage air filtering system incorporated in the just released Partner K650 Active range also returned superior cutting efficiency, reduced risk and lower downtime maintenance costs.

The range's "Active Air Filtration System" uses the

centrifugal force of the cooling fan on the engine flywheel to throw dust and dirt particles outward through the cooled air outlet when the saw is operating.

The resultant cleaner intake air is then forced through a filter chamber where successive oil and paper filters ensure dust free air.

Mr Williams says he expects the reduced maintenance and repair characteristics of the Partner K650 range to generate immediate market interest because of the construction industry's demand for greater cost competitiveness.

Dembicon's September release of the saws coincides with a major lift in the Company's fortunes in Australia and overseas.

The Company posted a 13 percent lift in exports for 1993/94 on the back of stronger sales to China and the United States.

Total turnover for the year was \$12.5 million, giving Dembicon a significant improvement on forecasts for the period.

China will continue to be an important target market for Dembicon because of the burgeoning building activity in that country.

However there has been an equally strong trading improvement by the Company in Australia and particularly in Victoria Queensland and Western Australia.

Mr Williams said the Victorian surge had been a little surprising given that State's overall economic problems until recent times.

Dembicon is currently seeking equity participation as part of its strategy to consolidate the Company's long-term local manufacturing and international market capabilities.

FURTHER INFORMATION: Please contact

Lloyd Williams, Dembicon Australia (08) 297 4022

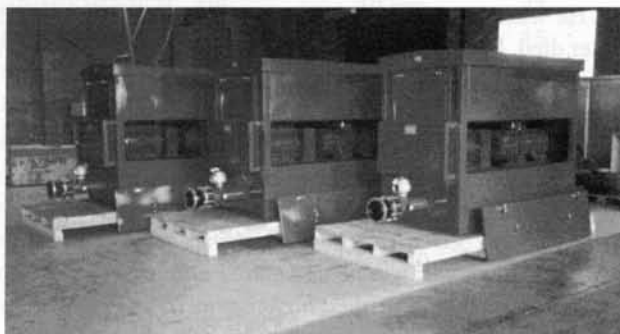
Aussie Built Blowers For China

Commissioned by Warman International, PDA Blower Co. have recently manufactured 3 acoustically silenced blower assembly packages, for use in water aeration treatment at Yangzhou No. 4 Water Works in mainland China.

Warman selected PDA because of its expertise and export record with China. In the last 12 months PDA had been commissioned to supply 12 packages for use in China. Other influencing factors were price competitiveness, service and support given by PDA.

The packages were built from the ground up, with the bare shaft requiring high efficiency and exacting tolerances - supplied by the world renowned French company Hibon.

The units, which had to comply with ISO 9002 (AS3902) quality assurance standard, are rated at 2400 cu. metres/hr



at operating pressure of 0.5 BAR.

For further information contact PDA Blower Co. Pty Ltd
3 Kempson Crt, Keysborough, Vic 3173 PH: (03) 706 3199
or Fax: (03) 706 3156

Denbo Manslaughter Charge: The Final Outcome

Last year Victorian company, Denbo P/L, was charged with manslaughter for alleged breaches of the OH & S Act. The case has now been to court and the outcome should serve as a timely warning to all employers. Bruce Lilley reports.

In the November 1993 issue of *Australian Safety News* I published an article reporting on a case involving the prosecution of a company called Denbo P/L and an officer of the company, Timothy Ian Nadenbousch for breaches of the *Occupational Health and Safety Act 1985 (Vic)*.

I am now able to report the outcome of this case, as determined by the Supreme Court of Victoria on June 14, 1994.

BACKGROUND FACTS

Denbo P/L was an earth-moving contractor, which at the time of the accident in February 1991, employed 200 people and was involved in a number of major road building contracts in Victoria.

Today the company is in the hands of liquidators and the secured creditors face a deficit of \$2 million.

On February 12, 1991, Anthony William Krogg, an employee of Denbo P/L, was driving a Volvo dump truck on the Western Ring Road Project in Melbourne.

The truck, which had been used for some years, was delivered to the site the day before the accident.

Denbo P/L was running behind time on the project and hoped that the additional trucks would advance the company's work on the project.

Prior to Mr Krogg driving the truck, a mechanic had advised a company officer, Timothy Nadenbousch, that the brakes on the truck were faulty and in poor condition.

THE ACCIDENT

Mr Krogg was driving the truck down a hill, when it gathered momentum and - despite attempts by him to slow the truck's progress - hit an embankment and overturned.

He was pinned under the door of the truck's cabin and later died. Extensive tests of the truck were carried out and showed obvious and gross defects in the brakes.

Mr Justice Teague of the Victorian Supreme Court stated:

"The company, as the employer of the deceased, was responsible for ensuring that the condition of the vehicles it required its employees to drive, were safe and that the drivers were given proper instructions. The company's work on the project was behind time. Putting the trucks into work was obviously given a higher priority than the safety of the workers."

Justice Teague went on to state that the company was criminally negligent for failing to establish an adequate system of maintenance for its vehicles and failing to properly train its employees.

Timothy Nadenbousch had acknowledged that he was responsible for maintenance of the vehicles and the training of employees, as part of the company's duty to provide a safe working environment for its employees. Justice Teague stated that Timothy Nadenbousch, in discharging these duties, did not act responsibly.

Denbo P/L pleaded guilty to one charge of manslaughter and Timothy Nadenbousch pleaded guilty to two breaches of the *Occupational Health and Safety Act 1985 (Vic)*.

THE PENALTIES

As a consequence of the lack of adequate maintenance and training, the court found that there was wilful neglect in terms of Section 52 of the *Occupational Health and Safety Act 1985 (Vic)*.

When Justice Teague came to fixing a sentence for the offences, he noted that a fine was the only penalty that could be imposed on both Timothy Nadenbousch and Denbo P/L.

Timothy Nadenbousch pleaded guilty to two offences under the *Occupational Health and Safety Act 1985 (Vic)* and was fined a total of \$10,000.

When Justice Teague turned to sentencing Denbo P/L, he realised that due to the financial circumstances of the company, no funds were available to pay any fine. However, he felt that an example must be set to other employers and imposed a fine of \$120,000.

Justice Teague stated:

"Put another way, the safety of its employees must be given the highest possible priority by every employer. If it is not, the employer should have to pay dearly."

Therefore, this case serves to put all employers on notice to make the safety of employees the highest possible priority.

This means that an adequate system of maintaining plant and equipment is implemented, together with appropriate training schemes.

The case also illustrated that a company and/or its directors, can be charged with manslaughter in certain, extreme circumstances, when there is a death at work.

BRUCE LILLEY

Bruce Lilley is a Partner in the Barker Gosling Legal Group, Melbourne. Barker Gosling is a national law firm which provides a free telephone advice service to companies on safety, WorkCover and litigation issues.

Barker Gosling also conducts workplace safety and risk management auditing, and will act as defence in prosecution cases: Ph: (008) 651 119.

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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

Description	Size	Daily	Weekly
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	1in	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:	
Company:	
Address:	
	Postcode:
Phone:	

DATE

QTY	ITEM SUPPLIED	AMOUNT
	Occupational Health and Safety Manual/s	
	@ \$120 each	
	Cheque enclosed for:	
CHEQUES SHOULD BE MADE PAYABLE TO: HIRE & RENTAL ASSOCIATION		

Airlessco Extends Trade In Offer. The New Little Pro Airless Unit

There are numerous reasons why Xmas 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 November, December, January. 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 kgs.

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 Xmas \$100 trade in offer contact Cormack Group Pty Limited, 9-13 Leeds Street, Rhodes, 2138, Tel (02) 736 1422 Fax (02) 736 3315.

ONE TOUGH 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.

HP5009

New PRO – 66 “Snorkelift”

The PRO-66 "Snorkelift" featuring a three section telescoping boom plus a 1.9m articulated jib boom for increased work flexibility is being introduced by Snorkel. The PRO-66 has a working height of 22m and 227kg swl. platform capacity.

The 1.9m jib boom provides increased work range capability. The jib boom's "up and over motion" combined with the reach of the telescoping booms allow workers to extend the main boom to the work height then position the jib boom directly to the work area. Access to overhead work locations found on typical general construction, petrochemical jobs, plant maintenance applications, etc., are now more easily and safely reached by workers.

PRO-66 "Snorkelift" features proportional controls with ramp-on action for precise movement in tight areas, a simplified hydraulic system combined with overall latest state-of-the-art machine design to assure lowest maintenance and operation costs, a wide selection of engine options plus 2-wheel or 4-wheel drive to suit every application with its 2-4m inside turning radius and 17m Horizontal reach and weighing under 11½ tonne the Pro 66 is one impressive unit.

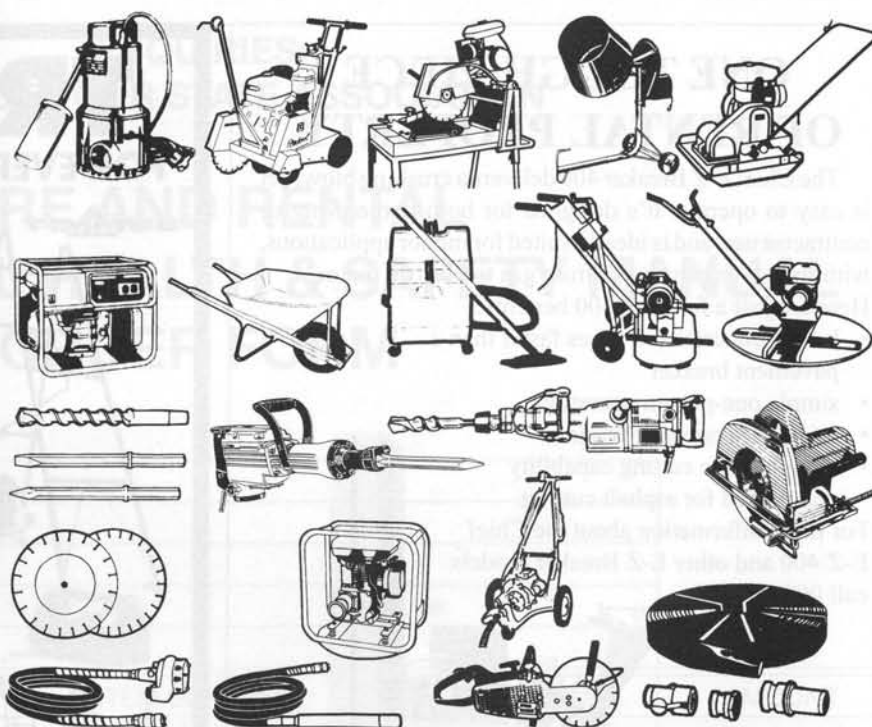
For further information

Please contact Mr Ross Hogan

Talon Snorkel (02) 725 000



**FOR ALL
YOUR
HIRE
EQUIPMENT
NEEDS**



- SALES
- SERVICE
- SPARES
- SATISFACTION



Flextool

Homelite Outdoor Power Equipment News

PRO-SERIES

Homelite has recently made available the new range of Pro-Series equipment. This range includes S models of Brushcutters, a new style Stick Edger and 2 models of Blowers.

The product features extended life engines producing power that you through was only available from the Japanese engine manufacturers.

