

# **HIRE and RENTAL** **Industry Quarterly**

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

FEBRUARY 1995



**HITACHI POWER TOOLS**

**COVER STORY PAGE 13**





MAKING  
**TRACS**

THE COMPLETE HIRE SYSTEM



**TRILOGY**  
BUSINESS  
SYSTEMS

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## PRESIDENT'S REPORT



**RICHARD CROMMELIN PRESIDENT**

*By the time you read this we will be in the New Year.*

*I hope that you and your families had a safe and Happy Christmas and that everybody is now well focussed on making 1995 a prosperous year.*

*I think the industry has a number of challengers to address itself to this year and in the coming years.*

*There are the economic challenges of servicing our customers better, of keeping up to date with the latest equipment and of providing better advice and safety instructions.*

*We also as an industry need to promote ourselves better, to continually push the benefits of hiring, and to look for opportunities to increase our value to our customers.*

*But there is also the necessity to increase our membership base, For the State and National Association to show value to their membership and for us to become a more cohesive group and more representative of our industry.*

*All of us should be actively promoting our membership of the Association and encouraging all hirers to join. More members gives us additional funds to provide services, and also provides a greater unity in the industry.*

*Your National Committee, as I have mentioned before, is working now towards providing some National impetus on training of staff and also of keeping members via their state associations, up to date on safety issues, duty of care, and proper written instructions on the safe and proper use of each item of equipment.*

*We are also working now to provide a magazine to be increasingly relevant to the industry and to provide a forum for a wide range of issues to be effectively communicated to our members for the benefit of their business.*

*As with the Training and Safety Committee, representatives will be appointed in each state to ensure that we report on as wide a range of views and issues as we can. The National Committee, in conjunction with the relevant states are also addressing the issue of attendance at the National Convention. To get only around 20% of our membership to our Annual Convention is a concern. More support is needed from the members in contributing their time to this event. Those that haven't been before, or not for a while, speak to those that go.*

*Sure there's a cost, both in money and time. But the benefit of the interaction and advice and education far outweigh the cost.*

*Put it in your diary now. Support us in Adelaide on the 26th - 30th August for our National Convention and support your local association with some time and input into its future direction.*

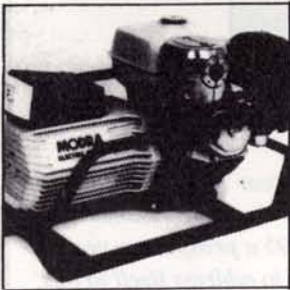
*All the best*

*Richard Crommelin*



# HIRE and RENTAL

## Industry Quarterly



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# Official Journal of the Hire and Rental Association of Australia

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## **TYPESET AND LAYOUT**

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Rose Bay, NSW 2029



# Try telling your kids you have to sell your home.

*It's frightening.*

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

And everything you own.

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

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

But it does.

A client, visitor or employee might slip and fall.

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

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

Even if it isn't your fault.

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

We know your business and we know your industry.

And that means we know what cover you need  
so that you never have to tell your kids the news.

Free advice and quotation.

## **HIRE AND RENTAL**

### **INSURANCE BROKERAGE**

Formerly HARIB



N I B A

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## Precision Hydros Now Available

One of the USA's leading manufacturers and suppliers of hydrostatic transmissions and spare parts for mobile applications has chosen Australia as its base for servicing the emerging nations of SE Asia and the South Pacific.

The company, Precision Hydrostatics, has its head office in Memphis Tennessee where it is well positioned to service the US market's enormous agricultural and construction mobile machinery markets.

Precision Hydrostatic transmissions are used in mobile machinery to transfer power from the diesel engine to the drive wheels without traditional mechanical gearboxes or powershift transmissions. The hydrostatic drive utilises a flow of oil through flexible hoses to transmit power through one smooth, positive control function.

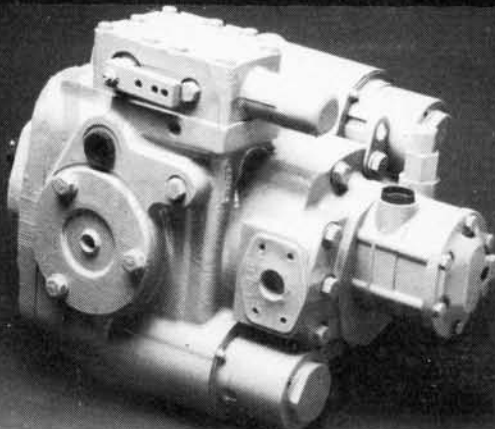
The transmission is controlled by a simple single lever operation and offers infinitely variable speed control right through the power range.

Precision Hydrostatic transmission pumps and motors are widely used both by original equipment manufacturers and as replacements for Sauer Sundstrand, Rexroth, Eaton or Dynapower transmissions. They are popular in the USA because of their rugged and reliable construction, uncompromising quality standards and cost effective prices.

New transmissions come with a four year warranty that sets new standards in the industry while re-manufactured drives have a three year guarantee.

A spokesman for Precision Hydrostatics Asia Pacific, Mr Paul Tisdale, said "We've had tremendous success in SE Asia over the last year and a half. By introducing Precision products to Australian users we'll be introducing them to not only exceptionally high quality products but prices which will set a standard of value for money in

### Precision Hydrostatics Now in Australia



- Interchangeable with Sauer Sundstrand, Daikin ●
- North American quality ● Low spares prices ● 4 year
- warranty on new... 3 year warranty on Topline
- remanufactured transmissions ● Available in Vibromax,
- Dynapac, I.R., Bomag roller configurations
- (Rexroth, Eaton, Dynapower spares and units also available)

### Precision Hydrostatics Asia Pacific

(A DIVISION OF AUSTRALIAN PUMP INDUSTRIES)  
Phone (02) 655 1541 Fax (02) 655 1689

the industry that has not been available in the past."

Further information, including free comprehensive catalogues and price lists are available from Precision Hydrostatics Asia Pacific, telephone (02) 655 1541 or facsimile (02) 655 1689.

## Vale Bob Grasse

On January 2nd 1995, well known rentleman Bob Grasse passed away in California.

Bob was well known to many Australians whom along with his sister Peggy and brother Bill ran Acme Rents in California and over many years was visited by very many Australians before selling the business to Ira Mendelsohn in 1986, in fact Bob was President of the Company from 1947 to 1986.

Bob was 76 year old on his death and is survived by his wife Ada, with whom he would have celebrated his 50th. Wedding Anniversary during 1995, along with brothers Bob and Don and sister Peggy.

Bob took over the business of Acme from his Father Palmer Grasse, who at over 90 only died in recent years. Acme was one of the forerunners of the rental industry in the US., commencing well before the war.

Bob loved the game of golf and since retiring from Acme spent a lot of time with his many golfing buddies at the Chevy Chase Country Club in Glendale, not far from the original Acme branch.

Bob will be missed by many, but his help to Australians will still be carried on by his well known brother Bill, who still today writes the "Rent- Topics" column in the R.E.R. Magazine.



# Hire & Rental Association of Australia National Conference and Exhibition 26 - 30 August 1995 Adelaide Convention Centre

Now **IS** the right time  
come and find out why

## PROVISIONAL PROGRAMME

(\*denotes Accompanying Persons Tour)

### Saturday 26 August

9.00am- 2.00pm	Tandem Skydiving
11.00am - 6.00pm	Southern Vales Tour

### Sunday 27 August

10.00am- 6.00pm	Barossa Valley Gourmet Food and Wine Tour
6.00pm - 7.30pm	Cocktail Party
8.00pm- 12.00am	Murder Mystery Evening

### Monday 28 August

8.45am- 9.00am	Opening Address
9.00am- 10.00am	Keynote Speaker
10.00am- 10.15am	Morning Tea
10.15am - 12.15pm	Business Session
12.15pm - 1.45pm	Lunch with Speaker
1.45pm	Official Opening of Exhibition
2.00pm - 5.00pm	Wholesale Shopping Tour*
3.00pm- 3.30pm	Afternoon Tea
3.30pm - 5.30pm	Party Hire Session
6.30pm - 8.30pm	Happy Hour
8.30pm	Casino Evening

### Tuesday 29 August

7.30am- 8.45am	Early Morning Walk
9.00am- 2.00pm	Exhibition
10.30am- 11.00am	Morning Tea

12.00pm- 3.00pm	Meet The Creators Tour*
12.00pm- 3.00pm	Secrets & Surprises of the Adelaide Hills Tour*
1.00pm- 2.00pm	Lunch amongst Exhibition
2.00pm	Exhibition Close
2.00pm- 3.00pm	Business Session
3.00pm - 3.30pm	Afternoon Tea
3.30pm - 4.30pm	Business Session
7.00pm- 12.00am	Grand Ball

### Wednesday 30 August

11.00am- 2.00pm	Equipment Demonstrations
-----------------	--------------------------

## HIGHLIGHTS OF THE ADELAIDE CONFERENCE!

### Equipment Demonstration

This year will feature an Equipment Demonstration at Dry Creek, where exhibitors will have the opportunity to show various pieces of equipment in action. Three different areas will be available to exhibitors:

- Bitumen: Display area
- Earth: Area for digging and grading
- Rock & Concrete: Area can be used for demonstrating rock drills, concrete breakers and various other types of equipment

Please note, that the Equipment Demonstrations will only be available to companies exhibiting during the Convention. More information in the exhibition pack!

All business sessions have been programmed out of exhibition times, with all lunches, morning teas and afternoon teas held amongst the exhibition to maximise delegate attendance.

### Attention Party Hirers!

This year there will be a session devoted entirely to Party Hire. We want to know what you want during this session. Fill in the Expression of Interest Form and send it to the Conference Secretariat along with any ideas you've got, and we'll try to tailor the session to suit you!

### Social Programme

This year's social events are varied to suit everybody. For those a bit more adventurous, why not try Tandem Skydiving? Or for something a little less dangerous, take a trip to either the Southern Vales or Barossa Valley, two of South Australia's most popular wine regions. No matter what your taste, you won't want to miss the Grand Ball on Tuesday night. Jazz, soul and endless fun will have you swinging through the night!



GENERAL INFORMATION

Dates: 26 - 30 August 1995
Venue: This years convention will be held at the Adelaide Convention Centre.
Accommodation: Accommodation is available at the beautiful Hyatt Regency at special conference rates of \$160 per night. For something a little less expensive, the Grosvenor Hotel is also offering delegates special rates.
Speakers: The speakers at this years Convention have been chosen to entertain, highlight prominent issues in the Hire Industry, motivate, and give practical advice for improving your business.
Accompanying Persons: All of the tours have been programmed around the convention sessions, so you can attend them without worrying about missing a tour!

EXPRESSION OF INTEREST

I am interested in receiving further information regarding the Hire & Rental Association National Convention and Exhibition to be held in Adelaide 26 - 30 August.

Please send me information regarding: [ ] Registration [ ] Exhibition

Name: \_\_\_\_\_

Position: \_\_\_\_\_ Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode \_\_\_\_\_

Telephone: \_\_\_\_\_ Facsimile: \_\_\_\_\_

[ ] YES! I am interested in attending the Party Hire Session

My ideas for the Party Hire Session are: \_\_\_\_\_

Please forward completed form to The Secretariat, Hire & Rental Association National Convention and Exhibition, c/- ICMS, PO Box 8102, Hindley St, Adelaide, SA, 5000



# GIVE YOUR NEXT COMPACTION JOB A GOOD THUMPING!

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

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

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

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

#### Specification Comparison

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

GIVE IT A "THUMP" WITH

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& CO. LTD.

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## New Tex Pe Breakers From Atlas Copco

Atlas Copco- the pioneers of ergonomically designed construction tools – have done it again.