The engines are finer in tolerance and feature a crankshaft supported by 4 roller bearings. The starter is also conveniently located at the rear of the engine for simple and easy service.



BRUSHCUTTERS

- PLT3400
- PBC3600 & PBC3600B
- PBC3800
- PBC4000

BLOWERS

- PHB 3000 (Vac Optional)
- PBP3000



STICK EDGER

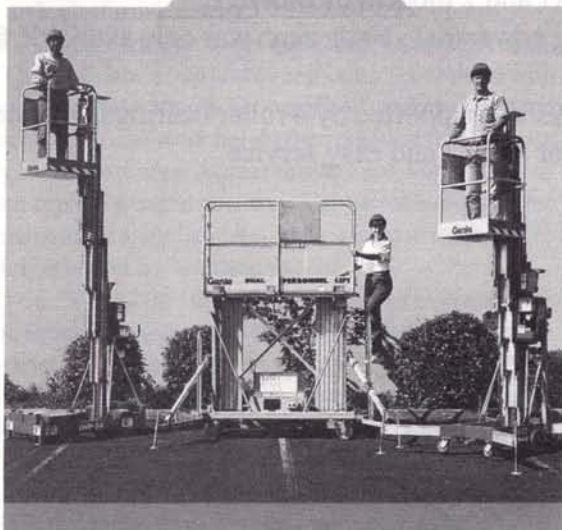
- PSE3000



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

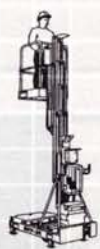
Genie Range Of Lifts

PORTABLE AERIAL WORK PLATFORMS



AWP (AERIAL WORK PLATFORM)

Emphasizes portability, convenient set-up, and ease of operation. Working heights to 25'6", 30, 36 or 42 ft. (7.8, 9.1, 11 or 12.8 m). Choose AC or DC power.



IWP (INDUSTRIAL WORK PLATFORM)

Revolutionary new design provides stable work platform without outriggers. Working heights to 25'4" or 29'10" (7.7 or 9.1 m). Choose AC or DC power.



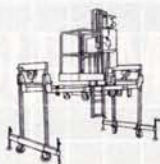
DPL (DUAL PERSONNEL LIFT)

Elevates two people to working heights of 24, 30, 36 or 42 ft. (7.3, 9.1, 10.9 or 12.8 m). Choose AC, DC or air motor power.



PL-I (PERSONNEL LIFT FOR INDUSTRY)

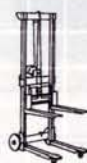
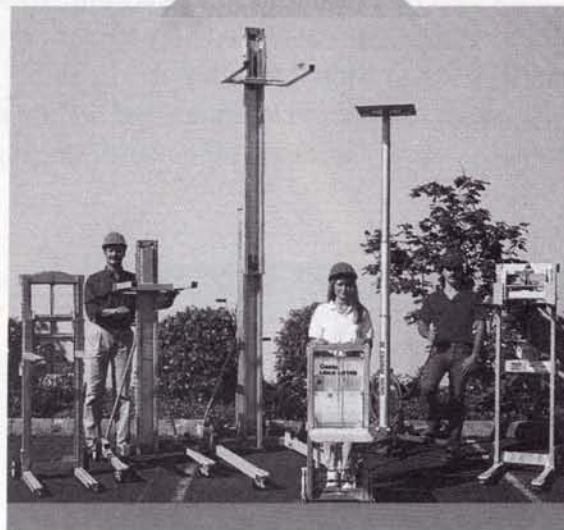
Working heights to 25, 30 or 36 ft. (7.6, 9.1 or 10.9 m) with AC, DC or air motor power.



SS (SUPER STRADDLE)

An accessory for the AWP, allowing it to work above immovable objects, i.e. theater and auditorium seating.

MATERIAL LIFTS



HANDY LIFT

Lifts 600 lbs. (272 kg) to 4.5 ft. (1.4 m)



GENIE LIFT

Lifts 350 lbs. (159 kg) up to 8, 10, or 12 ft. (2.4, 3.1 or 3.7 m)



SUPERLIFT

Lifts 650 lbs. (295 kg) up to 12, 16, 18, or 24 ft. (3.7, 4.9, 5.5, or 7.3 m)



HOIST

Portable telescoping pneumatic hoist lifts 350 lbs. (160 kg) to 12.5 or 18.5 ft. (3.8 or 5.6 m)

Not illustrated:

POWERED SUPERLIFT

Lifts 750 lbs. (340 kg) up to 12, 18, or 24 ft. (3.7, 5.5, or 7.3 m) AC or DC power

MIX-N-MATCH

Lifts 800 lbs. (363 kg) to 5 or 9.5 ft. (1.5 or 2.9 m)

SUPER TOWER

Telescopes theatrical lighting weighing 650 lbs. (295 kg) to 24 ft. (7.3 m). Flat black anodized finish.

LOAD LIFTER

Lifts 200 lbs. (91 kg) to 4.5 ft. (1.4 m)

Distributed By:

All Access Applications Pty. Ltd.
P.O. Box 58
Warners Bay NSW 2282
Ph: (049) 573 325 Fax: (049) 573 035

Factory:

18 MacDougall St
Kotara NSW 2285

Australia Wide: 008 677 476

Sales Service & Parts

24 Hour Service
Mobile: 018 492 765
018 260 717

Core Aerators – Great Hire Potential

Lawn and turf maintenance is now an integral part of the gardening and horticultural schedules in Australia and New Zealand. The importance of aeration for specialised grasses on golf course greens, croquet lawns, bowling greens and other playing areas has long been recognised by professional greenkeepers, municipal parks and reserve supervisors and landscape maintenance contractors.

The benefit of aeration, combined with the correct application of fertilisers on the suburban lawn has now reached the consciousness of the home owner through the proliferation of TV and radio gardening programmes, magazines, newspaper articles, gardening exhibitions and horticultural clubs.

The demand for a simple, effective, user friendly core aerator was recognised by Snapper Power Equipment, in the USA several years ago. Their Powerplug® core aerator is now the hire industry standard. In Australia, the Snapper Powerplug® has already been accepted by many large and small operators.

The Powerplug® core aerator is specially designed for heavy commercial use. It is light enough to be easily operated and transported yet built tough for years of dependable operation. The new crankshaft method of tine insertion results in good penetration in a variety of turf types and conditions. The Snapper

Powerplug® features simple quick maintenance for less down time. Mud scrapers are standard on rear wheels. Controls are conveniently located within the operators reach.

The Powerplug® is powered by the Briggs & Stratton 5Hp industrial/ commercial engine. This engine features cast iron bore, dual element air cleaner and DU bearings for long life. The four plugging tines are replaceable 12 gauge stainless steel. The crankshaft main bearings and tine and bearings are replaceable nylon 66 shells.

The Powerplug® weighs 80 kgs and is easily transported by box trailer.

When hiring aeration equipment particularly core aerators, it is essential that customers are given adequate advice on the correct preparation of the turf or lawn to be cored.

For further information, contact:

JLM Equipment Pty.Ltd.

Unit 3

42 Lancaster St.

Ingleburn

2567

T: (02) 829 3799

F: (02) 829 3482

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Hatz L/C Series Silent Pack

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

- Available in 2, 3 and 4 cylinder units
- Power range from 9.5-50kW (12-70hp)
- Standard engine range also available from 1.55kW (1.5-7.5hp)
- Australia-wide parts and service
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Made in Germany



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N.Z. Dist: Brown Bros. Engineers Ltd.

24 Sylvia Park Road, Mt Wellington, New Zealand

Tel: 0-9-573-5260 • Fax: 0-9-573-5266

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Hatz Supra Silent Pack

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

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

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P.O. Box 207, Regents Park, NSW 2143

Forward details of the L/C Series Silent pack range ☐

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(TICK APPROPRIATE BOX)

NAME.....

COMPANY.....

ADDRESS.....

POSTCODE..... TEL NO.....

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Tim Mee

Tel: (08) 373 1422

Fax: (08) 272 9662

WESTERN AUSTRALIA

Melissa Coles

Tel: (09) 310 9345

Fax: (09) 310 9344

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

Hire Expo Heads West

The National Hire and Rental Convention and Trade Exhibition was held in Perth for the first time from 5th-9th of September. But the response and overall success of the venture ensured it will become a regular venue for future expos.

Held at the Burswood Resort, on the outskirts of Perth, the well balanced program offered sporting and social activities, sight-seeing tours as well as the guest speakers and Trade Exhibition. Of course the Casino being an added attraction for those who like a flutter.

The Convention began on Monday morning with Leigh Farnell, the first of the guest speakers, advocat-



The ever helpful Angela Schaeffer and Nola Miles Clark at the registration desk

ing the philosophy that "making money didn't have to be a serious matter, business should be fun. After all who didn't enjoy making money?" Leigh said.

"Our staff must be educated into this friendly, happy state of mind," Leigh said. He also stressed that "business had to be a team effort. We must involve our staff in the decision making of the business by arranging regular staff meetings, thereby utilising their collective brain power. The establishing of staff relationship is the first link in the chain of a successful business."

The rest of the day visitors had the choice of social or sporting activities and a tour of the local hire yards.

Tuesday morning's first speaker, David Shelton emphasised the point that "good service brings profits. The customer is the life blood of the business. he can not only mean repeat business but a satisfied customer can be an advertising agent for your business by his word of mouth recommendation. There-

fore it is essential that staff are trained in customer service. No one ever knows when you give bad service- you only lose a customer."

"In the ever widening scope of changing trends and consumer needs it is necessary to establish a competitive edge. This can only be achieved by making your customers your top priority. Build up a relationship with him by asking him how you can better service his needs. Customer satisfaction is the highway to continual business."

"Companies today must be prepared to be innovative. It is the company that keeps abreast of market trends and changes that will win out." David added.

After morning tea the Trade Exhibition opened in the spacious main hall and surrounding areas allowing exhibitors large and small ample room to display their equipment.

Barry Urquart the afternoon speaker spoke on how to obtain maximum sales. Barry stated "We are in the middle of a consumer led recovery. But, only those who have a positive approach will be able to take advantage of this recovery."

"Your main objective is to continue in business profitably. The first step in achieving this aim is to research the market you are targeting, then focus on your customer. Get to know their individual needs, establish customer loyalty by providing personal service."