After the equivalent of five years field testing Atlas Copco are introducing a new range of pneumatic paving breakers- the TEX PE series. The units-TEX 19,23,28,33 and 40 - offer many benefits to boost productivity. Greater reliability is assured because problem areas common to most breakers have been reduced to a minimum, indicated by:

- making the backhead an integral part of the cylinder, permitting the fronthead to be mounted using a single transversely mounted bolt, thus eliminating side bolts, which could be sheared off.
- a longer piston head, providing better guidance and wear characteristics.

- four - instead of two - exhaust ports to distribute expanding air, virtually eliminating the risk of freezing.

While the above design elements enhance productivity, the new TEX PE series major benefit is directed at operator health and comfort. The five models in the range incorporate Atlas Copco's Hand and Arm Protection System (HAPS) to limit harmful machine vibration.

The new range will be distributed throughout Australia by Kango Construction Tools.

All enquiries

Kango Construction Tools

3 Bessemer St., Blacktown 2148

Tel: (02) 622 4444

Fax: (02) 622 2098

## New Breaker Is A 'Big Hit' for Kennards Hire

Kennards Hire have recently taken delivery of over 30 FB60 Petrol Breakers from Kango Construction Tools.

The FB60, manufactured and designed by Atlas Copco Sweden is considered the most powerful petrol breaker in the world.

Success with the FB60 in the American and New

Zealand Hire Markets supported Kennards decision to add the product to their fleet.

Mark Zimmer, Equipment Manager for Kennards Hire states, "The FB60 has been well received by our customers since it's introduction in October 94. The FB60 comes into its own on small to medium jobs, where its portability makes it an ideal alternative to a compressor package".

In some instances where an electric breaker is not powerful enough or electricity is not available the FB60 once again fills the void.

"The FB60 Breaker does not replace our air or electric breakers, but simply complements our existing fleet of demolition equipment" states Mr Zimmer.

The ergonomically designed FB60 incorporates the latest technology and is simple to use, making it an attractive tool for both the Contractor and home handyman.

"We will continually evaluate and add new products to our fleet as they come on to the market" states Mr Zimmer. It is all part of our commitment to our customers to 'make their job easy' by providing the latest and best equipment for hire.



Ray Nicholls (Left), National Sales Manager, Kango Construction Tools, handing over the latest delivery of Atlas Copco's FB60 to Mark Zimmer, Equipment Manager, Kennards Hire.



# REAL BITE !



Every professional knows you can't beat Kango hammers when it comes to breaking and demolition.

And the same is true when it comes to drilling.

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

Hammers are our business and we build them tough, rugged and reliable.

So whether your breaking or drilling, make sure you get the power of Kango working for you.

And do a good job - better.

## KANGO®

**TOUGHNESS HAS NO SUBSTITUTE<sup>SM</sup>**

KANGO CONSTRUCTION TOOLS AUSTRALIA  
A.C.N. 000 086 708  
an operating unit of Atlas Copco Australia Pty Limited  
3, Bessemer Street  
Blacktown NSW 2148 Australia  
Fax: (0)2-622 2129 Phone: (0)2-831 1611

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ASSOCIATION  
WHICH IS  
SUPPORTING  
YOUR  
INDUSTRY***

***JOIN THE  
HIRE &  
RENTAL  
ASSOCIATION  
TODAY!***

**You can join your  
state body of the Hire  
& Rental Association  
today by contacting  
the Secretary in your  
state:**

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*Jenny Lohri*

*Tel: (02) 979 5039*

*Fax: (02) 979 5108*

**VICTORIA**

*Lois Ziebell*

*Tel: (03) 720 1835*

*Fax: (03) 729 7936*

**QUEENSLAND**

*Elaine Cronin*

*Tel: (07) 355 1481*

*Fax: (07) 355 0090*

**SOUTH AUSTRALIA**

*Tim Mee*

*Tel: (08) 373 1422*

*Fax: (08) 272 9662*

**WESTERN AUSTRALIA**

*Melissa Coles*

*Tel: (09) 310 9345*

*Fax: (09) 310 9344*

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

## Cover Story

# Hitachi's Release New H 65SA Demolition Hammer

**R**eaders would be very aware of the popularity of the Hitachi Breaker model PH65A. Hitachi has "improved upon success", with the release of the H65SA! The new Hammer is now Grease packed to extend the tool life even further! Steels are interchangeable with the old model, and the new tool retainer assembly is more rugged and durable. The anti-vibration handle is designed to reduce operator fatigue and "to get the job done", with minimum

downtime. Hitachi has incorporated a triple dustproof design to reduce the incidents of dirt entering the hammer assembly, thus extending its life between service/overalls.

Next time you contemplate a new Breaker, look for the green coloured! It boasts a construction strength 1500 Watt motor, bonus steel point, maintenance tools and comes complete with its steel carry case.

## Hitachi's Random Orbital Sander

**H**itachi have also released a new random orbital sander to the Australian Market. Details of this new tool which forms part of the Hitachi Taskmaster range of light industrial tools, are shown below:

<b>Brand:</b>	<b>Hitachi</b>
<b>Model:</b>	<b>FSV13Y</b>
<b>Pad Size:</b>	<b>125MM</b>
<b>Pad Type:</b>	<b>Velgrip</b>
<b>Orbit Diameter:</b>	<b>5 MM</b>
<b>Watts:</b>	<b>270</b>
<b>Variable Speed:</b>	<b>6500-11000 R.P.M.</b>
<b>Weight:</b>	<b>1.7Kg</b>
<b>Standard Accessories:</b>	<b>Abrasive Paper, Dust Bag, Front Handle.</b>

Application of this efficient sanding tool include, roughing or fine finishing of metal and timber surfaces, and paint and rust removal.

The powerful 270 Watt safety double insulated motor is equipped with variable speed control for maximum versatility of surface finishing. Dust is directed through the base and collected in the dust bag. The "one touch" front handle is easily removed for corner and "wall to wall" sanding. The Velgrip method of abrasive paper attachment ensures secure paper holding and transmission of maximum random orbital action from motor to material surface.

Hitachi have retained the industrial model SAY150A random orbital sander for heavy duty, continuous trade use.

**HITACHI**  
**POWER TOOLS**

**HEAD OFFICE:** (03) 555 8722

**NSW:** (02) 668 3088

**VIC:** (03) 555 8722

**QLD:** (07) 2601344

**S.A.:** (08) 347 1234

**W.A.:** (09) 277 9855

**TAS:** (002) 72 5651



## Honda Blaster

**A**ustralian Pump Industries have released a heavy duty high pressure water blaster powered by a 1 3hp Honda engine. Called the Maxi Blue BB45 the new cleaner is the largest model in the "Big Blue" Aussie Clean range.

The machine develops a maximum effective working pressure of 325 bar (4750psi) when fitted with the

Aussie Clean heavy duty Turbokiller turbo nozzle. This heavy duty hitting power combined with 18 litres/minute flow makes the Maxi Blue suitable for even the toughest high pressure water blaster applications. A spokesman for the company said "To achieve the maximum results for heavy duty blaster applications we chose a 200bar Cat model 4SF pump with direct drive from the 1 3hp model GX390 Honda engine. The result is a water blaster that's suitable for graffiti removal, sand blasting, brick cleaning or big machinery wash down."

The BB45 is supplied with 10m of heavy duty double wire braid high pressure hose, a severe service Arrowline gun with both high and low pressure lances and a thermal dump valve that prevents the pump from overheating when the unit is placed on bypass for excessive periods.

The whole unit is enclosed in a robust frame, mounted on four pneumatic tyres.

Further information on the Maxi Blue BB45 Aussie Clean blaster is available from Australian Pump Industries Distributors throughout Australia.



*Maxi Blue Heavy Duty Blaster utilises Honda 13HP Engine*

## Honda doubles power equipment engine warranty.

**I**n a concrete demonstration of faith in its own products, Honda MPE has entered the new year with the doubling of the engine warranty on its entire power equipment range.

The warranty, now a full two years, covers all general purpose engines imported or distributed by Honda MPE, and its effective immediately.

And as an additional show of confidence, the new warranty will extend to all frame components of genuine Honda Generator units.

"The doubling of Honda's warranty demonstrates our belief in the strength and reliability of our product," says Honda MPE Marketing Supervisor, Margaret Buse.

"Honda produces a wide range of general purpose engines and equipment that meet a vast array of challenges. This new, extended warranty should give customers even more faith in the Honda range of quality products"

At present, Honda produces 8 models of horizontal

and 5 models of vertical shaft engines with a combined total of 70 shaft variations. V-twins and diesel general purpose engines ranging from 2.2 to a gutsy 24 horsepower complete a fine range of quality engines.

Nine models of generators range in size from the hand-held EX350 which produces a useful 350 watts, through to the EX5500, a fully enclosed, silent generator that produces 5500watts of power.

The Honda Power Equipment range also includes tillers, pumps and the top quality Australian built "Buffalo" lawnmowers, with the latest addition to the line being the versatile HP400 Power Carrier.

Terms of the engine warranty differ depending on the application. If you require more information call or phone one of the 300 Honda Power Equipment dealers located throughout Australia.

Or for further information contact:

Head Office

Tel: (03) 270 1111



# There are some pretty powerful reasons why Honda is the world's largest engine manufacturer.

No other engine manufacturer on earth has a history of innovation and development like Honda, and no other manufacturer can point to such outstanding product excellence.

Honda stationary engines meet and exceed the needs of engine users around the world with an unmatched range of engine types, sizes, configurations and outputs all with a legendary reputation for reliability, fuel efficiency, quietness and ease of starting.

In fact, power equipment manufacturers world wide who are concerned with their own product reputations know that they can always rely on Honda's reputation for quality.

Why specify a Honda engine? For decades Honda have competed in, and dominated most

forms of popular motor sport simply because they found that the challenges of racing are the same as

those found in everyday engine applications; those of matching stress and performance with reliability and economy.

From this racing heritage Honda has developed an unmatched reputation for design innovation and technical excellence. And everything learned from Formula One cars right through to Grand Prix and Endurance

motorcycle racing eventually ends up in the Honda engine you specify for your particular task, whatever it may be.

When you want the best, choose Honda, simply because Honda is not prepared to compromise quality for anything or anyone - ever!



#### HORIZONTAL SHAFT ENGINES

8 models of single cylinder horizontal shaft engine from 2.2 to 13 hp with over 50 combined shaft variations.



#### VERTICAL SHAFT ENGINES

5 models of single cylinder vertical shaft engine from 4 to 13 hp with over 20 combined shaft variations.



#### DIRECT INJECTION DIESELS

2 models of direct injection diesel in 7 and 9 hp output with over 10 combined shaft variations.



#### V TWIN ENGINES

2 models of 90° low vibration V twin engine with 18 and 20 hp outputs and a wide range of shaft variations.

#### A large range to choose from

Honda's Stationary Engine range has pioneered new, compact, quiet and ultra efficient designs for every application ranging from our 2.2 Hp G100K1 to our 20 Hp V twin. In all 17 engines in an amazing range of drives to meet the demanding needs of power equipment users and manufacturers the world over.

#### Every engine comes with a built-in extra

That's Honda's reputation for reliability and value for money! Honda has set the industry standards with legendary reliability, lower noise levels, easy start auto-decompression systems, and outstanding fuel economy levels.

#### Cleaner engines

Honda general purpose engines are the first to meet the demanding California Air Resources Board's new, stricter emission standards for small engines almost a full year ahead of the January, 1994 deadline.

#### Auto decompression

Starting is a whole lot less effort thanks to the simple but effective Honda designed automatic, mechanical decompression system.

#### Electronic Ignition

Pointless electronic ignition ensures highly reliable starting and virtually no maintenance.