"Create an image for your business by visual merchandising. A well designed logo can be effective." Barry Stressed that "only those who were aggressive and innovative will stay ahead in the competitive race"

To illustrate this he produced figures which show



Dave Braidwood of W.A. trying to think of something new to say at Moles third "shout"



JLG



Crommelins Machinery

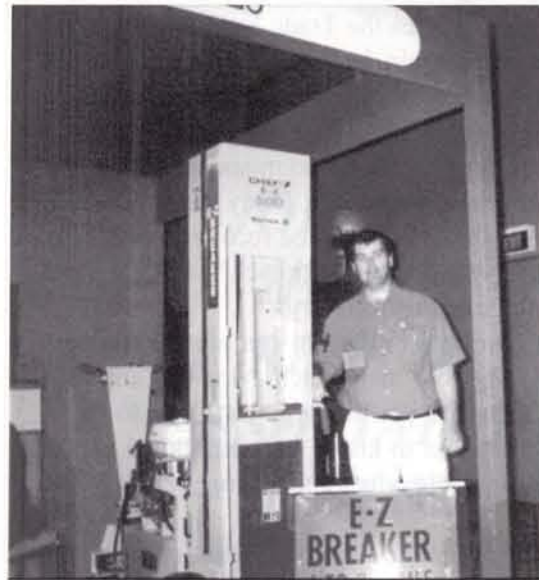


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E.Z. Breaker



Kango Construction Tools



Wacker Construction Equipment



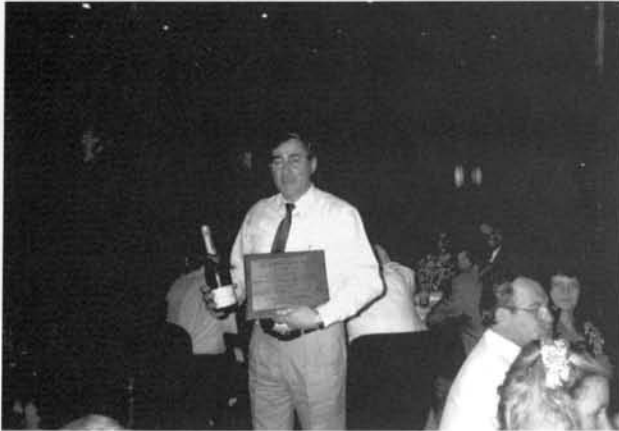
Mole Engineering



Hitachi Power Tools



Dembicon



Noel Ryan, Hitachi Power Tools, with the Best Display Award at the Exhibition

that more than half the businesses operating today would not be in business in five years time.

Barry also advised against discounting, pointing out that anybody who discounts 10% must increase their turnover by 290% in order to offset this.

Graham Laycock Wednesday mornings speaker spoke on Customer service/ Customer satisfaction. Pointing out that "there were only two types of customers, present and new customers and both must be nurtured and made feel special."

Graham also made the point that "we must have a vision of where we want our business to go and only we can take it there. We must create goals and continually strive to reach them, continually looking for ways to produce growth. He also pointed out that only the risk takers will reap the rewards"

"There is no too hard basket" Graham advised, he epitomised this statement, blind from the age of nine, he has refused to let his ailment stand in his way. Despite several obstacles he has risen to become the only blind Physiotherapist in the world as well as becoming a successful guest speaker on the international circuit.



Some of the guests at Conference Dinner

Graham also showed he may have a future as a stand up comedian with some humorous antidotes, including one where he sent a blind friend a cheese grater who rang him to tell him it was the most violent book he had ever read.

The rest of the day was taken up by the Trade Exhibition. The Conference dinner was held on Wednesday night at the Kings Park restaurant, overlooking the impressive skyline of Perth, it was a fitting venue for the two hundred and forty guests who attended.

National President Richard Crommelin, welcomed all to the dinner and announced that the award for the best display stand at the exhibition had been won by Hitachi Power Tools, General Man-



National President Richard Crommelin presents the Service to the Industry Award to Mike Wilton

ager Noel Ryan was on hand to collect the award. Former past President Mike Wilton was presented with the award for service to the industry. Steve Joseph from Kango, the main sponsor of the conference, was called upon to say a few words and then all that was necessary was for everybody to settle back and enjoy a few drinks over dinner. It was evident the next morning that some had enjoyed more than others.

Wendy Brown, Thursday's speaker, spoke on communication, stating "that all drive and motivation comes from within, therefore it essential first must know ourselves. Not our opinion of ourselves but our true selves so that we can better relate to others. It is only through constant self appraisal that we can better manage our personal and private lives."

The Conference drew to a close over lunch. Barry Martin and the organising committee must be congratulated on organising such a successful Convention, but Pat Pearce, South Australia's President had all ready warned us that next years Conference in Adelaide will be even better.

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A Water Blast From The Past

Pacific Pump Company has recently released the latest upgrade in the XL range of blasters. The new XL35 features design modifications, and now sports either normal Honda engines or top of the range Kohler Command series engines.

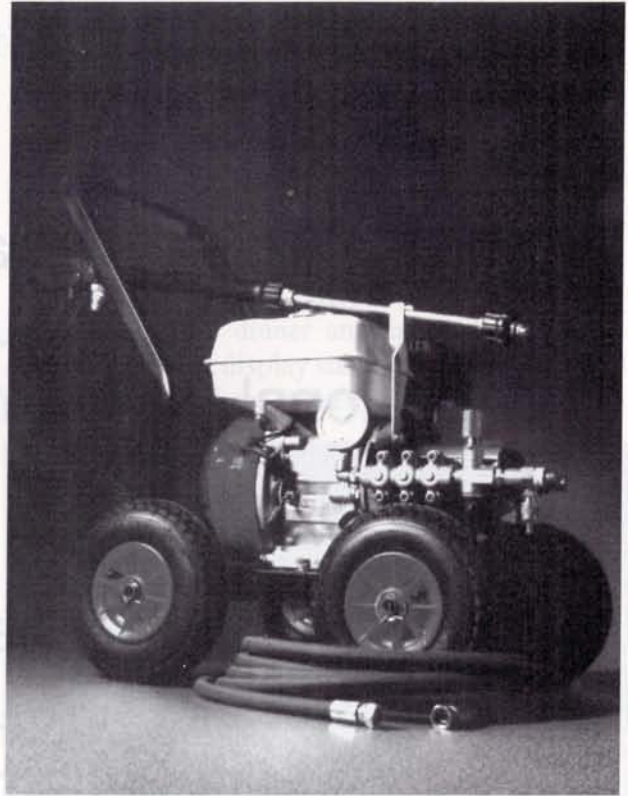
The XL35G-KOH is a 1500 psi, 11 litres per minute unit built on a rugged trolley for Australian conditions with four pneumatic -tyres. The blaster is supplied with 10 metres of high pressure hose, gun and a double lance with variable nozzle. The unit is also supplied with a detergent kit for degreasing applications.

Pacific Pumps chose the Kohler engine to add to their already existing Honda range due to the superiority of the Kohler over head valve design. The Kohler engines have convenient service features which make maintenance very easy.

An easy access, large capacity air cleaner and pre cleaner are sealed to provide maximum protection against dust and dirt. The engines are also provided with spin on automotive type oil filters and convenient oil fill and drain locations, making oil changes quick and easy.

The new XL35 range will also benefit from a two year warranty on the Kohler engine. Such warranties on the wear and tear parts, such as engines, is a rarity in the blaster market.

For further information please contact Marten Wynd or Sadiq Quasim, Pacific Pump Company, 638 5600 or write to the above at 2 South Street, Rydalmere NSW 2116, for



details of Pacific Pump Company branch addresses in each state.

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Ausco Commercial Transportable For Credit Union's National Office

A major industrial credit union has chosen an Ausco Commercial transportable building for its new national headquarters in Melbourne.

Circle Credit Co-Operative general manager Bernie Gerlinger said it had to move into larger premises after occupying ICI buildings for about 30 years.

"We needed flexibility, functionality and security in our new development," he said.

"It was also important that the aesthetics of the new building would reflect Circle Credit's strength, success and service to its 4000 ICI staff members nationally.

"At the same time, it had to meld into the rural ambience of the 1200 acre ICI site at Deer Park."

ICI senior site engineer Lewis Lanyi looked at a number of options before choosing the Ausco Commercial transportable building made by James Hardie Building Systems. "The James Hardie design ensured that the facility could be relocated should its front-of-



James Hardie Ausco Commercial transportable building is the new national headquarters for Circle Credit Co-operative at Deer Park, Melbourne

site location be required for other ICI activities at a future date," Mr Lanyi said.

James Hardie Building Systems undertook the total installation as project manager including site preparation, footings, fencing, a car park and connection to all services.

The 24 metre by 12 metre building was built off-site in eight modules. Accommodation includes service counter and open plan offices, private offices along one side, a board room, underfloor safe set in concrete and a storage room for files, office items and computer machinery.

Windows feature designer security grilles. "A colonial-style treated pine verandah circles the beige building to help it blend into the rural site and reinforce the appearance of security and permanence," Mr Gerlinger said.

The Ausco modules are mounted on an all-steel base frame, with additional strengthening beneath the heavy equipment storage section.

All conduits for power, data and communications wiring are concealed within the Ausco Commercial's 50mm James Hardie Bondor steel sandwich panel walls and suspended ceiling.

Mr Gerlinger said that in addition to its relocatability, the building could be expanded relatively easily by adding further Ausco modules.

FURTHER INFORMATION:

Don Stevens

- general manager

Ausco Buildings (07) 864 7800

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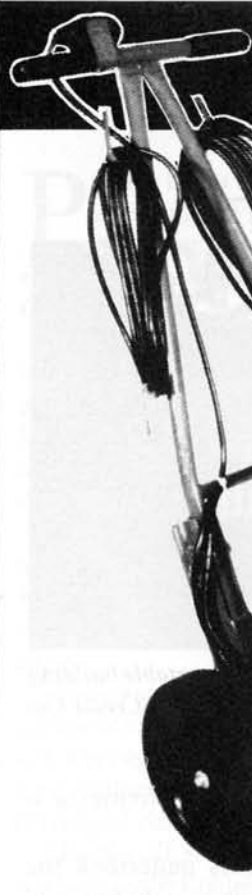


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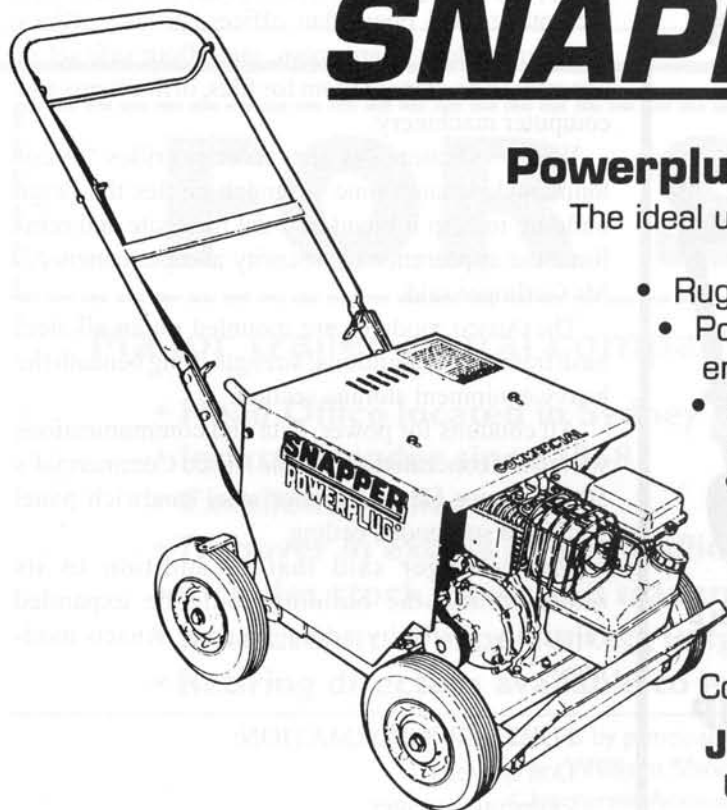
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OCTOBER 1994

Great weather, great hospitality, tremendous Trade Exhibition, thoroughly enjoyable social evenings (even if the Bledisloe Cup did intervene). What was it - the 1994 Convention and Trade Exhibition in Hastings. If you weren't part of the 170 Delegates, Exhibitors and partners you missed a boomer. What were some of the highlights:

- The opening evening where we all tried to match our wine tasting skills against the unknown. Thanks to Wyn Drabble for an enjoyable hour or so.
- The business sessions with visiting speakers dealing with Insurance, Legislation and Quality Assurance alongside a series of workshops which involved everyone.
- An extremely high quality Trade Exhibition. Exhibitors are to be congratulated on the work they put into their displays. It was noticeable that there were more Delegates at the end of the day compared with some previous years.
- A well planned programme and decorated venue for the Hometown Hospitality evening culminating with the Auction of donated items for the Training Foundation. With a retail value of over \$11,000 all the items sold for in excess of \$7,300. An extremely pleasing result.
- Another well planned and decorated venue for the Banquet Awards evening. The draw for the hamper based on orders placed during the Trade Exhibition (estimated to be M\$1.4) was won by Bill McEntee of McEntee Hire for the second year in a row. There should be a small wager in 1995 to see if he can make it a trifecta. The second prize was won by new Member Graham Byers of Te Awamutu.
- Two excellent coach tours, the first including a Yard tour and other scenic attractions of Napier / Hastings and the second on the Friday visiting a number of places of interest including the orchid Gardens, Montana Wines for lunch.