#### Oil Alert

A simple system which ensures that unattended engines cannot damage themselves if oil gets low.

#### Low noise and low vibration.

Honda's unique inclined cylinder design allows a lower centre of gravity which provides for better

balance and less vibration. Also helping to minimize noise and vibration are a highly efficient muffler, a noise suppressor equipped spark plug and helical cut camshaft drive gears.

#### Stable Power Output

A mechanical governor is used to control engine rpm under widely varying loads - low and mid range torque are increased considerably.

#### Durability without equal.

Honda engines keep on going long after some other makes have gone to rust in pieces, because Honda engines are built to last.

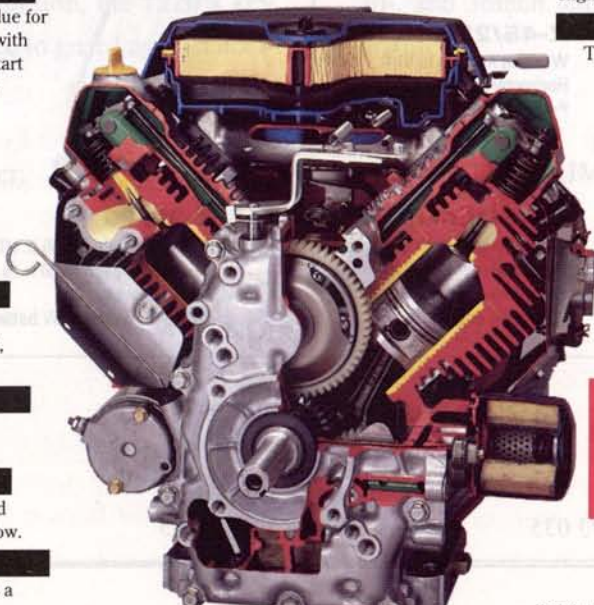
#### Outstanding economy & fuel efficiency.

Honda engines consume 20% to 30% less fuel and around 50% less oil than comparable side valve engines offered by other engine manufacturers.

#### OHV efficiency

The superior combustion efficiency of the OHV layout in Honda engines reduces the need for maintenance related to carbon deposits. Also engine service life is extended through perfect thermal balance inherent in the OHV design.

For more information on Honda stationary engines, please contact your nearest Honda Power Equipment dealer at one of over 300 locations throughout Australia or write to Box 7448, St Kilda Rd, Melbourne, 3004

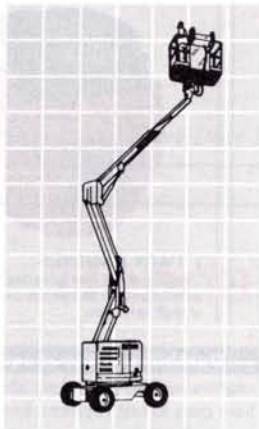


**HONDA**  
POWER EQUIPMENT

**THE WORLD'S LARGEST  
ENGINE MANUFACTURER**



# Self-Propelled Articulating And Telescopic Booms



## Z-45/22 4WD

Working heights to 51 ft. (15.54 m)  
Horizontal reach to 23 ft. (7 m)  
Power source:  
63 hp Gas/LPG or  
36 hp Diesel  
Standard oscillating axle

## Z-45/22 2WD

Working heights to 51 ft. (15.54 m)  
Horizontal reach to 23 ft. (7 m)  
Power source:  
63 hp Gas/LPG or  
36 hp Diesel  
Optional oscillating axle

## Z-45/22 TRI-FUEL

Working heights to 51 ft. (15.54 m)  
Horizontal reach to 23 ft. (7 m)  
Power source: 24.5 hp  
Gas/LPG engine and 12 6V  
batteries  
Gas, liquid propane/DC model,  
all in one!

## Z-45/22 BI-FUEL

Working heights to 51 ft. (15.54 m)  
Horizontal reach to 23 ft. (7 m)  
Power source: 26 hp Diesel  
engine and 12 6V batteries  
Diesel/DC model, all in one!

## Z-45/22 DC

Working heights to 51 ft. (15.54 m)  
Horizontal reach to 23 ft. (7 m)  
Power source: 12 6V batteries,  
245 Amp Hours

## Z-45/22 DIESEL

Working heights to 51 ft. (15.54 m)  
Horizontal reach to 23 ft. (7 m)  
Power source:  
26 hp Kubota Diesel

## Z-45/22 GASOLINE/LPG

Working heights to 51 ft. (15.54 m)  
Horizontal reach to 23 ft. (7 m)  
Power source: 24.5 hp  
Gas/LPG engine



## Z-60/34

Working heights to 66 ft. (20.1 m)  
Horizontal reach to 34 ft. (10.4 m)  
Power source: 63 hp Gas/LPG  
engine or 56 hp Diesel  
4WD: Oscillating axle standard  
2WD: Oscillating axle optional



## S-60

Working heights to 66 ft. (20.1 m)  
Power source: 63 hp Gas/LPG  
engine or 56 hp Diesel  
Unrestricted capacity:  
660 lbs. (300 kg)  
4WD: Oscillating axle standard  
2WD: Oscillating axle optional



## Z-30/20

Working heights to 36 ft. (10.97 m)  
Horizontal reach to 20 ft. (6.10 m)  
Power source:  
48V DC electric, 8 6V batteries

### 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

## Ditch Witch New Release

The Charles Machine Works, Inc., manufacturer of Ditch Witch products, will introduce its new 12.6-hp-class pedestrian trencher at the 1996 Servistar Show in Orlando, Florida, January 8-11.

The Ditch Witch Model 1220 is the newest addition to the company's respected line of pedestrian trenchers, and is designed to be the most advanced, reliable, and productive trencher in its class. The 1220's increased horsepower is delivered through one of two overhead valve engine options: the Honda GX390, or the Kohler Command CH12.5. Both are quiet, fuel-efficient, and meet all current California emission standards.

An all-new outboard bearing support helps make the 1220's digging drive assembly more rugged and trouble free. The trencher also features a new ground drive gearbox that is integrated with the ground drive motor; this feature eliminates mounting and coupling parts. The gearbox is designed with larger gears, O-ring cover seals and increased oil capacity. With no drive chains to adjust and only three grease service points, routine maintenance is easy.

As with all Ditch Witch pedestrian trenchers, controls are color-coded and placed within easy reach of the operator. An interlock module automatically stops the engine if the operator's hands leave the handlebar controls while digging. In addition, the 1220's key placement has been positioned to guard against accidental breakage.



The 1220's combination of hydrostatic ground drive and mechanically-driven digging chain delivers unmatched performance for machine in this size class. The unit's digging boom -- available in 24-, 30-, and 36inch lengths, is raised and lowered hydraulically.

For more information contact:

MOLE ENGINEERING PTY LIMITED

14 AMAX AVENUE

GIRRAWEE NSW 2145

PO BOX 233

PENDLE HILL NSW 2145

PHONE (02) 688 8011

FAX (02) 688 4856 (Spares)

FAX: (02) 896 1488 (Admin.)

TELEX: AA20075

ACN: 000-135-259



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

Prepared by the  
National Safety Council  
of Australia

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

## INTRODUCTION

The Safety Newsletter feature has been re-introduced in line with the Associations policy of promoting Occupational Health and Safety (OHS) throughout the Hire and Rental Industry.

The importance of creating a favourable safety image for the industry cannot be overestimated. Failure to do so could lead to more Government regulation of our activities. Indeed, reference to this has already been hinted by several state OHS Authorities. It is an accepted fact that new regulations often follow a series of publicised accidents, such as has happened after the Boral LPG explosions at Mascot and the Diversy fire at Toongabbie, in NSW. Spectacular incidents can occur with hired equipment, particularly in the construction industry, involving cranes, scaffolding of all kinds and mobile equipment such as skid-steer loaders, fork lift trucks etc. and these attract the attention of safety authority law-makers. We are in a vulnerable position by the nature of the equipment and plant that we handle.

Every owner, director and manager in the industry should be aware of the potential risks and consequences of a significant accident to an employee (or other person such as a customer), at their workplace, or any accident to the user of their rented equipment allegedly due to its unsafe condition. The risks and legal liability apply both to the company and to them personally as the employer or supplier and to anyone who directs the company's activities.

Penalties for breaches of safety regulations can be as high as \$250,000 for a company and \$25,000 for a person, depending on the state where it occurred, the seriousness of the incident and whether it was a repeat of a previous similar incident. OHS Authorities are now actively pursuing *persons* as well as companies, as a more effective deterrent against safety regulation breaches.

And of course, safe, well maintained equipment promote customer satisfaction. It is just plain good business for all of us to promote safety.

Readers are encouraged to send suggestions about safety matters which are of general interest for Hire and Rental operators and comments about articles in Safety Newsletter. Your contributions will be welcome! Send them to:

"Safety Newsletter"  
c/o Carlingford Consultants  
36 Darwin St. Carlingford, NSW 2118  
Phone: (02) 871-6696.  
Fax: (02) 872-6602.

## Sale of Surplus or Obsolete Equipment and Plant

When disposing of equipment or plant, care must be taken to ensure that it is safe when properly used according to instructions and that its design, operation and condition comply with any regulations that apply. Equipment cannot be sold on an "as is" basis if any faults make it unsafe to use.

This is a requirement of all state OHS Acts? which call for *suppliers* of plant, equipment or goods to ensure that it is designed and constructed so as to be safe when properly used at a workplace and sufficient information provided to do so. The definition of *supplier* includes renter, importer, distributor, seller. The definition of *workplace* is any place where the user happens to be when working.

Pending introduction of national standardisation of Plant Safety regulations, many states already have their own safety standards on specific pieces of equipment or plant such as saws, scaffolding, skid-steer loaders, elevating platforms, pressure vessels, cranes, hoists etc. Also, most regulations require compliance with an Australian Standard applicable to the equipment concerned. Compliance with any such requirements is mandatory before the item is sold.

Since to *supply* includes renting, all rented equipment or plant must also be safe. The subject is covered fairly extensively in the Hire and Rental Association's Safety Manual at item 4.2. 'Program for Customer Safety'.

## Management Skills and Safety

Many small businesses (and large ones as well?) suffer from poor performance in profitability, employee relations and safety because their managers have been promoted on the basis of their *technical skills* and ability to get things done. They are not prepared for the demands of management.

Safety needs the same kind of skills as management of any other business function, such as finance, sales, quality assurance or production. Observation in the field of hundreds of small businesses over the last 20 years or so, shows that those with poor safety records also have poor general management. A recent study shows that managers of small businesses, including those with technical qualifications, were poor at communicating with the workforce, unaware of even their basic legal obligations in safety, had no safety policy or program and unable to get accountability of supervisors or shop-floor employees for following safety rules - even if there were any such rules! Hazards went unidentified and consequently injuries and workers compensation performance was poor.



In order to promote good safety, we also need good general management skills. In the smaller family-type business, this may be hard to acquire as the manager has no time to spare for the 'luxury' of training because he or she also acts as supervisor, salesperson and general 'rouseabout'.

A small, easy-to-read soft cover book called 'Survival Skills for New Managers' by Geoffery Moss can help and is recommended. It contains no unwanted detail and is written in a style that will suit the busy manager. Cost is \$20. It is available from some Government bookshops and from CCH Australia in your state office, or from their head office at P.O. Box 230 N, North Ryde, NSW, 2113. Phone (02) 885-2555.

### Falls from High Places

There is a report of a Russian pilot falling 10,000 m from a plane with parachute unopened and landing safely in soft snow on the side of a mountain. Better than a Hollywood stuntman! But Murphy's law says that when an employee falls 10 cm a broken limb will result.

A fall does not have to be from a very high place to cause serious injury - one to two metres can be fatal. Analysis of work injuries suffered by carpenters, electricians and other tradesmen shows that it is not cuts with saws and tools or electric shocks, but slips and falls that cause the greatest number of injuries, with falls from elevated surfaces causing the more serious ones.

Recent years' workers compensation records and court cases show many very serious falls from mezzanine floors, balconies, skylights, ladders and scaffolding. In these cases the employer has almost always been held responsible, even though one may expect that employees may be reasonably expected to take reasonable care in such situations. The OHS Acts in each state hold the employer responsible for the health and safety of their employees at the workplace. In recent court cases they have been found to be negligent in not providing a safe workplace, adequate supervision, instruction or training, adequate safety equipment or a safe system of work in Common Law cases concerning falls.

The following suggestions may help to prevent this kind of problem in Hire and Rental operations:

1. Mezzanine floors, present in many H&R sales or workshop areas, require safety rails 1 metre high *all around*, except at loading openings. Such openings must be fitted with a gate or sliding rail which must be in position when it is not in use. They also need to be fitted with kick-boards or toeboards.

The above requirements must comply with the state regulations and Australian Standard AS 1657 'Fixed Stairways, Walkways and Ladders'.

2. Where access to mezzanine floors or elevated surfaces is by ladder, it must project at least one metre above the landing level and be anchored top and bottom. For permanent installations, a fixed ladder or stairway with non-slip treads and hand-rails is preferred and safer.
3. Mezzanine floors must be strong enough to support the load it is expected to bear. Many cases have been sighted where the ceiling of an office has been used as a storage area without being strengthened or checking the strength of support beams. Obsolete or unused machinery, drums of lubricant, cleaners and other heavy substances end up there for convenient storage that does not occupy floor space.
4. Asbestos cement roofing requires wire safety mesh fixed under it and a warning notice on the roof where persons may have access for maintenance etc. Old material becomes brittle and failure to walk on the line of fixing screws or on a ladder or support planking has resulted in many serious falls - some were fatal.
5. People, including tradespersons, treat ladders with contempt due to familiarity, but they are one of the greatest contributors to serious injury if not used properly. Refer to the Association's Safety Manual, Section 10.3, page 10.3.1 for 20 tips on ladder safety. The most common problems are:
  - Failure to secure the top and bottom of the ladder before mounting it, or at least have someone hold it.
  - Ladder slope is too steep, - it should be angled at about 4 up to 1 out from the vertical at the bottom.
  - Ladder is mounted on a side slope with bits and pieces packed under one stile to level it in an unstable manner. A ladder levelling device is available from Phenelle Pty. Ltd., PO Box 761 Ingleburn NSW 2565 phone (02) 820-1777, Fax (02) 603-6323. This device will even provide for setting up a ladder on steps.
  - Climbing up with objects or tools in one or both hands. Hands should be free when climbing; objects should be in a pouch, belt mounted or hauled up by rope later.
  - Electricians working from aluminium ladders or those with conductive reinforcing wires in the stiles.
6. When using subcontractors such as electricians, roofers, builders, etc, on your premises, you are re-

sponsible for their safety and any injury they may cause to your employees or others at your workplace. So make sure they carry workers compensation insurance and any necessary licences for the work or tools used. Contractors may take *unsafe* short-cuts to save \$'s and when such is obvious, immediate supervisory steps to stop the activity should be taken, especially when they are working in elevated locations.

Most people feel that the contractor doing the job is responsible for all aspects of the work, that tradespersons are competent and should not be interfered with. Telling them how to do their job will always be resented. This is true for most things except safety, where the person in charge of the workplace is responsible for everyone there including non-employees.

### **Environmental Issues in the Hire and Rental Industry**

Life is getting tough for directors. They are now being hit in the 'hip-pocket nerve' for pollution and environmental offences as well as tax, financial and safety offences.

Along with safety, environment is getting enormous community and media attention. 'Pollution', 'contamination', 'ozone' and 'green' are 'in' words for reporters and journalists.

Environment and safety are closely associated subjects and in most companies one person is responsible for both functions. In some instances they overlap, such as for dangerous goods, which generally are also environmentally dangerous and states use their Dangerous Goods regulations as part of their environmental legislation.

At first look it may not appear that a small H and R business has any concern with such matters, but have a look at some of the offences that could bring hefty fines and possibly court action with its extensive cost in time and legal fees –

1. Discharging visible smoke from a vehicle for 10 seconds or more.
2. Removing or interfering with pollution control devices on a vehicle.
3. Discharging refrigerant such as Freon (chlorofluoro-carbon) from air conditioners which could damage the ozone layer.
4. Discharging a BCF or Halon fire extinguisher other than to extinguish a fire. All such extinguishers must be decommissioned when due for hydrostatic testing or wholly or partly discharged and contents reclaimed, and in any case before January 1st 1996.

The above offences are controlled by the various Ozone Protection Acts of the states and territories.

5. Open burning of any kind, e.g., tyres, oil, packaging materials, waste paints, plastic and general refuse. (Refer to local regulations, often controlled by Local Government or Councils)
6. Discharging fuel (e.g., contaminated diesel oil), lubricating oil, oil wastes or sludge, or any other environmentally damaging material, intentionally *or accidentally*, which could contaminate stormwater or sewage.
7. Having none or inadequate bunding, (a bund is a dam to contain leaks or spills of environmentally hazardous liquids), for liquids such as fuels, oils, solvents etc. The requirement applies to quantities above certain minimums, according to its hazard rating.

Note: Dangerous Goods Acts also require bunding for safety purposes. The two requirements are not always the same, and in such cases, use the most severe requirement to satisfy both.

8. Inappropriate disposal of batteries, paints, solvents, degreasing solutions, e.g., burning, pouring down the drain, emptying into the harbour, river, sewer etc.
9. Allowing washwater from cleaning of vehicles of any kind, cement mixers and equipment to discharge into catchment areas of stormwater drainage (e.g., on roads), creeks etc.
10. Making a noise at your workplace that breaches the State Noise Control Act.  
(Note that this is not the same requirement as the noise regulations of the various state OHS Acts which are designed to protect the hearing of employees. It is for the control of noise emanating from your workplace that could cause discomfort to neighbours and levels may be considerably lower). The offence may depend on loudness, kind of noise, time of day, day of the week, proximity to various 'scheduled' locations, such as schools, residential, hotels, hospitals, etc. You may think that the noise from the local school at playtime, or the pub, are worse than your own hammering, disc grinding on sheetmetal or testing of engines, but if there is a complaint, it will be investigated and you could face prosecution.

11. Supplying, (ie, renting), 'scheduled' equipment that has no noise label or the label is illegible, or the noise exceeds the level on the label due to wear, lack of maintenance etc. 'Scheduled' means listed in the Noise Act Regulations and includes most of the noisy equipment such as mowers, mobile compressors, pavement breakers and equipment with internal combustion engines. For such equipment, a standard label complying with the



regulation must be attached by the manufacturer, and the noise measured in a specified way at a specified distance and height from the source. Suppliers must ensure that the label is legible and has not fallen off. They must also ensure that the noise level does not exceed that stated on the label when measured in the prescribed way, due to wear, damage or malfunction.

The above is not a complete list but covers the more likely offences that could easily be overlooked by a Hire and Rental operator in the belief that pollution laws are for chemicals paint and similar product manufacturers. Even accidental pollution may bring a severe penalty; - breakage, leakage, and accidental spills which cause pollution carry penalties and may also result in the added costs of legal representation and extensive cleanup as well as the fine.

Failure to act with 'due diligence' in preventing environmental offences is the responsibility of every manager and penalties apply to both company and managers personally. The subject is considered so important that the Hire and Rental Association plans to produce an Environmental Awareness Manual for members, to be available early this year.

The Manual will show how to set up an Environmental Management program for your Hire and Rental business and conduct a self-audit of environmental hazards, - how to identify potential or actual problems and what to do about them. It also covers energy conservation as an aid to environment - reducing energy consumption, with associated cost savings as a pay-off.

### Dispensing Petrol from Drums

Dispensing of petrol is a common activity at Hire and Rental premises where internal combustion engines are used, rented or tested. But few people treat petrol with the care that it deserves due to its flammability and ability to 'find' an ignition source if spilt or leaked. Spilled petrol which finds its way into a closed drain or any other enclosed space is particularly dangerous and can cause enormous explosions. Unfortunately, its a case of 'familiarity breeds contempt, which can lead to disaster.

Below are some rules to make dispensing safer:

1. Select a well ventilated location, preferably as remote as conveniently possible from other activities and where a spill will not run into a drain, enclosed space, or environmentally sensitive area. Remove all sources of ignition, at least 3 metres, or further if possible.

2. Install a clearly legible sign prohibiting smoking and other sources of ignition. ***Enforce this rule. There must be no breaches without penalty!***
3. Mount the drum upright and pump out by hand. Do not use a faucet or cock to dispense, as it could leak or accidentally not be fully closed after filling, resulting in leaks.
4. Place a drip-tray under the filling point.
5. Mount a foam or dry chemical or CO2 extinguisher near-by, but not so close that it could not be reached in the event of fire.
6. Hold a supply of dry sand or granular absorbent (e.g., kitty litter) nearby and an open top drum with lid to absorb and dispose of spills. If a significant spill occurs, build a dam around the liquid to make sure it is diverted from entering any drains, and have an extinguisher, preferably foam, at the ready during clean-up. Cover the spill with foam to prevent accidental ignition and clean up a small part at a time. For spills over say, a couple of square metres, evacuate persons in the vicinity, extinguish all ignition sources and call the fire brigade. No heroics are necessary!
7. While filling, the drum and transport container should be electrically bonded to eliminate the danger of ignition due to static electricity sparks caused by the potential difference between them. Flowing liquid in a pipe generates static charges. The bonding is accomplished by using a copper lead attached to each container by strong alligator clips or screw clamps soldered to the lead and which must make metal to metal contact. Painted or coated surfaces must be scraped clean at the contact points.
8. Fill containers from the bottom, preferably using a conductive tube. This is known as 'bottom-filling', and reduces the static charges from free-falling streams, which under certain low humidity conditions, may generate sufficient static to cause a spark discharge.
9. Containers intended to be used for transporting petrol and regularly used in the workshop on a workbench etc, should be 'safety cans' of metal construction, spill-proof and fitted with spark arresters and carrying handle. These are available from safety equipment suppliers and speciality container makers.  
Petrol should never be used to clean machinery and parts. Always use a less flammable liquid such as kerosene, or better still use a non-flammable proprietary degreasing compound in a proper degreasing bath whenever the part is small enough to be transported to the bath.

## Western District Chapter Of The HRAA - NSW Region

**I**T WAS THAT TIME OF YEAR AGAIN FOLKS when the now usual dinner was held at the "Memories Restaurant" at the Panthers Club, Penrith.

While some people were unable to find the time due to the pressure of business (some people are lucky!), there was a good attendance and 24 turned up.

The presence of the new western district company was reflected in the attendance of Andrew Kennard who added immeasurably to the function, more especially as he was the means of transport for the association's illustrious secretary, Mrs Jenny Lohri.

Guests of the chapter also included the 'three musketeers' John 'the duke' Wellington, representing Compair, Charles De Bono, Flextool and our famous

Viking - Jerry, without whom no function could ever be complete!

In a brief address, a review of the year's activities were undertaken, and it was felt that the programme had been successful in achieving a degree of liaison between the country and metropolitan sections of the association by means of the seminar held at Cowra, which had the twofold result of extending and promoting the services of the association directly, and also carrying some very worthwhile educational aspects out to those members who cannot always attend some of the more centralized meetings.