CONVENTION DECISION

Elections:

President & Director Zone 1

Warren Egan

Director Zone 2

Paul Booth

Director Zone 3

Richard Grainger

Director at Large

Ian Frew

Additional Trustee to Training Foundation

Ian Frew (Timaru)

Image Awards Zone 1

Abell Hire Ltd, Christchurch

Zone 2

Ready Hire HB Ltd, Napier

Zone 3

Ready Hire BOP Ltd, Rotorua

Congratulations to all concerned. For the record, although the Zone Directors are responsible for having an Image Award decided in their area, in all instances the interesting session covered the subject of working in a family business.

The Training Foundation provided a grant towards the costs of travel and also accommodation while individual Companies paid for the air fares to Wellington.

AN ANNOUNCEMENT FROM OCCUPATIONAL SAFETY & HEALTH SERVICE

Re: Economy Cub Self-propelled Elevating Work Platform

An accident occurred recently when an Economy Cub Elevated Work Platform overturned while fully extended. At the time of the accident the machine was moving slowly backwards with the wheels on full steering lock when it overturned.

It was found that the right front wheel had completely separated from its welded hub, the two having separated at the toe of the weld attaching the hub to the wheel centre. Separation of the hub and wheel had taken place some time prior to the collapse, evident from the worn nature of the two meeting surfaces caused by the hub rotating within the wheel centre while in drive mode. During this time total collapse would have been prevented by the wheel centre edge sitting in a groove behind the other flange of the hub. It was also found that an inspection of the left front wheel, visually and with the aid of non destructive crack detection methods, indicated a crack at the tow of the same weld as on the right wheel. This crack ran for 80% of the weld circumference. It is felt that this defect wouldn't have been immediately apparent during a general visual inspection of the machine, as cleaning and wire brushing were necessary to see any indication of a crack.

*All owners of these machines **are urged** to have the wheels checked immediately by a if the machines are now quite old. Crack testing may be an option in some cases.*

Losing Control Of Operating Expenses

Lack of discipline has, surprisingly, led a group of our peers to procrastinate when addressing the necessity of reducing expenses in proportion to the reality of lower revenue income during a recession.

Some former profit-oriented managers opt to take no immediate action, presuming a recession will be shortlived and, therefore, will overcome their short-term high-expense ratios.

Approximately 40 percent of businesses fail due to lack of attention to financial matters, according to Dun and Bradstreet. Three significant factors leading to financial troubles are excessive debt, excessive operating expenses and insufficient working capital.

There really is no secret to financial success—all it takes is common sense, an energetic, dedicated hands-on management team motivated by a desire to succeed, and fearless action to recognize and resolve problems head-on.

These are the very attributes that make for progress and growth; it is lack of these attributes that will lead in a negative direction.

Either from computer printouts or from monthly financial statements furnished by accountants, the necessary information generally is provided to management. From this information, it is up to management to recognize problems and take corrective action.

Problem areas should, most certainly, be recognized and emphasized and force managers to find out why profits are shrinking and determine what to do to minimize losses—or, at least, take measures to break even without showing a negative profit.

By lowering the break-even point (operating costs) not only will a business survive a recession better, but it also will have an advantage over competitors who attempt to drive others out of business by cutting prices. The lower the operating costs of your operation compared to your competition, of course, the more efficient you become by producing greater profit margins.

To accomplish this, constant innovation and monitoring of all costs, from minor utility bills to greater labor expenses, are required. For example, in most regions the local utility companies will generally evaluate your energy needs free of charge, and recommend solutions that could save your company 10 to 20 percent of costs in this area.

On the other hand, we all know labor costs plus benefits should be in the neighborhood of 30 percent (A.R.A. *Cost of Doing Business Survey*) in proportion to gross revenues. If your costs run from 40 to 50 percent, obviously you have an inefficient operation by comparative analysis.

When purchasing equipment, how about trying for an extra discount? Then ask for free freight, extended payment terms or even financing the purchase at interest rates below what the banks normally will charge.

Would you believe that accounting charges for financial reports from your local CPA will vary from \$200 to \$1,000 a month? An \$800 savings a month will translate into a \$9,600 increase in profits a year.

Constant monitoring and continuous personal efforts really will reduce your operating costs, lower your break-even point and, naturally, increase your profit margins. And this is not counting the competitive advantage that will be achieved in a price-cutting environment.

When cutting costs to increase profits, there is one danger that should be most emphatically avoided. Do not slash expenditures you know will affect your total revenue income. These include advertising and promotions, renovations to improve store image, upgrading inventory for customer satisfaction or even expenditures to improve

service. And, naturally, employee education, training and motivational expenses should not be sacrificed: these costs represent a future investment for the continuation of your business.

Why hasn't this challenge of reducing operating expenses been addressed more forcefully? Generally, there is a state of denial. Denial of cost and profit problems, consequently, avoid any effort for solutions. Complacency and doing nothing assumes an economic turnaround tide that will lift all boats to previous euphoric conditions.

Management, in many cases, has yet to learn the one positive principle that will never deviate: rapid change will continue to occur and success will be related to an instinctive judgment in foresight that not only accepts and recognizes change, but recognizes the devastation resulting from non-reaction to current and future events.

Ted De Vries

There really is no secret to financial success – all it takes is common sense, an energetic, dedicated hands-on management team motivated by a desire to succeed, and fearless action to recognize and resolve problems head-on.

Second SA Member Accredited

Popular meetings industry identity Sue Pearce has become the second South Australian to receive Accreditation within the meetings Industry Association of Australia.



A director of Adelaide Expo Hire Pty .Ltd, Sue received her Accreditation during the MIAA National Conference in Perth in May.

Sue is only the second South Australian to receive accreditation- MIAA State President, Hank Duyverman was the first. She said she was genuinely suprised and delighted by the recognition.

Apart from Sues work with Expo Hire, she and her husband lecture and organise site tours for TAFE students studying hospitality and tourism. Sue was recently on the review committee for Standards in that industry nationally.

Sue's working Career started as a nursing sister. She did her training at the Royal Adelaide Hospital before working in Africa and England. She returned to Adelaide where she worked in operating theatres and medical clinics and spent many years nursing the elderly.

Adelaide Exhibition Furniture was created after the Formula One Grand Prix, When Sue and her husband recognised a need for office and exhibition furniture in Adelaide.

Last year, as the then smallest company in South Australia servicing this industry, Aladdin Adelaide Expo Hire won the MIAA State Award in the exhibition service category.

National Exhibition Adelaide was bought in November last year and, with the addition of two other directors, Adelaide Expo Hire developed into the largest exhibition hire company in South Australia.

The company services exhibitions and trade shows, including creating special design stands. the company is currently servicing clients in Japan and Bali.

Hitachi Jig Saw, Model CJ65VA2

Equally at home either cutting timber and metals, this industrial jig saw will not let you down! Designed and manufactured by the electronic giant Hitachi, you may expect a more reliable and powerful 570 watt double insulated electric motor. Coupled to the motor is a variable speed control, ergonomically positioned towards the rear of the housing, purposely designed for two hand control and optimum speed selection. Forming part of the power source is the constant torque control device which maintains a constant blade speed whilst under loads. Other jig saws may then burn timbers, cause chattering and break blades; but the Hitachi will maintain a cleaner cut and prolong blade life.

Bent and broken base plates are reduced with the newly designed bi-metal base. The rigid cast alloy sub base is supported and reinforced with a steel base. This combination allows flexibility, holds spare blades between the laminated metals and provides fixtures for the cutting guide accessories.

Rough edges or splintering is reduced via the standard

equipment splinter guard supplied with each tool. Plastic and laminated materials especially, show a cleaner cut with the splinter guard attached. A small stream of air is directed towards the blade's cutting edge producing a clean and visible cutting line. Larger chip off-cuts are arrested by the chip guard thus avoiding unwanted splinters entering the work environment.

Users requiring precision cutting and scroll type work will appreciate the vice jaw pads incorporated in the gearbox housing. Inverting the tool and securing in the vice jaws, allows both hands to guide the work with greater visibility.

After market accessories include straight and circle cutting guides, plastic sub base to avoid scratching more delicate surfaces, dust collector adaptor for dust free situations and study carry case for the tool, fitted with blade, and all accessories.

For more information on the new Hitachi jig saw, and other hire proven Hitachi tools contact Flextool (Aust.) Pty Ltd or Rental Industry Equipment Pty Ltd.

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An Unidentified Growth Market

Marketers have developed market segmentation into an art form.

The housing industry has isolated 23 sub-groups of consumers. New motor vehicle sales campaigns are addressed to some 30 discrete target audiences and beer drinkers can and do come from a range of 16 substantive classifications. Similar circumstances confront the retail sectors as diverse as pharmacy and equipment hire.

Companies have available to them sophisticated practices that facilitate the study and analysis of small consumer groups.

Regrettably, in Australia and New Zealand few of the single market segments are sufficiently large or valuable to be economically viable.

A need exists for pharmacies, supermarkets, equipment and hire outlets and most other retail sectors to address and satisfy a larger grouping of consumers. This is an imperative if some entities are to survive and to prosper.

Significantly, the media monitoring research companies are now identifying consumers by psychographic, rather than the demographic profiles of age, sex, income and place of residence. They acknowledge that lifestyle considerations are a major influence in buying preferences and habits. Moreover, those lifestyle pursuits create a common bonding among a broad cross-section of customers.

Ongoing research conducted by Marketing Focus, Perth has tested the concepts of "cocooning" among Australian and New Zealand consumers. "Cocooning" is the trend in which people retreat to the sanctity and safety of their own homes. It is a function of their needs being ignored by trading companies and pursuit of a better, integrated family life. "Cocooning" is good news for the hire of equipment to handymen and to those pharmacies seeking to service families which are seeking a better standard of living.

Interestingly, the phenomena is beginning to emerge throughout Australasia among consumers aged between 30 and 64 years. That is an attractive and viable market segment for both big and small businesses.

However, new and innovative marketing, promotional, advertising and merchandising campaigns are required to address and capitalise upon this immense market potential.

In the first instance these consumers have the discretionary and disposable income to buy. They need to be tempted and to be addressed with direct and specific challenges.

It is these people who contend that they want it, they will have it and they deserve it. Australian consumers have tired of the effects of the recession, including the lowering of living standards and the necessity for prudence when spending.

A challenging headline which puts to the consumers that they deserve the product or service will strike a chord and generate a response from a significant percentage. This demands a different approach in the advertising, much of which currently focuses on product, price and store location.

The key to successfully servicing this as yet untapped

market potential is to offer small indulgences. The key is that the risk and cost must be relatively small.

People do not want to overindulge, to go into debt or to be conspicuously lavish. They will still seek to fly to Sydney on an inexpensive air ticket. They will demand attractively priced accommodation. However, once there, they will indulge themselves with good food, good times and good seats at the "Phantom of the Opera".

Therefore value pricing, and add-on sales are essential to achieve optimal profit margins. Competitively priced petrol may simply be the catalyst to more sales and better margins for service stations. However cross selling to other items is a logical progression for those 50% of consumers who currently limit their purchases to petrol.

The expenditure on small indulgences does not involve any debt financing. Therefore news headlines about poor economic indicators do not result in these consumers retreating from the market.

This is an important consideration with an environment in which demand ebbs and flows in an erratic manner.

A further element of the "cocooning" factor is "egonomics". "I" takes centre stage. These consumers contend that they have denied themselves for so long because of the need to bring up and educate children, to buy a home and because of the recent recession. They now demand a little luxury, without the trappings of conspicuous consumption which was evident in the 1980s.

Thus the ambience of the premises will become increasingly more important.

Among the common bonds of this widely divergent grouping of people aged from 30 to 64 years is the component referred to as "downaging". Australians and New Zealanders are pushing back the barriers of what is possible and acceptable for their age.

It is these people who still rock and roll to entertainers like Mick Jagger and Glen Shorrock, both of whom are over 50 years. Pete Townsend of The Who is still singing that memorable line from the hit song "My Generation" of "I hope I die before I get old". Not bad for a 52 year old! One need only look at who are the people buying sports cars, going bungee jumping, participating in aerobics and wearing mini-skirts to realise the potential that is represented in the greying populace. The same people have led the charge for upgrading and enhancing the appearance of vehicles, and spending more on health foods and beauty.

Moreover, it is these individuals, couples and families who in their late 30s, 40s and 50s are "cashing out". They are accepting retrenchment packages, paying off debts, travelling, seeking new lifestyles and buying themselves an income and a new lifestyle.

Underlying all this demand is the want to stay alive. The better educated, more mature consumer of today is wanting to live long and to live well.

Their eating habits, participation in sport and approach to business and life influence what they buy and from whom

they buy it. Most have a healthy regard for the good life and will pay for it.

However, at present their needs are not being satisfied. Hence, in the absence of new, challenging communication which strikes a chord with their frame-of-reference, it is these consumers who are lowering their debt and paying off their mortgages.

They want more and they want different things. Their problem is that retailers and companies in Australia have not recognised that fact.

This is an untapped market. Its potential promises an option to competitive price discounting in an endeavour to win increased market share.

The "cocooning" consumers of Australia and New Zealand believe they deserve more, they are taking up small indulgences and are at a stage in their family lifecycle that the kids are off their hands where "I" can take centre stage. It is these people who are choosing to "downsize" because with it they do not need to act and buy responsibly or conservatively. They are "cashing out" and are cashed up, they want and are pursuing the goal to live long and well.

Those companies which address these needs have a promising and profitable immediate future.

About the Author

Barry Urquhart is Managing Director of Marketing Focus, Perth. Barry is a market research and strategic planning consultant who regularly undertakes briefs throughout Australia, New Zealand, Asia, the USA and Britain. Barry Urquhart is an international conference keynote speaker and author of four top selling books.

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New Befco Finishing Mower Range Launched

The BEFCO range of finishing mowers is now available in Australia.

The range is manufactured in Italy to a proven American design and is ideally suited for mowing parks and gardens, golf and race courses and sports turf, lawn farms and substantial areas of industrial or domestic lawns.

There are three ranges of BEFCO finishing mowers designed to match small tractors in the up to 30 hp/ up to 50 hp and up to 70 hp categories.

All BEFCO finishing mowers feature strong steel construction, heavy duty gearboxes and belt drives, puncture-proof wheels and choice of side or rear discharge.

All units feature a three blade overlapping design with high tip speed, which gives excellent coverage and a fine, even cut. The cutting height is easily adjustable. All serviceable parts are readily accessible for maintenance or lubrication with automatic belt take-up adjustment standard on most models.

The BEFCO range of finishing mowers complement their quality of manufacture with attractive pricing ranging from \$2290 for the smallest model with a 1.2 metre cut for tractors up to 30 horsepower, to \$6090 for the largest 2.8 metre cut model for tractors up to 70 horsepower.

Multigang combinations are also available to give cutting widths from 5 to 8 metres.

For brochure, price details or demonstration contact the Australian distributor:

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PO Box 74, ARMADALE 3143.
Telephone (03) 824 8011 or fax (03) 822 9269.



The new BEFCO range of finishing mowers provide a quality result in the maintenance of large areas of turf such as sportsgrounds, golf courses, lawn farms or industrial or domestic grass surfaces.

Hyundai Construction Equipment Ahead Of First Year Target

Chesterfield Australia's investment in introducing Hyundai construction equipment to Australia is already paying off, according to Brisbane manager Bruce White.

"Hyundai sales have run some 40 per cent above target since the first shipment of 14 units arrived in January this year," he said.

"In less than 10 months Hyundai has made a significant impact on the Queensland excavator market."

The 30 year old Chesterfield Australia group opened its construction machinery division in Brisbane in December 1992 to market John Deere motor graders, small dozers, track loaders, elevating scrapers and loader back hoes.

This year it began importing Hyundai construction machinery.

Group managing director Allan Duncan said Hyundai and John Deere construction products complemented each other. Chesterfield has sold the John Deere agricultural range for more than 25 years.



Hyundai Robex 290LC excavator sold by Chesterfield Australia, Hyundai construction machinery importer and distributor for Queensland and northern NSW.

"We wanted to balance our main-line dependence on the agricultural sector; something which has really paid off as the drought has hit rural customers," Mr Duncan said.

Chesterfield launched Hyundai with Cummins-engined 13, 22 and 30 tonne excavators and 2, 3 and 3.5 cubic metre bucket capacity 4WD loaders. The lineup now includes 40 and 45 tonne excavators, with the recently released Komatsu-powered 70 tonner - the Robex 700Lc - available ex-factory.

"The Hyundai price is right - Japanese quality or better for around 15 per cent less money," Mr White said.

"Many major components are from Japanese suppliers such as Komatsu, Kayaba, Kawasaki and Hy-Dash. Hyundai enjoys lower manufacturing costs from new plants employing the latest high technology machinery and processes, and competitive labour costs.

"Sales have been mainly to established high level users in construction hire and land development."

In July, Chesterfield added Hyundai skid steer loaders. The first model with a 600 kg operating load will be joined by an 850 kg model early next year.

As well as major construction equipment users, Chesterfield has successfully introduced Hyundai alongside John Deere in the forestry industry.

Excavators have been adapted with high-level cabins, FOPS protection and timber attachments for forestry use.

The company has full-sized workshops and tooling to service the agricultural, construction and forestry industries in Brisbane, Dalby, Goondiwindi and Moree.

"Since Chesterfield's pioneering initiative Hyundai Australia has opened its Australian marketing support centre in Sydney. It has also appointed dealers in Victoria, South Australia, Tasmania and WA," Mr Duncan said.

FURTHER INFORMATION: Bruce White, Chesterfield Machinery, Phone (07) 277 1000 Fax (07) 875 1713

Load Sense Steering Makes Driver's Life Easier

Hyster Asia-Pacific introduces this important ergonomic advance for all Hyster lift trucks from 8 to 16 tonnes capacity. A reduced steering effort increases the steering speed when operating at low engine speed. During tight manoeuvring and in stacking situations, this feature considerably improves truck and load handling.

Load Sense Steering has been achieved by fitting a larger displacement hydraulic pump, a dynamic load sensing steering unit and a priority valve to ensure an

adequate hydraulic flow to the steering system. This allows the lock-to-lock steer wheel movement time, with engine idling, to be reduced by 50%, from 7 to 3.5 seconds. Easier operation means driver fatigue is reduced.

A bonus is added as the steer flow is diverted to the lift system when steering is not used. This results in an increase in lift speeds of approx. 11% without and about 5% with rated load, an improvement to an already highly competitive lift performance.



Part of the crowd at the Social/Trade Night held at All Hire & Trading on July 26th. Organised by Owen Staines and staff of All Hire & Trading with the assistance of Wagner Spraytec, GNT Wholesale, Bynorm, Mole Engi-



neering, Dembicon, and Promac. The evening was a very successful night which attracted a crowd of 60 people. The idea of bringing together members and suppliers may become regular occurrence in the future.

Elevating Work Platform Division

The EWP Division of the Queensland Region will be conducting a one day "Train the Trainer" course on Saturday 3rd December from 8am - 4pm at Coates Hire, 816 Beaudesert Road, Coopers Plains. Members who have joined the EWP Division have been invited to attend. The course will be conducted by Chris Goddard and Colin Fox, and attendance will be limited to 20 people. On successful completion of the course, participants will be issued with a Blue Trainer ID card, and this will enable them to conduct training sessions and issue both trainer cards and yellow user cards. The cost of the course includes lunch and a comprehensive training reference manual.

As from 27th February 1995, the yellow card system will apply only to Scissor Lifts, as a licence will be necessary for Boom Lifts. But this training will be accepted towards assessment in the WHS Certificate of Competency for operators of Boom Lifts.

Due to the limit imposed only the first twenty applicants will be accepted, but if there is enough response, a second course may be arranged early next year. Members from north Queensland will be ap-

proached and if the response is positive, consideration will be given to arranging a course from perhaps Townsville, possibly in conjunction with the 1995 northern Roundup.

So far, 28 applications have been received from members wishing to join the EWP Division. Only members of the division are eligible to attend courses and have access to training materials. Members wanting to obtain technical information or guidance on the legislation should obtain a copy of AS2550 part 10 from Standards Australia. This Booklet will answer all your questions.

Welcome New Member

Keogh's Hire
165 Paradise Street
MACKAY 4740

Contact: Alan Keogh

Welcome to the Association!

Safety Instructions For Lawnmower And Slasher

1. Never mow/slash while barefoot or wearing open sandals, or thongs. Wear long trousers and heavy shoes.
2. It is advisable to wear suitable eye protection when operating a mower/slasher.
3. Know your controls. **Read these instructions** carefully. Know how to stop the engine quickly in any emergency.
4. Make sure the area is clear of sticks, stones, bones, wire and debris. They could be thrown by the blade.
5. Stop the engine and disconnect spark plug wire before clearing blockages, checking or working on the mo-wer.
6. Before using, always visually inspect to see that blades, blade bolts and cutter assembly are not worn or damaged. Replace worn or damaged blades and bolts in sets to preserve balance.