The crowded nature of the venue precluded a more extensive welcome and festive greetings, and, had it been possible, the writer would have gone on to congratulate the Nowra division, and Stan Macey, on the most excellent regional function that the Southern Chapter instigated. Let it be said though, that while their effort was par excellence, it will be eclipsed by the forthcoming seminar of the Western District to be held in Bathurst at a time to be announced by the regional organizers, Terry and Dinner Mint Norm! Guarantee it! - and once again we will be drawing on the vast experience that is within the association for speakers as much as possible.

It is hoped that, as before, this forum will bring together those members and interested parties that operate in the country areas for the exchange of information on all kinds of 'nuts and bolts' type problems in the business. It will also be a great chance to actually meet and 'eyeball' the voice that may have been the subject of a phone call at some time.

It is also noted that there is an unheralded benefit that has been observed over the years in the chapter, of a more personal kind, where members have been the subject of considerable support from their fellows in times of difficulty and stress. Such actions can only be commended and probably explains why, unlike our American Colleagues, we don't have exorbitant accounts for the services of 'shrinks' and councillors; they are already 'in house' for our members!

There only remains a need to note a requirement for the promotion of the association and the benefits that can be obtained, including recommended price list, product assessments, industrial regulations on high lift machinery, trailers, tracks, diggers. and so on, a wealth of information is available.

It is worthy of note that Terry Burrows from our



*top row; left to right*

*Terry Burrows - Hire It, Stan Macey - Meghaven Hire, Charlie De-Bono - Flextool, Malcolm Williams - On Site Rentals, Norm Irons - Normic Hire Service, John Wellington - Compair, Jenny Irons - Normic Hire Service.*

*bottom row; left to right*

*Brenda Banks - Bluey's Mountain Hire, Maurie Abbott - Construction Rentals, Andy Kennard - Kennards Hire, Lurline Brown & Mike Brown - Hire Power, Jenny Lohri - Hire Association, Jerry Krusza - Viking Powerclean, Roger Brown - Hire Power Rentals*



chapter, is now a member of the state committee and as he already holds the position of Vice President of the Master Builders Association, Terry, no doubt, will prove a very valuable asset to the chapter and the association. We hear also that Maurie Abbott is making a move back to the committee where he will be very welcome as a very active participant in the associations business.

Acknowledgment was made of the contribution by Jenny Lohri, Norm 'dinner mint' Irons, and Terry Burrows in arranging the chapter's lunch which was delicious indeed.

The gathering ended in an atmosphere of friendly association in the common cause of the hire industry, with a wish extended to all present for a happy and peacefill festive season

(Photos by 'B, B'. (Bervl Burrows, newly appointed photographer!)

**From the Secretary's Desk**

*Please Note:* My thanks to you, the Western District Chapter, for the invitation and the delicious lunch. Thanks also to Andy Kennard for the ride out to Penrith.

See you all soon. hopefully. With kind regards,  
Jenny

WELCOME TO OUR NEW MEMBER

*Mr Trevor Pether  
Wattle Hire Pt Ltd  
151 Houell Street  
COOTAMUNDRA NSW 2590*

*Tel: (069) 422 945  
Fax: (069) 424 337*

*Construction & Industrial  
Home Owner/DIY, Party/Events  
& Portable Sanitation*

\*\*\*\*\*

**1995 SUBSCRIPTION PAYMENTS**

Thank you to the many members who have paid their subscriptions promptly this year!

However, there are still quite a number outstanding and you must be financial to vote at the AGM.

I look forward to your immediate response to this request. Thanks!!

# YOU CAN BUY OUR SILENCE!

**Hatz 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 comprising 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
- Low cost operation and maintenance

Made in Germany



**Hatz Supra Silent Pack**

1-cylinder diesels which eliminate vibration problems, offer continuous operation of up to 3600rpm and still reduce noise levels by a massive 90%. 3-11kw Power Range.

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**HATZ AUSTRALIA PTY. LTD.** A.C.N. 002 693 423  
Tel: (02) 743 8288 or free call 1800 025 049  
Fax: (02) 743 8000  
**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  
**PNG Dist: Bishop Bros Eng. Pty. Ltd.**  
P.O. Box 9081 Hohola • Tel: 25 2900 • Fax: 25 4104

To: Hatz Australia Pty. Ltd.  
P.O. Box 207, Regents Park, NSW 2143

Forward details of the C Series Silent pack range

Forward details of the Supra Silent pack range

(TICK APPROPRIATE BOX)

NAME .....

COMPANY .....

ADDRESS .....

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

## NEW PRODUCTS

Advanced Power products

### ALL NEW 1995 MODEL 6.5KV A DELUXE HONDA RECOIL START GENERATOR

Look at these standard features

- \*\* 20 Litre long run fuel tank
- \*\* low tone : Spark Arrestor" Silencer
- \*\* Noise level 67db (a) 10 metres
- \*\* Full protection Roll Over Frame
- \*\* More Compact than the 1994 Model

**Advanced Power Products (NSW) Pty.Ltd.**  
33 Shepherd St. Liverpool  
Phone 600 6555 Fax: 821 1936

Our research show's that this Set will be the Best Selling  
Deluxe Set in 1995-Place your orders for delivery from January 1995.

Liftlux Australia introduces,

### RCS-2000

The Rent Control System for Scissorlifts, Boomlifts, Cranes, Trucks, Forklifts, etc

An electronic data information system especially designed for the hiring industry to manage, service and monitor your fleet in a very simple and cost effective way.

You can get information such as,

- Days ,times of operation,
- Operating hours per day,
- Complete daily on-site protocol,
- Any executed function ( incl. Battery drain/ Charging)

to help you quoting, correct invoicing, service & maintenance and controlling your fleet at a high and modern level of the 90's.

**Liftlux Australia**

Unit 7, 283 Victoria Ave.  
Chatswood 2067 NSW  
Tel: (02) 419 2093 Mobile: 018 268 970  
Fax: (02) 411 3936

### New Demolition Breaker from Rodiac

Rodiac Pneumatic Tools have introduced Model em17DB 45 LB. Breaker to their range of Air Powered Tools.  
The range now comprises of:

- EM83A - 80-90LB Breaker
- EM 23DB - 60LB Breaker
- EM17DB - 45LB Breaker
- EM555 - Clay Digger/ Pick

Heavy Duty Grinders, Drills and  
Impact wrenches also available.

**Consular Tools**

28 Parrweena Rd.  
Taren Point, NSW 2229  
Tel: (02) 525 2188 Fax: (02) 525 1039

### Dembicon Introduces New Active series.

Dembicon has introduced the new K650 & K 700 Active series from Partner. The revolutionary Active Air Filtration system filters air in three stages so the air entering the engine is completely free of dust, significantly cutting downtime and maintenance costs, making these power cutters ideal for the rental industry.

For more information of the Active series phone Dembicon Australia

Free call 1 800 883 343



## New Product Guide From Flextool

Flextool (Aust.) Pty. Ltd., manufacturers of portable construction equipment have produced a new twenty page issue of their informative Product Guide.

The illustrated guide features details of plate compactors, submersible pumps and brick saws, together with the extensive range of concrete cutting, screeding, trowelling, vibrating, grinding and drilling equipment.

Technical specifications are easy to read and products have details of typical applications and features.

As a supplier to Australian industry for over forty

three years, Flextool has an enviable reputation for the quality of its products and after sales service. Flextool is Australian owned and its products are proudly designed and made in Australia.

Copies of the product Guide are free and available on request by phone, fax or mail to Flextool (Aust.) Pty. Ltd., 191 Wellington Street, Collingwood, Vic., 3066. Phone: (03) 419 6300, Fax: (03) 417 1391.

Branches: Adelaide, Brisbane, Perth, Sydney. Free calls outside Australian metropolitan areas: 1800 801 108. New Zealand free calls: 0800 657 156.

## Foam Lance Cuts Cleaning Time

The Aussie Clean division of Australian Pump Industries has just released a new foaming lance applicator for use with their domestic water blaster range. The accessory is designed to apply detergent in a foam form quickly and efficiently without the use of PCBs.

The lance mounts into the standard Aussie Clean Hobby gun with an easy "twist and push" bayonet fitting. When used in combination with the standard turbo lance on even small domestic high pressure water blasters the foaming lance attachments enable a normal family sedan to be washed in around three minutes.

A 1/2 litre detergent container is supplied as standard equipment pre-charged with road film remover.

Further information on the Aussie Clean Foaming Lance is available from Australian Pump Industries or Authorised Aussie Clean



*This Foaming Lance applies detergents evenly and quickly.*

Distributors and dealers throughout Australia.

For further information on this press release contact: Warwick R Lorenz (02) 655 1541

## The New Genie Superlift Advantage

The Genie Duct Lifter which has been sold within Australia over the past decade has now been superseded by the new range of Genie Superlifts.

All Access Applications Pty. Ltd., now the sole Australian distributors of the full range of Genie Material Lift and Mechanical Boom Lifts, which were previously distributed by Hopton Pty. Ltd. in Western Australia, are pleased to launch the new range into the market.

The Genie Superlift advantage includes a package of options which may be selected to design the Genie Superlift you need and want, and more particularly, value for money.

The range of Superlift options include standard base,

the new straddle base, load handling attachments and accessories incorporating standard forks, adjustable forks, boom, rotating barrel handler, vertical barrel stacker, load platform, pipe cradle, rough terrain transport wheels, captive stabilisers and various base accessories.

For further information, videos and literature Australia wide, please feel free to contact All Access Applications Pty. Ltd. which serve all States for Sales and Spare Parts on 008-677 476.

### ALL ACCESS APPLICATIONS

Consultants & Brokers

18 McDougall Street, Kotara, N.S.W. 2289.

Tel: (049) 57 3422. Mobile: 018 260 717. Fax: (049) 57 3035.

## NEW FROM FORM-IT

SKID MOUNTED, SELF CONTAINED EFFLUENT TANK TO SUIT ANY SIZE ABLUTION BLOCK.

HOLDS 3,000 OR 6,000 LITRES OF EFFLUENT

EXISTING PLUMBING EASILY CONNECTED TO MAKE ABLUTION BLOCK OPERATIONAL.



## NEW POLYBODY TOILET

POLYETHYLENE TOILET WITH ALL NEW FEATURES.

TRANSLUCENT ROOF FOR LIGHT, BODY PANELS REPLACEABLE, DURABLE, EASILY MAINTAINED

MODELS INCLUDE: FULL FLUSH, OPEN CLOSET

PLUS MANY OPTIONAL ITEMS.

## BUDGET STEEL STYLE

FORM-IT'S MANUFACTURED A BUDGET STEEL BODY OPEN CLOSET TOILET.

IT'S DESIGNED TO COMBAT VANDALISM IN HIGH RISK AREAS. ALL THE FEATURES OF CONVENTIONAL ON-SITE TOILETS.

ONLY \$850.00

**FORM-IT**

**FIBREGLASS FORMWORK PTY LTD**  
BOAT BUILDERS AND FIBREGLASS SPECIALISTS  
ACN. 002 962 325

1 JOHNSON ROAD, WYONG 2259  
PHONE: (043) 53 1355  
FAX [043] 51 2421



## SL 25

Snorkel releases the SL 25 self propelled scissorlift aerial work platform with a 9.5 m working height and a platform capacity of 386 kg SWL.

Standard features include roll out deck, drivable at full height and pothole protection

For detailed specifications contact Snorkel on (02) 725 4000 or (03) 764 9900



## Pumps Get Heart Transplant

A range of inexpensive rejuvenation kits for QP self priming centrifugal pumps is being released by Australian Pump Industries Pty Ltd. The kits enable the most popular models of Aussie Quik-Prime fire fighting, water transfer and trash pumps to be easily restored to first class operating order.

Each kit consists of casing O-ring, mechanical seal, volute packing, adjustable liner and simple instructions that enable even relatively inexperienced owners or operators to carry out basic and elementary restoration work on their pumps.

The kits are interchangeable with QP pumps supplied in previous years under the APC brand, by Pacific Pumps and with pumps currently marketed by Kubota Tractor Australia. These handy and economically priced parts kits are available for high pressure pumps, 2", 3" and 4" water transfer pumps and for the new Brigade Series fire fighting pumps.

Further information is available from Aussie Pump Distributors throughout Australia.



## New Reversible Petrol Driven Drill/Screwdriver

A real tradesman's tool, the Tanaka TED-262R fully reversible engine drill, has just been released by Parklands Trading Co., exclusive Australian distributors for Tanaka engine powered lawn and garden products since 1968. Reversing is done with a simple push of a lever.

The new drill complements the popular TED-262L drill, with manual reverse and has a wide variety of uses, which



*The new Tanaka TED-262P Petrol Driven Reversible Drill/Screwdriver*

include powering winches, mini go-karts, golf buggies, mixers and even wheel barrows.

The TED-262R has a powerful 26cc engine which delivers 1.6 hp (1.19 kW). The drill is easy to use and highly portable, being only 4.5 kg (dry weight). A centrifugal clutch enables the engine to idle without the bit turning. A double-stage, 20:1 gear reduction ratio delivers high torque drilling power.

Ideal for drilling wood, steel and masonry, the TED-262R allows the user to work outdoors without having to worry about dangerous electrical cables or working in wet weather. An all-position carburettor gives the operator the flexibility of working with the drill in any position. Unlike battery driven drills, the Tanaka drill will easily go through highly repetitive work like drive screws.

The TED-262R will drill holes of up to one inch (25.4 mm) for steel and masonry and one and a half inches (38 mm) for wood.

Full parts and service backup is available through Parklands, who have distributors throughout Australia.

For more information, please contact:

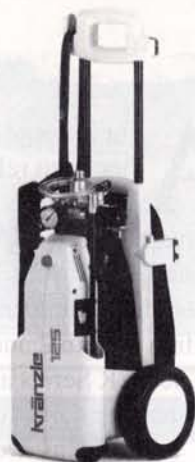
Mr. Ron Zacka  
Parklands Trading Co. Pty. Ltd.  
71 Chapel Street  
Lakemba N.S.W. 2195  
Phone: (02) 758 2111 Fax: (02) 759 7844

## Compair Releases New Pressure Cleaner

CompAir has released a new Pressure Cleaner "Kranzle 125", 240 volt, 1400 rpmt 1800 psi. It is portable and compact. Accessories fit on machine and two added features are dry running and by-pass safety protection. A productive and ideal investment.



AUSTRALIA  
 Sydney Office  
 4 Harbour St.  
 Granville  
 NSW 2142  
 Tel: (02) 637 8200  
 Fax: (02) 897 2292



## Full Function No Licence Trailer Boom from JLG

The new JLG K12 trailer mounted boom offers plenty of features that will appeal to hire operators. These include:

- Fly boom for easy platform positioning
- Manual or hydraulic outriggers
- Battery or engine driven
- **NO LICENCE REQUIRED FOR OPERATOR**
- 215 kg safe working load
- Towable by passenger vehicles
- Retractable axles to fit through doorways

and at around \$20,000 it is a great little earner for your fleet!

### JLG INDUSTRIES (AUSTRALIA)

11 Bolwarra Road Port Macquarie NSW 2444  
 Phone (065) 811 111 Fax (065) 810 122

Viking Powerclean has introduced the next generation of Gerni High Pressure Water Cleaners to Australia.

The units range from compact cold water pressure cleaners up to three-phase hot water machines.

They feature an upright shape, giving simpler manoeuvrability on uneven surfaces and transport along narrow passages. Wall mounting is also possible.

Standard on all the nine cleaners is the Turbo Laser cleaning nozzle. This retains 90 percent of its impact force at a distance of 20 cm and makes each drop of water 1000 times heavier which doubles the cleaning effect for more difficult and varied applications.



**VIKING POWERCLEAN PTY LIMITED** ACN 001 850 844  
 Cnr Newbridge Rd & Kelso Crescent  
 PO Box 42 Moorebank NSW 2170  
 Ph (02) 602 3666 Fax (02) 601 3527

754 Beaudesert Rd Coopers Plains Qld  
 PO Box 326 Archerfield Qld 4108  
 Ph (07) 275 1683/1388 Fax (07) 875 1395

218 Princes Highway  
 Dandenong Vic 3175  
 Ph (03) 793 1892 Fax (03) 794 0682



## New Alternator Series

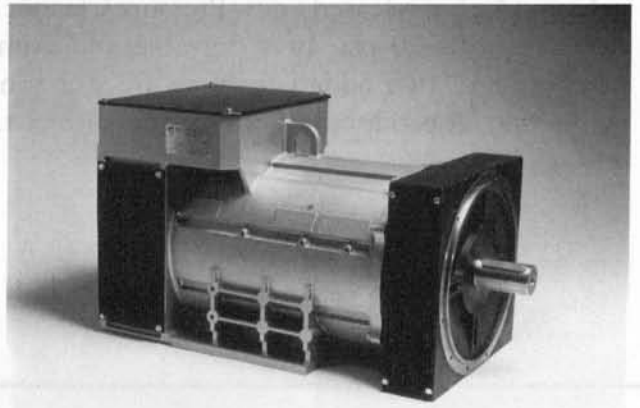
A new range of heavy duty 4 pole alternators has been released by Eurogen South Pacific. Called the G2R Series the range includes alternators from 17.5kva through to 110kva. Eurogen is one of Europe's leading manufacturers of power generation equipment, manufacturing a complete product line in both 2 and 4 pole configurations.

The G2R Series are built in compliance with international standards including VDE0530, NFC51-100, 111 and 112 as well BS4999-5000. The units are manufactured with casings in steel and shield covers in cast iron. Shafts are provided in high tensile steel and heavy duty rotors, designed to withstand runaway speed, provided as standard.

Designed with IP21 enclosures as standard, Eurogen also offers optional versions including IP44R. Insulation is Class H, although temperatures are kept within F Class limits.

Voltage is adjusted by means of an electronic regulator fed by a special winding isolated from the main windings which protects the regulator from over voltage from outside.

The new range offers 4 pole 3 phase configuration as standard with the ability to run single phase



*Eurogen G2R Heavy Duty 4 Pole 3 Phase Alternators now available*

power at 65% of standard 3 phase rating. Dedicated single phase versions can also be supplied on request.

The Eurogen G2R Series is available with SAE B2, B3/B14 and SAE 6 flanges to enable coupling to a wide range of engines.

Further information is available from Eurogen South Pacific, telephone (02) 655 1541, facsimile (02) 655 1689.

## Light Firefighter

A new "Ultra Lite" self priming firefighting pump has been released by Aussie Pump Industries. Called the Aussie QuikPrime model QP104R the pump is capable of heads of up to

40m and is fitted with 1" ports.

The new pump is both lightweight and inexpensive. Its standard power unit is a 2-stroke Robin gasoline engine.

The Ultra Lite QP104 weighs only 5.3kg and has a maximum flow of 11 Olitres/minute. A spokesman for Aussie Pumps said "2-stroke ultra light pumps have been favoured in North America for firefighting for the last twenty years. Although Australian applications generally lend themselves to bigger pumps a 2-stroke ultra light is quite capable of being used for pumping out of a swimming pool to fill gutters with water, wet down exterior surfaces of the house and generally provide emergency bushfire precautions to threatened households or homesteads."

Further information on the new Ultra Lite pump is available from Aussie Pump Industries Distributors in all states.



*Aussie Pumps' new ultra light is suitable for firefighting or water transfer*

## NEW FROM SECA

A trailer mounted high pressure water jetting unit for pipe and general cleaning. The SECA Super Six comes with a Harben Pump powered by a Hatz Silent Pack Diesel, Which Delivers up to 55L.P.M. at pressure up to 4000P.S.I.



## SAFETY WARNING

### Industry Plant Consultative Committee Walco Cantilever Platform Builders Hoists

The Manufacture Walco Elevators Pty .Ltd. has advised the Committee that the static safety device fitted to the hoist may not be capable of arresting the platform in a dynamic situation.

The manufacturer has developed a new safety device that arrests the platform in a dynamic situation. The design of the safety device will operate on a rack and pinion principle, similar to man and material hoists. However, the method pf raising the hoist by means of wire rope and winch, will remain the same.

The committee has recommended that the new device be fitted to all Walco Elevators hoists over a six months period on hoists erected from this date. The manufacture will have a production rate of 25 safety devices per month. Accordingly, the Committee has

also recommended that priority be given to hoists erected in excess of three levels.

Owners of Walco Mobile Builders Hoists are advised to contact the manufacturer, Walco Elevators Pty.Ltd. on (066) 531 199.

Further information can be obtained from the contacts below.

Contacts:

Alan Garner, Master Builders Association of NSW (02) 660 7188

Graham Childs, CFMEU (02) 394 9494

Roy Cullen, Work Cover Authority of NSW (02) 370 5000

Malcolm Patrick, Work Cover Authority of NSW (02) 370 5000F

## Why Should You Buy A Genie Superlift

**I**t used to be that you had to buy a dedicated lift for every application - but not any more.

The new Genie Superlift allows one basic machine with a variety of accessories for various and different applications.

Buy what you need today. Add options and accessories tomorrow. Thats the Genie Superlift advantage.

- The safety brake is standard on all units.
- Rugged aluminium telescopic mast system with heavy duty design for compactness, safety, strength and rigidity.

- Interchangeable load handling attachments.
- Quick set up which requires no tools and is ready to work in seconds.
- Compact design for easy storage, loading and transport.

For further information contact the new sole Australian distributor All Access Applications Pty. Ltd. for videos, literature and prices on

008-677476

24 hours 7 days a week.



# TOUGH NEW PORTABLE TRASH PUMP GIVES BUYERS 7 MODELS TO CHOOSE FROM

Over many years, Kubota products have earned a reputation for exceptional reliability through proven performance in the toughest Australian conditions. Part of this tradition is Kubota's range of power equipment, including a wide range of engines, generators and pumps, selected for applications as diverse as those specified by hire company contractors, mining operations, rural producers and government authorities.

Manufactured with only genuine Kubota components, the range of Kubota petrol engine pumps is unsurpassed for quality, durability and service backup through an extensive national dealer network.

Kubota's new 2 inch (50mm) Trash Pump (KVP20T) adds to an already impressive line-up of centrifugal self-priming pumps suitable for applications ranging from domestic to heavy-duty trash transfer.

With a maximum capacity of 600 litres per minute, and total dynamic head of 27 meters, the KVP20T excels in pumping water containing mud, sand or other solids up to a third of the inlet diameter. The newly developed 2-blade cast iron impeller prevents clogging, and the removable drain cover enables easy cleaning and maintenance ensuring dependable performance and minimal down-time.

This compact new model is powered by a Kubota 4-stroke, overhead valve petrol engine, rated at 4.3hp/3600rpm, providing the added benefits of easy recoil starting, fuel efficiency and low oil consumption, as well as an "extra-quiet" spark-arresting muffler.

In addition to the 2 inch model, Kubota offers 3 inch and 4 inch Trash Pumps, all featuring sturdy rolled steel frames for easy handling and durability. Each pump is supplied complete with hose couplings, inlet strainer, engine repair tool-kit and instruction manuals.

## PETROL ENGINE TRASH PUMPS

MODEL	Inlet/Outlet Diameter	Total Dynamic Head	Maximum Suction Head	Maximum Capacity
KVP-20T	2" (50mm)	27 meters	8 meters	600 l/min
KVP-30T	3" (75mm)	27 meters	8 meters	1200 l/min
KVP-40T	4" (100mm)	30 meters	8 meters	1500 l/min

The full range of Kubota pumps also includes 4 models designed specifically for high volume water transfer applications. These pumps range from 1 1/2 inch to 4 inch diameters and feature quality Kubota components for economical performance and low-maintenance reliability.