DAMAGED BLADES AND WORN BOLTS ARE MAJOR HAZARDS

7. Check all nuts, bolts and screws often; always be sure the mower/slasher is in safe operating condition. Use only approved replacement parts.
8. Refuel outdoors only. Do not smoke while fuelling engine. Add fuel before starting the engine. Never remove the cap of the fuel tank or add petrol while the engine is running or the engine is hot. If petrol is spilled, do not attempt to start the engine but move machine away from the area of the spill and avoid creating any source of ignition until petrol vapours have dissipated.
9. Do not mow/slash whilst people, especially children, or pets are in the mowing area.
10. Do not use worn or faulty silencers.
11. Mow/slash only in good daylight.

12. Never use the mower/slasher unless the grass catcher, or guards provided by the manufacturer, are in position.
13. Start the engine carefully with feet well away from the blades.
14. Do not operate engine in a confined space where exhaust fumes (carbon monoxide) can collect.
15. Stop the engine whenever you leave the mower/slasher, even for a moment.
16. Do not allow children or people unfamiliar with these instructions to use the mower/slasher.
17. Store the mower/slasher in a well-ventilated room away from naked flames such as may be found in hot water heaters.
18. Never use an electrically powered mower in the rain or when grass is wet.
19. Never leave wind-up starter in a wound condition.
20. Do not over-speed the engine or alter governor settings. Excessive speed is dangerous and shortens equipment life.
21. Turn the fuel off at the conclusion of mowing/slashing.
22. Store fuel in a cool place in a container specifically designed for the purpose. In general, plastics containers are unsuitable.
23. Stop the engine, disconnect the spark plug wire or mains power cord, as applicable, and inspect the mower if(a) the mower/slasher begins to vibrate abnormally; or (b) after striking a foreign object
24. Never cut grass while walking backwards.
25. Stop the engine before pushing mower/slasher across gravel drives, walks or roads
26. Walk, never run
27. Mow across the face of slopes, never up and down. Exercise extreme caution when changing direction on slopes. Do not mow excessively steep slopes
28. Never pick up or carry a mower/slasher when it is operating.

*Prepared by the
National Safety Council
of Australia*

*for the
HIRE & RENTAL
Association of Australia
Queensland Region Inc.*

Safety instructions For Water Jets

1. Do not place hand or any part of the body in front of the spray nozzle and never aim the jet at any person. This machine operates at high pressure which can cause injury.
2. Do not aim the jet towards electrical installations.
3. Do not hoses as pull along cables.
4. Always turn off engine and water when machine is not in use even if only for a short time.
5. For petrol water jet, ensure adequate air circulation and never cover the machine whilst in operation. Only operate machine outdoors. Use electric water jet indoors.
6. Only use high pressure hoses supplied.
7. The water pressure alone is usually effective for most cleaning jobs. However if detergent is required use only that recommended by the Hire Company.
8. Keep the working area clean – clutter invites injuries.
9. When transporting water jet, ensure it is properly secured to prevent damage to any person.
10. Bystanders especially children and animals should not be allowed in an area where a high pressure water jet is in use.
11. Wear adequate protective clothing. Wear sturdy boots with nonslip soles.
12. Never allow any person to use the water jet unless they are competent to do so and have been thoroughly instructed in its safe use and operation.
13. Use of an EARTH LEAKAGE CIRCUIT BREAKER with electric water jets is advised.
14. If using your own electric lead, ensure it is in good condition and 15 Amp capacity.

PROBLEMS	POSSIBLE CAUSES	REMEDY
Machine will not run (petrol)	No fuel	<ul style="list-style-type: none"> • Check fuel tap is on • Check fuel level
	Ignition off	<ul style="list-style-type: none"> • Turn on • Check oil alert
Machine will not run (electric)	No power	<ul style="list-style-type: none"> • Check leads, fuses & plugs etc.
	Motor over load	<ul style="list-style-type: none"> • Push reset button or switch off & back on
Low pressure	Water supply inadequate	<ul style="list-style-type: none"> • Kinked hose • Blocked filter • Check supply for flow/volume
	High pressure nozzle	<ul style="list-style-type: none"> • Blockage in nozzle • Adjust nozzles from low pressure to high pressure
	Air in system	<ul style="list-style-type: none"> • Tighten hose fittings • Close detergent valve or refill detergent tank

Prepared by the
National Safety Council
of Australia

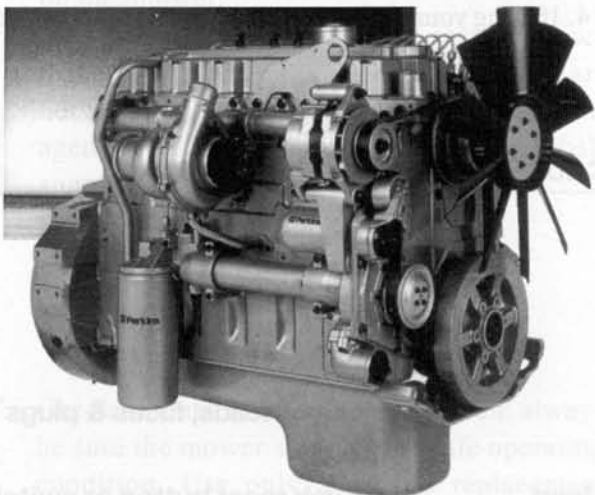
for the
HIRE & RENTAL
Association of Australia
Queensland Region Inc.

Perkins 1300 Series

The Detroit Engine and Turbine Company (Detco), sole Australian Perkins engine distributor, is proud to announce the release of the new Perkins 1300 Series diesel engines.

Comprising a family of 6.7, 7.6 and 8.7 litre turbo-charged and turbo aftercooled variants, the new generation 1300 Series is a range of 4 stroke, liquid cooled, inline 6 cylinder engines with outputs spanning from 134.5 to 223.5 kW (175 to 300 bhp). These new industrial engines follow an extensive study of customers' needs, which showed demand for smaller, lighter packages but with more power.

1300 Series has been developed in conjunction with Navistar of the US and is part of Perkins' philosophy of expanding its product offering by collaborating globally with a variety of world class manufacturers.



The resulting engines are both lower and shorter than the earlier engine and 10 per cent lighter. At the same time they include a variety of new features giving better performance, low emissions and greater reliability and durability.

The heavy duty cylinder block has been completely redesigned to yield a 20 per cent better power-to-weight ratio. There is a uniform cylinder coolant flow with an integral deep skirt, resulting in greater strength.

Similarly the combustion system has been completely redeveloped. A one-piece cast iron cylinder head incorporated helical inlet ports, providing optimised air swirl, matched to the turbocharger or turbocharged aftercooling.

Multi-hole injectors deliver a high pressure spray of atomised fuel in an optimised pattern to ensure both fast and complete burning for high performance, good economy with low emissions. Sac-less nozzles further reduce emissions by avoiding unused fuel being exhausted unburnt as smoke.

Depending on displacement and rating, different Bosch fuel pumps are used and produce nozzle end pressure of between 1000 and 1200 bar.

Pressure balanced aluminium alloy pistons with an armoured top ring groove and a high technology three ring pack gives exceptional oil control.

The pressure differential across the top ring produces a more positive seal against the bottom of the armoured groove and liner bore, giving optimum performance over a long working life.

The lubricating oil system includes thermostatic temperature control for fast warm up while an engine mounted oil cooler maintains oil temperature within the optimum range. Two oil jets per cylinder cool the pistons ensuring prolonged engine life.

The previous 1300 Series was a class leader in low maintenance costs and the new generation engines are even better. Oil drain and filter change periods have been extended by a massive 50 percent from 300 to 450 hours.

Fuel filters and coolant condition changes are at 900 hours and it is a remarkable 3,600 hours before the routine tappet clearance check is required. The premium specifications of the 1300 Series major components contribute to a 20 per cent increase in life to major overhaul.

For the manufacturer, time is also money. Therefore a comprehensive range of build options is available, to facilitate a simple fitment into machine installations. For example, a SAE 1, 2 or 3 housing and a choice of flywheels provide a combination to meet most primary drive requirements. Two turbocharger positions permit simple pipe layouts from either the front or the rear of the engine and a choice of fan positions ensures uncompromised cooling.

More than 13 million Perkins engines have been built since the company was founded in 1932. It is little wonder then that over 600 producers of powered equipment around the world specify Perkins. The new generation 1300 Series engines will for many, provide the power that shapes the future.

Distributed throughout Australia, New Zealand and Papua New Guinea by the Detroit Engine and Turbine Company (Detco), Perkins engines have the valuable support and expertise of 26 Detco branches and over 80 dealer outlets throughout Australia.

For more information on the Perkins 1300 Series diesel engines please contact your nearest Detco branch:

Adelaide	(08) 300 8100
Melbourne	(03) 243 9292
Perth	(09) 273 7777
Sydney	(02) 794 2600
Brisbane	(07) 877 6060
Darwin	(089) 843 155
Launceston	(002) 263 033



**It's
Party Time**

**Let's
Party**

PARTY HIRE INDEX

	Page
Baytex Manufacturing	50
Quins Canvas Goods	52

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 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

The 18 Metre Series ELECTRON is the Flagship of the Baytex Marquee range and features a spectacular 7.5 metre high swoopy roof profile.

Huge interior volume combined with a minimum of interior poles makes this marquee exceptionally versatile and enables even smaller hirers to accommodate very large functions.

Baytex's unique Telescopic Alloy Centre Pole makes this an easy 3 to 4 man set up while the ability to transport such a large marquee on a small truck makes sound economic sense.

Top quality FERRARI fabrics combined with Baytex design and construction in this immensely strong, stable, durable marquee makes the 18 Metre Electron an asset worth having.



BAYTEX MANUFACTURING CO LTD
P.O. Box 2571, Tauranga, N.Z.
PH: 64 0-7-578-8022
FAX: 64 0-7-578-8978



Profile Of Cairns Party Hire

Don Neate was doing quite nicely with Paramount Hire in Sheridan Street Cairns, when his wife Margaret launched out into Party Hire. This is Margaret Neate's story.

I started my business in late 1983, in one room of the General Hire building. *Just a little something to keep the little old lady occupied ... give her something to do when she wasn't working on the counter in the office.* That room incorporated my total stock - 200 chairs, 20 tables, about 200 settings of china and cutler, a few beer glasses and jugs, a carton of wine goblets and one small second-hand 3 pot bain marie. We added a quantity of paper tablecloth rolls and serviettes until the reps found us. A well engineered flow-through cleansing and packaging system occupied one short wall with a small Hobart washer, our major investment. I had heartburn every time I thought of what it cost.

Within 12 months, there was only *hold your breath and walk sideways* room only, and I knew we had to move. When land became available next door, we built what we thought would be not only large enough for years to come, but would enable us to lease out 3 offices on the mezzanine floor to keep the bank happy. Within 6 months, the mezzanine floor was full of stock and we commenced the jigsaw process of creating more space out of nowhere. The mezzanine floor was now a wall to wall fixture with just enough room to forklift the gear up from the main section, with shelves and fixtures climbing up, not only the inside walls but the outside as well.