## PETROL ENGINE VOLUME TRANSFER PUMPS

MODEL	Inlet/Outlet Diameter	Total Dynamic Head	Maximum Suction Head	Maximum Capacity
KGP-15E	1 1/2" (38mm)	31 meters	7 meters	300 l/min
KGP-20E	2" (50mm)	35 meters	7 meters	530 l/min
KGP-30E	3" (75mm)	32 meters	7 meters	1000 l/min
KGP-40E	4" (100mm)	28 meters	7 meters	1800 l/min

Kubota Power equipment is distributed by authorised dealers, who have the expertise to service and repair the product, in over 200 locations around Australia.

## FOR ADDITIONAL INFORMATION PLEASE CONTACT:

**CHRIS LUDEKENS**

Product Manager

**OR**

**BRUCE HAWKEY**

Marketing Manager

Kubota Tractor (Australia) Pty. Ltd.  
9 - 23 King William Street, BROADMEADOWS VIC 3047  
Phone: (03) 309 2000 Fax: (03) 3091343

# KUBOTA MEANS BUSINESS

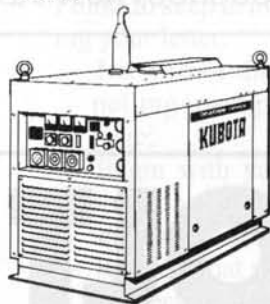
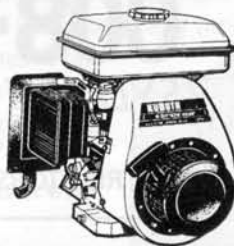
Kubota power equipment is built tough to keep on working under any conditions.

- Low maintenance • Less downtime
- Superb parts back-up.

If you want equipment that works, call Kubota on 008 334 653 or see your local power equipment dealer.

## PETROL ENGINES

- Easy to start and reliable.
- More than 20 four stroke models from 3.1-13hp.
  - Available with 2:1 reduction and a range of standard PTO shafts.

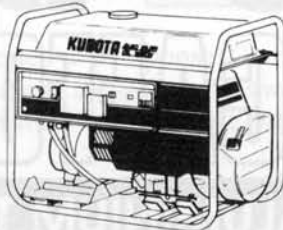


## DIESEL GENERATORS

- Economical and durable.
- Range of single & three phase models from 3 - 20kVA.
  - Features: Electric start, Auto idle & Auto shut down.
  - Silent-pak models.

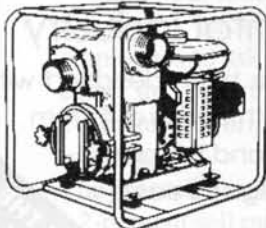
## PETROL GENERATORS

- Portable and quiet.
- 7 models from 550W to 5.4kVA.
  - Standard features: Simultaneous 12 volt battery charge, Safety first circuit breaker & Auto shut down oil watch.



## PORTABLE PUMPS

- Strong and reliable.
- 7 self priming centrifugal pumps.
  - 1 1/2" - 4" volume transfer & trash pumping.
  - Flows from 300 to 1800 l/min
  - Delivery head up to 35 meters.



**TOUGH  
Kubota  
STUFF**

KUBOTA TRACTOR (Australia) Pty Ltd.

A.C.N. 005 300 621

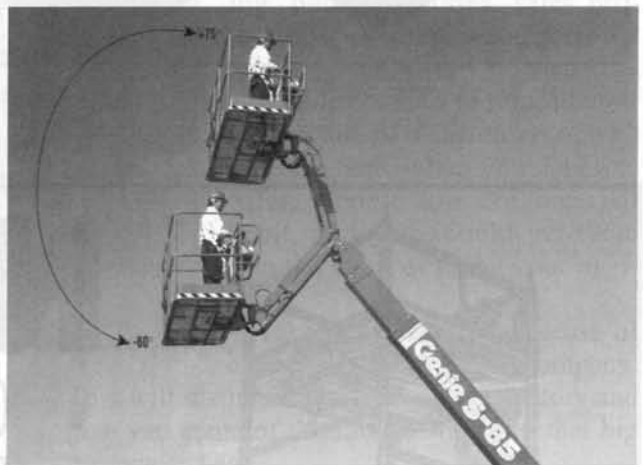
9-23 King William Street, Broadmeadows, 3047. Tel: 008 334 653. Fax: (03) 309 1343.

**POWER EQUIPMENT**

## Best Reach In The Industry — The New S80/S85 Articulated Jib

Genie Industries, through its sole Australian distributor All Access Applications Pty. Ltd., have released the Genie S80/S85 Telescopic Boom range.

The Genie S80/S85 Telescopic Booms provide a working range that is unmatched in the industry. The S85 has all the features of the S80, plus an articulating jib which gives it an additional five feet of reach and versatility. If a world class 80 foot boom is what you need, the S80 is the model you want. If you need the additional reach with a versatile five foot articulating jib, choose the S85. With either, you are assured of Genie quality and value backed by an Australian wide sales and service network.



Exclusive Genie features you won't find anywhere else include extendable axles, fulltime positive traction, a unique top pivot boom which provides more reach at higher elevations than any other boom on the market, drive enable system, commonality of parts with other Genie booms, full proportional controls and numerous industry options to suit client demands.

All Access Applications Pty. Ltd. provide an Australia wide sales and service facility which may be contacted for further information. In addition, videos and further literature may be forwarded by contacting 008-677 476.

### ALL ACCESS APPLICATIONS

Consultants & Brokers

18 McDougall Street, Kotara, N.S.W. 2289.

Tel: (049) 57 3422. Mobile: 018 260 717.

Fax: (049) 57 3035.





# THE PROVEN PERFORMER



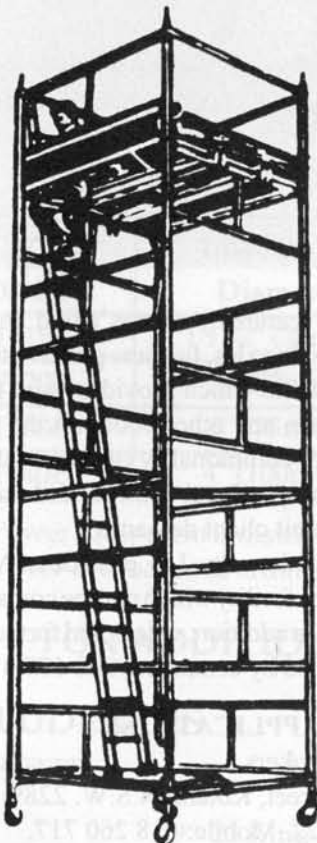
Specifically designed for the hire market, this well proven Electric Eel Kit allows for instant parts check on return and includes, as standard, sufficient tools and cables for most drain clearing jobs.

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

**THEY ALWAYS ASK FOR THE ELECTRIC EEL**

TELEPHONE TOLL-FREE NOW  
**008-028 584**  
SYDNEY METRO 559 5622

ELECTRIC EEL (AUST.)  
DISTRIBUTORS THROUGHOUT AUSTRALIA



# NO - BOLT SCAFFOLDS

**ALUMINIUM TOWERS**

Designed for the Hire & Rental Industry

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

Fully D.L.I. approved and guaranteed.

**NO - BOLT SCAFFOLDING** PTY. LTD.

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

**DEAL DIRECTLY WITH THE  
MANUFACTURER CALL  
NOW TOLL FREE  
008 331 478**

## Practical Ideas Offered For Advertising, Marketing And Direct-Mail Efforts

Over the years I've accumulated a long list of useful tips and do's and don'ts for advertising, especially my direct-mail efforts. Here they are, and I hope they work for you as well as they have for me.

- Develop a "who, what, why and when plan." Decide who you want to mail to; who you want to target; what you want to say; why your product or service is different; and when you want to mail it. Local direct-mail and advertising specialists have a variety of local databases that can help you get your message across to current and prospective customers.
- Personalize your letter. Do not use "resident" as a greeting or address. Find a database that includes names and use those names. Your goal is to get your letter read, and people read what is addressed to them.
- Points to keep in mind when writing your letter:
  - Use two or three short, compelling paragraphs on one page;
  - Begin with your company's strengths. Mention your service, quality, delivery and price;
  - Reflect what you know about the person who is going to be reading the letter;
  - Make the letter oriented to a response. Give a specific offer that requires a response. This will enable you to keep track and evaluate your responses;
  - Keep it simple ... don't try to write over the head of the person; and
  - End your letter as if you were closing a sale.
- Develop a tracking system for responses. Train employees to ask your customers about why they came to your rental store. This will help you evaluate your original marketing plan to see if it is working.
- The pros tell me that a 3-percent response rate with a 2-percent sell rate is acceptable with direct mail. When you consider the number of pieces generated for the cost, it is pretty effective.
- You may want to hold costs down by using a 5-by-8-inch card, which has a postage charge of 19 cents, versus 29 cents for a letter.
- The most effective direct-mail pieces are the ones that are followed by a phone call. Human con-

**Think about how you will reach the customers you will need in one, three and five years. Profile the customers generating the highest sales volume, and then search for similar consumers.**

tact—that personal touch—is still the best approach.

- The U.S. Postal Service has a book, *The Small Business Direct Mail Guide*, that can help answer questions about direct mail. Call your local post office for a copy.
- On your first direct-mail effort, I recommend you try a small sampling to see how it works for you.
- Contact leads while they are fresh. Develop a system for tracking and follow-up calls. Generally, the better you manage your leads, the higher your hit ratio in selling.
- Don't ever assume all your potential customers know who you are or where you are. Work

to get your message across to new customers on a regular basis by using a combination of advertising, public relations, sales promotions, direct mail and personal calls.

- Use direct mail to remind your current and past customers of who you are and what you have to offer. People are creatures of habit, and you should get them into the habit of using your business.

- Take steps to create a sense of excitement around your company.

This will distinguish you from competitors and give you some of the same advantages that big companies have.

- This is the age of specialization. Businesses that do one thing, and do it better than the competition, can outperform and outlast those that try to offer everything.
- Think about how you will reach the customers you will need in one, three and five years. Profile the customers generating the highest sales volume, and then search for similar consumers.

Marketing improvements must be at the top of every company's list of things to do in order to remain in business. They are essential steps that must be refined constantly.

By Hotch Manning  
A.R.A. Senior Vice President  
A-1 Rental Centre  
Las Cruces, N.M.



## Wacker's New Plate Compactor For The Paving Contractor

There can be no doubt, that WACKER's small plate compactors are used extensively by contractors for general compaction and vibration of segmental paving. Due to the popularity of these machines, they are also used in large quantities by the Hire Industry.