We survived the Christmas rush with the aid of 2 containers in the yard. Then we ran out of yard! We'd have built a cantilever storey over the Main Roads' yard next door, but we thought they would notice.

It was a case of *if it was needed, we introduced it* Quite often, my staff and I had to fight every step of the way to get what we wanted. Party Hire was a joke for quite some time and the blokes next door couldn't see that we ever did any *real* work. But the figures were fine, we paid our way, and we grew!

Don, my husband, was always on hand, because we have always worked as a team, but very involved with General Hire which was also out-growing its space. Then he blew it! *Of course* he said, looking at the awesome amount of space we thought we had, *you'll have to get a man to manage it!*

Talk about incentive!

Disposable sales blossomed as they were a natural follow on to hire ... and the need for a wider and more comprehensive range has made us the only true Party Shop in Cairns. That is in sales items, not hire. Hire has become a separate business and we now needed greater space to harbour our Party Section. We would have the largest and most comprehensive range of balloons north of Brisbane and support one of the most talented and original balloon designers and decorators in the state.

As we increased our staff levels, we continued to diversify. We have phased out some labour and capital intensive lines and expanded in other directions. Don moved out of the general hire complex - they needed his space - and moved into

2/3 of my office, while I moved sideways. Sometimes I miss working with the public - I'm an ideas person and I enjoyed helping to arrange even small functions, but I love the challenge and find my computer invaluable. We take pride in our displays and I prefer a total concept or theme to grab the attention of passing traffic. We designed ads ... for October "Fun in the Sun", November "Halloween" and Melbourne Cup, and December "Xmas and New Year". We called them our *Watch our Window* ads and people complained if we let the window lapse. They were watching our window!

There are times when you wonder if your enthusiasm is enough to carry you through, but we've all bluffed our way through the first six months or so and suddenly, one day you realise that you've got it all together and you really do know what you are saying ... and the customer thinks so too, because he keeps coming back. That's when you know that you're on your way and you feel that you can do anything. And you can if you think it through, do all your research, get your figures right, smile at your bank manager, and then proceed with caution! Be positive, but not rash. Don't be afraid to take the next logical step and extend your business to cover a gap in your range of equipment, even if most members of the public are not aware that they need that item. Educate them, make them realise that they can't do without it! They'll be amazed at the time and effort you have saved them and will go ahead with any further equipment you add to your range. A grateful customer is a loyal customer. Keeping records is invaluable. Most customers presume that they are your one and only - even if they hire a barbecue once a year. They ring and say blithely, *I'll have the same as last year, love! You've got the name and address there, just deliver it on Saturday. Thanks love!* "Love" says ... *What date was that? and I think we have your name spelt wrongly.* So he spells it out and you're on target. You find his order and assure him that all is well. This doesn't make for super efficiency, but it's a high for customer relations. A meticulous, caring approach, a thorough knowledge of your product, an enthusiasm for your customer's needs and freely given help and suggestions will hold you in your profession until you are desperate to get out of it. The future in party hire is what you want to make it. There is really no end to what you can do if you are young enough, have vision, drive and courage to go on. For ordinary, to put it politely, mature people, like me, the future of your business is only as good as your service.

In June this year, immediately after the highly successful Northern Roundup, we moved into our new premises at 456 Sheridan Street and the larger floorspace and our personally designed layout has been wonderful. Unfortunately, we are filling it up much too quickly. The signwriting stands out and we are certainly visible ... no one asks *but where are you??* We even had people ask if we were a new business in town. This shows that position is good but visibility is a **must**.

Meanwhile, an extended holiday would be sheer heaven.

Elaine Cronin

Queensland Hire Association

Computer Designed Marquees

With the trend towards increased Government regulation in the hire industry it is becoming increasingly important for all marquee manufacturers to develop a design system which will allow their marquees to be used in public places.

With this in mind Quins are developing a computer aided design system which will ensure that every marquee leaving the factory with certification included.

This system allows for marquees of any shape and design to be manufactured quickly and easily, thus accommodating the most recent trends in the hire industry.

The marquee client of the future will not be so content to accept a standard design but will be looking for the unusual and eye-catching such as domes, hypars and pagodas.

With this commitment to design excellence Quins can offer a complete service to the forward thinking marquee hirer.



At Quins, we manufacture to your specific requirements.

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

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Mobile: 018 847 228

Honda Diesel Pump

Australian Pump Industries heavy duty fast fill 4" pump is now available with Honda diesel engine. The pump is suitable for construction site dewatering and water transfer applications, however, its main application lies in the fast filling of water tankers for fire fighting or road works.

Called the "Aussie Quick Prime" model QP402 HD the pump is capable of heads of up to 30m and flows of 1800 litres/minute.

It features computer designed internal hydraulics to ensure fast self-priming, first time, every time!

The move to Honda diesel engine is a response to a requirement in the market for Honda diesel power in pumps of this type in government and local government applications. The 8hp Honda has excellent torque characteristics and is available both in electric and recoil start.

This product is available from Australian Pump Industries or Aussie Pump dealers and distributors throughout Australia.



Honda diesel provides loads of power to 4" Aussie pump

For further information contact:

Paul Tisdale at Pump Industries

Phone: (02) 655 1541, Fax: (02) 655 1689

**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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Tel. (03) 793 1892

QLD 754 Beaudesert Road
Coopers Plains 4108
Tel. (07) 275 1388

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

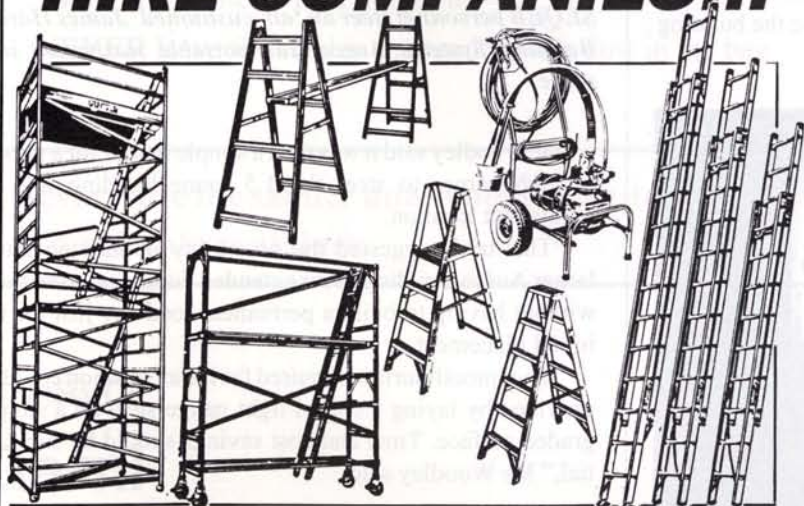
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ATTENTION HIRE COMPANIES...

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PARTICIPATE IN THE RESURGENCE IN
THE BUILDING ACTIVITY IN AUSTRALIA?**

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IN YOUR STATE AS OLDFIELDS CAN
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Bigger Branch For The Biggest State

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

Flextool (Aust.) has been established in Perth since 1967. The branch had humble beginnings 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 also did 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 at Tate Street in Bentley overcame this problem.

With the appointment of Peter Moynihan as manager in

1987 further growth has been achieved. Peter has a depth of trade and industry experience having worked at a supervisory level on sites from cities to outback mining camps. In January of this year the branch expanded into 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 is rare to find an item in the extensive Flextool WA range that cannot be supplied ex stock off-the-shelf.

Peter is a keen golfer and has been instrumental in organising golf days 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.

Ausco Hovers Home

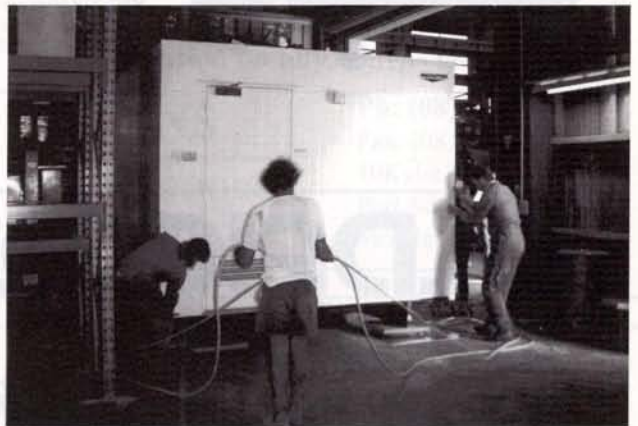
In a trial of a method which could save large sums on future in-field operations an Ausco toilet/washroom facility was recently 'hovered' into position at a Brisbane power supply depot.

South East Queensland Electricity Board building development construction supervisor Mick Woodley said the mini-hovercraft system had already proved worthwhile for moving transformers into awkward and confined locations.

The 3m square fully-fitted Ausco building made by James Hardie Building Systems was raised about 5cm by forklift for its placement in a spare parts storage centre. Four 'Aero Go' hover pads were inserted under each corner of the Ausco building. Compressed air hoses from a portable control unit were attached to each pad to raise the building on four air cushions.



James Hardie Building Systems Ausco transportable washroom 'hovers' into position at SEQEB in Brisbane



SEQEB personnel steer an 'air-cushioned' James Hardie Building Systems Ausco transportable washroom into place

Mr Woodley said it was then a simple matter for a person at each corner to steer the 1.5 tonne building into its permanent location.

"This trial suggested the possibility of moving much larger Ausco Buildings over extended distances in the field, without having to build a permanent roadway just for the initial placement.

"The smooth surface required for the air cushion could be provided by laying a coil of light gauge steel on a simply graded surface. Time and cost savings should be substantial," Mr Woodley said.

FURTHER INFORMATION:

Don Stevens - general manager
Ausco Buildings (07) 864 7800

POWERCLEAN

Floor Sander & Edger Safety Tips

It has been brought to our attention by one hire company that there was an incident of sawdust in a floorsander bag igniting. This can be avoided by following some good housekeeping of the equipment and informing the hirer of the simple operating and safety instructions that are in the **HIRETECH OPERATION MANUAL** - an extract is listed below:

FOR THE HIRE COMPANY

1. Clean any dust from inside the unit by blowing out. This will stop a build-up and reduce arcing in humid conditions.
2. Ensure the unit has the correct bag fitted, these are easily identified - all **Hiretech** bags are either red or grey, are branded Hiretech and have a **MAXIMUM** fill line. Home made bags can be dangerous as they do not allow the air to pass through and can cause back pressure and a build up of dust. If you are not sure of the origin of your bag, please contact Parts Department on **07 275 1388**.

FOR THE HIRER

1. When the dust in the bag reaches **MAXIMUM** line, stop sanding. Switch off unit and disconnect the power cable from the power supply. Remove the bag and dispose of the dust in a suitable container.
2. **NEVER** re-use paper bags
NEVER dispose of dust into a fire
NEVER leave the sander unattended with dust in the bag

Never leave the sander unattended with dust in the bag. Always dispose of the dust in a suitable container.

Courtesy Of:

Gerni

VIKING POWERCLEAN PTY LTD, 754 Beaudesert Road, Coopers Plains, Qld
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FAX: (02) 519 9936

High Pressure 'Go' With 'Total Stop' Safety

Pacific Pump Company has just released a new dimension of hot and cold blasters called the Pacific TK Series.

The range of the 3 horsepower single phase cleaners includes: 15 psi cleaner producing 12 litres per minute (L/m), 5.5 horsepower producing 2150 psi at 15 L/m and there is also a 7.5 horsepower 3 phase cleaner producing 3000 psi also at 15 L/m. All three machines can produce steam at 120 degrees celsius.

One of the features of the Pacific TK Series is what Pacific Pump Company calls the 'Total Stop' safety system. This means that once the cleaner is in use the unit will completely cut out within 21 seconds when the operator releases the trigger.

This 'Total Stop' feature protects the high pressure pump and user when the diesel fuel is critically low, thus saving the life of the pump.

Through their experience in hot and cold blaster over the last 10 years, Pacific Pump Company has found that most failures with hot and steam units, occur due to operators leaving the machine running in the by-pass mode for too long or running the burner system with very low diesel fuel.

All three units are competitively priced and have already had a tremendous response from different sections of the marketplace.

If further information is required on the TK Series of blasters, please do not hesitate to contact Heather



Woods on (02) 841 9340 or Pacific Pump Company branches in each state, for details on your local Pacific Pump dealer.

What's In A Name?

One of the most recognisable and popular items in a hire yard must surely be the Model 212 pump from Flextool. The versatility of the pump is well known and almost legendary, but where did the "212" identity come from?

The design of the pump was conceived in pre-metric days, which some may remember was 1966. In those days, when temperature was measured in degrees on the *Fahrenheit* temperature scale, 212 was known as the boiling point of water.

Although the new pump had an affinity with water and brought it to a head it certainly did not bring it to the boil!

Finding a name for a new pump was harder than finding a name for a new child, nothing seemed to fit the bill. The only choice remaining was to assign a

model number and this proved to be more straightforward.

The diameter of the pump discharge outlet was two inches, hence the "2". The performance target for the pump was twelve thousand gallons per hour, hence the "12". So the model "212" pump was born.

Performance testing of the original design proved that the pump was more than capable of meeting its design target of 12,000 gallons per hour.

Since then the distinctive external shape of the pump has remained unchanged. However, internally the Model 212 has been subject to many design changes which have resulted in improved performance and life. In today's metric units the "212" is capable of moving 63,000 litres per hour, which is 15 per cent more than 12,000 gallons.

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*.



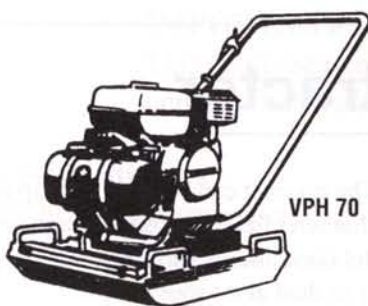
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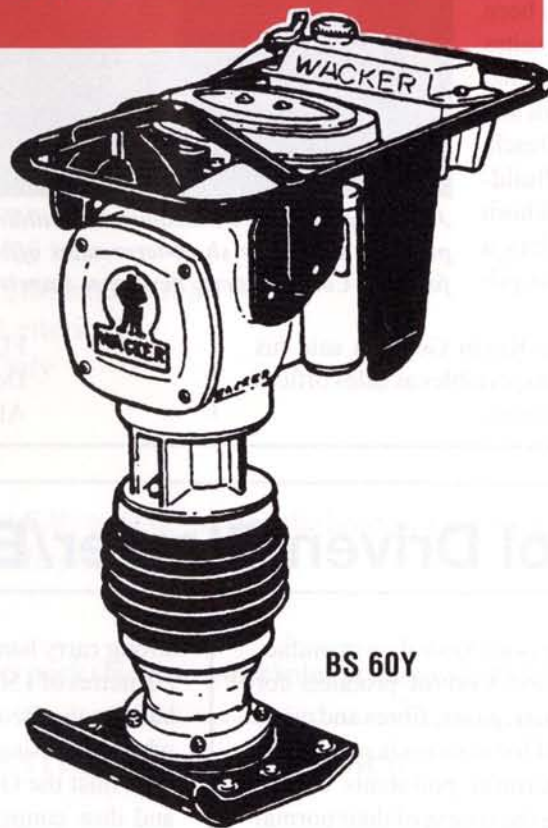
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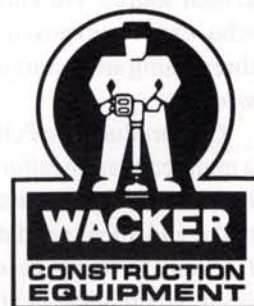
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Nothing works harder

Ausco Buildings For Prestige Developer's Sales Suites

Three transportable Ausco Buildings are being used as prestigious temporary sales offices by a prominent Gold Coast property developer.

One building features plaster board inner walls, curtain drape ceilings, particle board partitions and sandstone and tile floors.

It will be the sales office for about 10 months for Rapcivic Pty Ltd's three tower Moroccan residential and commercial unit development in the heart of Surfers Paradise.

Ausco Buildings have also been fitted out as sales and display suites at Rapcivic's Excelsior residential development at Burleigh Heads and Magic Mountain at Nobbys Beach.

The 9.6 x 6 metre Ausco Building at The Moroccan on Elkhorn Avenue, Surfers Paradise has a fibreglass roof and fibreglass pillars at the entrance.

Rapcivic project manager Kevin Gogolka said his company had used Ausco transportables as sales offices and display centres for some time.



James Hardie Ausco transportable building provides a prestige short-term sales office for Gold Coast property developer Rapcivic

"We rent them from James Hardie Building Systems and relocate them to new sites as each development is sold out," Mr Gogolka said.

"For a prestige development such as The Moroccan it is imperative that a quality product is presented to the public from the start and throughout the development stages.

"The Ausco Buildings can be installed and relocated with a minimum of effort and site disruption.

"The architectural elements such as the facade, false roof and portico entrance can be prefabricated and simply fixed to the rugged Ausco base.

"With attractive landscaping we achieve exactly what we need for just as long as it is required," Mr Gogolka said.

FURTHER INFORMATION:
Don Stevens - general manager
Allsco Buildings (07) 864 7800

Petrol Driven Blower/Extractor

Ozone Manufacturing is an Australian manufacturer of Air Pollution Control products for removing fumes, dusts, gases, fibres and mists at their source. They are ideal for workers in rural areas who can be exposed to harmful pollutants or life threatening situations during the course of their normal work.

One product, the Petrol Driven Blower/Extractor has a number of applications for the man on the land. These include confined space ventilation for when entering tanks and silos; welding fume extraction and dust extraction. In many cases on the land, these problems occur where there is no normal electricity supply.

The Ozone Petrol Driven Blower operates for up to eight hours on one tank of unleaded or leaded fuel. It weighs under 20 Kg and is easy to carry thanks to its

strong carry handle. The product can be used with up to 20 metres of 150mm diameter flexible hose. A magnetic base on the Ozone inlet cone allows simple positioning when extracting fume or dust at its source.

Whilst the O. H. & S. regulations governing fume and dust control are well understood, the regulations governing safe work in a confined space are probably less well known. Australian Standard AS2865 "Safe working in a Confined Space" stipulates that when a person enters a confined space such as a silo or tank without wearing a supplied-air respiratory device, then the area must be ventilated to establish and maintain a safe working environment.

Like all Ozone products the Petrol Driven Blower/Extractor is made in Australia and distributed Australia wide.

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

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- 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**
This equipment may lawfully only be used by the holder of a certificate of competency issued under "Construction Safety Act". (50c each)

Cost of Stickers

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

STICKERS ORDER FORM

STICKERS REQUIRED/AMOUNT:.....

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

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

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

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LIST OF INSTRUCTION SHEETS

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WALLPAPER STEAMER - STRIPPER
STEAM TEAM STEAM STRIPPER MODEL HTW-5
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DISC GRINDERS
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PNEUMATIC NAILER
GAS WELDING & CUTTING (OXY - RITS)

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

NAME OF COMPANY:.....

CONTACT NAME:.....

MAILING ADDRESS:.....

PHONE NUMBER:.....

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

P O BOX 523
NEWPORT BEACH NSW 2106

PH: 979 5039
Fax: 979 5108

Safety Check Tags for Hire Equipement

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

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

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

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

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

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

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

SAFETY CHECK TAGS ORDER FORM

FROM: (Company Name) PHONE:

COMPANY MAILING ADDRESS:

COLOURS REQUIRED & NUMBER OF EACH:

.....REDBLUEORANGE
.....GREENWHITEYELLOW

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

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Name	Page	Name	Page
All Access Applications	28	Jaden Mini Loaders	B/Cover
Australian Pump Industries	37	Mole Engineering	F/Cover, 6
Baytex Manufacturing	50	Oamps	4
Cormack Group	16	Quins Canvas Goods	52
Flextool	26	Sewer Equipment Co.	38
Gold Coast Hire	25	Trilogy	I/S/F/Cover
Hatz	29	U.Haul Trailers	36

New Mid-Size Dedicated Container Handler Launched in Australasia & The Far East

Hyster has introduced a new dedicated container handler for the handling of full and half height containers. A spokesman for Hyster stated that the company believes its new series of 28 to 32 tonne lift trucks sets a new standard in lifting capacity amongst mid-size container trucks.

Called the H28.00-32.00F-16CH series, these trucks are equipped with a dedicated carriage of Hyster's own design resulting in an increase in the net lifting capacity of these units. For example, the net capacity of a H32.00F-

16CH with the Hyster 20-40 dedicated telescopic container spreader is 30,500kg, a possible 6,000 kg advantage over conventional high fork-mounted spreader models. Another feature is a 5 to 7% reduction of the laden front axle loading, a direct result of the reduced lost load distance combined with the lighter weight dedicated carriage.

Want to know more? Contact Andrew Dickson, Hyster Australia Pty Ltd on (02) 772 3277 or your local authorised Hyster dealer throughout Australasia and the Far East.

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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And Blower-Vacs too!

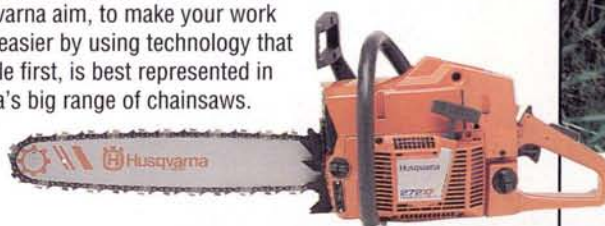
The combined blower and vacuum action of the 132HBV or the lighter 122HB blower only, allows you a choice to get the right product for the right clean-up job.

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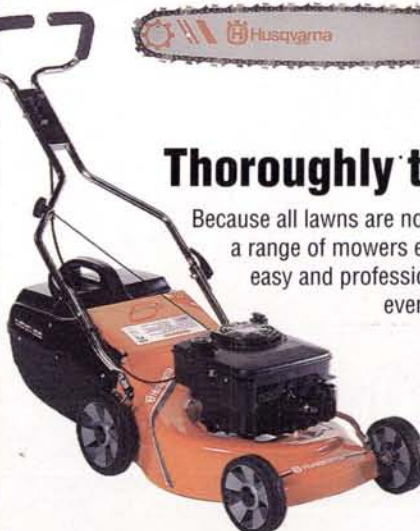


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