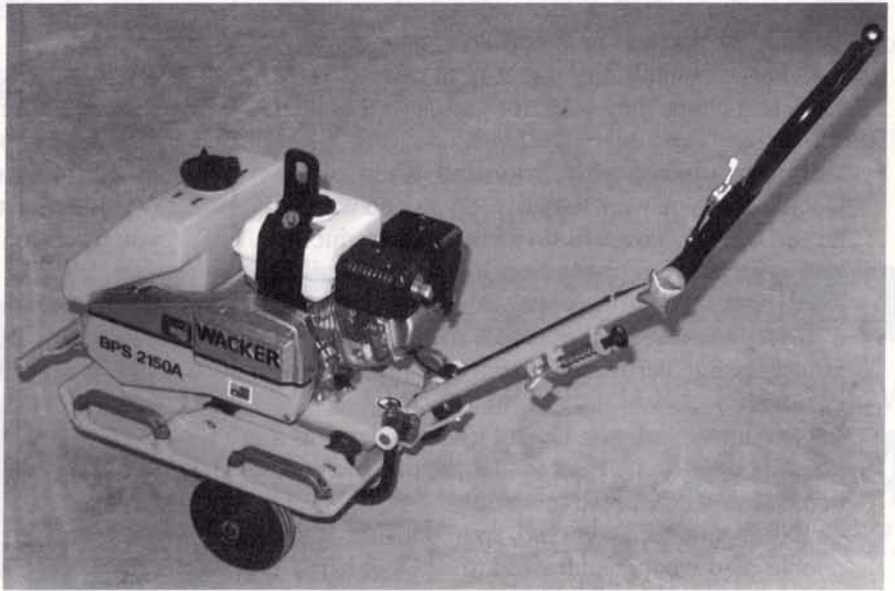
WACKER has just released a new Petrol Vibration Plate, the Model BPS 2150A, which - performance wise comes very near the larger reversible vibration plates available. This machine will bridge the gap between the standard single direction plate compactor and the reversible ones.

Especially the Paving Industry has long since realised that the standard vibration plates will achieve only questionable results on more demanding jobs. To improve compaction performance the move to the reversible compactor plates was necessary, but in most circumstances the higher price tag would have prevented most contractors from taking this step. With the release of the WACKER BPS 2150A this problem has been resolved.

Due to the machines high centrifugal force of 21 kN compaction of the sub-base to acceptable densities is possible. Naturally the BPS 2150A can be used also directly on the segmental pavers, vibrating them into the sand bed. A paving stone glider for use on clay bricks can easily be attached to the machine, so the clay pavers are protected against the high impact of the machines nodular cast iron baseplate.

Besides the above, the machine will better the compaction performance on practically all applications compactor plates can be used on. For asphalt compaction a large 8.5 litre water tank and sprinkler kit can be mounted to the machine. The open self-cleaning baseplate of wear resistant nodular cast iron incorporates rounded edges to minimise scuffing.

Four lifting handles and a centralised lifting eye provide the necessary means to lift the machine mechanically or by hand. The V-belt guard is fully enclosed allowing no dust to enter and wear down of the V-belt prematurely. The forward mounted, fully enclosed and oil lubricated exciter



Wacker's New Plate Compactor Model BPS 2150A

gives the machine its exceptional compaction force and its fast forward speed which guarantees a smooth finish on asphalt surfaces. The guiding handle is isolated against vibration and is adjustable in height. A throttle control is located at the top of it for easy operation. A transport trolley has been included in the design and is mounted to the machine, always ready for use by the operator.

### SPECIFICATIONS:

Operating weight:	98 kg
Vibration plate width:	500 mm
Centrifugal force:	21 kN
Vibration per minute:	5600 rpm
Travel speed:	21 /min
Engine power:	4 kW

For further information please contact your local WACKER branch or:

WACKER AUSTRALIA PTY LTD  
911-913 Princes Highway  
SPRINGVALE VIC 3171

Tel: (03) 547 4033  
Fax: (03) 562 3371

## WACKER AUSTRALIA PTY. LTD.

A.C.N. 004 659 590

913 PRINCES HIGHWAY, SPRINGVALE, VIC. 3171. PH: (03) 547 4033 FAX: (03) 562 3371

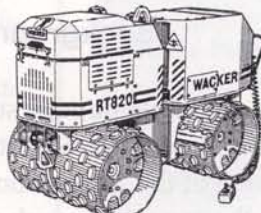


# Nothing works harder for you than a WACKER



## ROLLERS

5 models. Besides the illustrated roller (1.1 ton), WACKER now supplies two more articulated double drum vibration rollers (1.4 & 1.7 ton), plus the single drum version RS800A.



## TRENCH ROLLERS

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

## VIBRATORS & DRIVE UNITS



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

## VIBRO PLATES



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

## RAMMERS

The team for the '90s. 8 models - from 30-105kg, suitable for cohesive material and asphalt compaction. Latest performance features include: Maintenance free air filters, integral fuel filters and operator friendly guide handles.



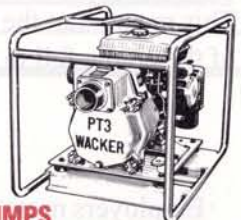
## CUTTING SAWS

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



## PETROL BREAKERS

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

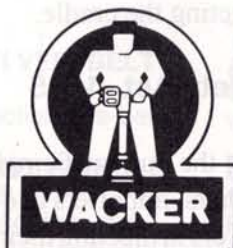
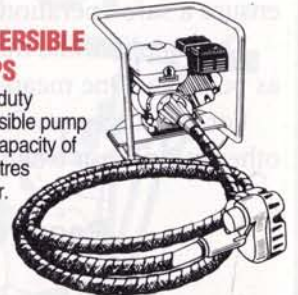


## TRASH PUMPS

Heavy duty trash pumps that keep working. 2" or 3" petrol or diesel motors. Mixed flow ductile main impeller resists wear and gives greater productivity.

## SUBMERSIBLE PUMPS

Heavy duty submersible pump with a capacity of 55000 litres per hour.



**CONSTRUCTION EQUIPMENT**

## WACKER AUSTRALIA PTY. LTD.

A.C.N. 004 659 590

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

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

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

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

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

**TASMANIA.** Freecall: 1800 657 995



# 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

## Ditch Witch New Release

**D**itch Witch offers a 18-HP-class walk-along trencher, The Model 1820.

The 1820 has increased horsepower for this size machine with any of three engine options (two gasoline, one diesel) has a newly-designed control console for easy operation, and advance, low-maintenance design.

The 1820 has smooth, hydrostatic ground drive and a rugged mechanical trenching drive system. It can trench to depths of 48 inches. A choice of three optional pivots permits trench widths from 3.75- to 16-inch widths.

Power steering operates drive wheels which permits steering during trenching.

For more information, contact:

MOLE ENGINEERING PTY LTD  
 14 AMAX AVENUE  
 GIRRAWEE NSW 2145  
 PO BOX 233  
 PENDLE HILL NSW 2145  
 PHONE (02) 688 8011  
 FAX (02) 688 4856 (Spares)  
 FAX: (02) 896 1488 (Admin.)  
 TELEX: AA20075  
 ACN: 000-135-259



# Flextool

## TOUGHER - 10 WAYS!

**1. HEAVY DUTY CONSTRUCTION**

Heavy gauge rigid steel baseplate reduces vibration.

**2. MULTI VEE- BELT DRIVE**

Twin 'A' section vee-belts.

**3. SEALED SPINDLE BEARINGS**

Twin self aligning units.

**4. CONVENIENT CONTROL LOCATION**

For ease of operation plus adjustable handles.

**6. OIL LEVEL SENSOR**

And choice of Honda, Robin or Vanguard OHV motors.

**7. FINGERTIP BLADE ADJUSTMENT**

Spring counterbalanced with blade depth indicator.

**8. HINGED & MOVABLE STEEL GUARD**

For cutting up to walls and on both sides.

**10. WIDE WHEELBASE**

Aids stability, with motor weight over blade.



**FLEXTOOL (AUST.) PTY. LTD**

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

Mobile Floor and Road Saw



# Homelite Outdoor Power Equipment News

## PRO-SERIES

Homelite has recently made available the new range of Pro-Series equipment. This range includes 15 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**

# 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
<b>DIESEL</b>			
AIR COMPRESSOR	85 CFM	105	475
AIR COMPRESSOR	100 CFM	128	550
AIR COMPRESSOR	175 CFM	150	675
AIR COMPRESSOR	250 CFM	185	830
<b>PORTABLE</b>			
AIR COMPRESSOR	2.5 CFM	26	80
AIR COMPRESSOR	8-10 CFM	44	160
<b>AIR TOOLS &amp; ACCESSORIES</b>			
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
<b>AUTOMOTIVE TOOLS</b>			
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
<b>LIFTING &amp; JACKING</b>			
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
<b>PAINTING &amp; DECORATING</b>			
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
<b>WELDING</b>			
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
<b>OTHER</b>			
2 TONNE TIPPER	140	840	.27c
3 TONNE TIPPER	160	960	.27c
MINIBUS 12-15 SEAT	125	688	.25c
<b>TABLE TOPS</b>			
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
<b>VANS</b>			
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
<b>SHELLS</b>	
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 CHERRY-PICKERS, 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	\$110
WIDE LOAD	\$130
OVER 7.2M (SEMI-TRAILER)	\$415

WEEKENDS AND PUBLIC HOLIDAYS 150% OF NORMAL RATES

**HIRE & RENTAL ASSOCIATION OF AUSTRALIA**

**ENQUIRIES:  
CONTACT YOUR STATE ASSOCIATION**

**HIRE AND RENTAL  
OCCUPATIONAL HEALTH & SAFETY MANUAL  
ORDER FORM**

Contact:		DATE
Company:		
Address:		
	Postcode:	
Phone:		

QTY	ITEM SUPPLIED	AMOUNT
	Occupational Health and Safety Manual/s	
	@ \$120 each	
	Cheque enclosed for:	

CHEQUES SHOULD BE MADE PAYABLE TO: HIRE & RENTAL ASSOCIATION

# Four Minutes That Get You Hired

**T**he 28-Year-Old had spent six years working at night while attending university during the day.” I always wanted to be a teacher,” she says. “and I worked hard to earn my degree. When I finally graduated, I was very optimistic.” She had hopes of landing a teaching position at a nearby primary school.

With the help of friends who taught at this school, she arranged an interview with the principal. “I noticed a tiny run in my stockings that morning,” she recalls. “I thought about changing, but I knew I’d be late if I did. By the time I got to the interview the run stretched from my ankle to my knee. I walked in and immediately apologised for not looking my best. I spent the rest of the interview trying to sit so that he couldn’t see the run.”

The would-be teacher didn’t get the job. In fact one of her friends told her the principal’s only comment was: “If a person doesn’t take the time to present her best image at an interview, what kind of a teacher is she going to be?”

First impressions are often lasting ones. Indeed, if you play your cards right, you can enjoy the benefits of what sociologists call the “halo effect.” This means that if you are viewed positively within the critical first four minutes, the person you’ve met is likely to assume that everything you do is positive.

**FOUR MINUTES!** Studies tell us that is the crucial period in which impressions are formed by someone we have just met. Within a mere 10 seconds that person will begin to make judgments about our professional, social class, morals and intelligence. People tend to focus on what they see (dress, eye contact, movement) on what they hear (how fast or slowly we speak, our tone of voice and volume), and on the actual words we use.

Bungle a first encounter, and in many cases the interviewer will mistakenly assume you have other negative traits. Worse, he or she may not give you another chance.

Most employers believe that those who look if they care about themselves are more likely to care about their jobs. Research shows that physically attractive people are generally perceived by prospective employers as more intelligent, likeable and credible. Your goal should be to come across in the best possible light- attractive in the way you dress, in your gestures and facial expressions and in your speech.

Here’s how to make those crucial four minutes count:

**LOOK YOUR BEST!** It signals success. Studies have linked dress sense to higher self-esteem and job satisfaction. And one study found that it pays, literally, to project a professional image. Judith Waters, a university professor, sent out identical resumes with either a “before” or an “after” photograph of hypothetical job candidates to over 300 companies. (no company received both “before” and “after” photos of the same

person.) Waters asked them to determine a starting salary for each “candidate.” The result? Salaries were eight to 20 per cent higher for those whose resumes had been accompanied by the photo with an upgraded image.

Yet many people fail to understand the importance of projecting a professional image. For example, a 32-year-old worked for ten years as an administrative assistant in a large accounting firm. When the office manager retired, she applied for the position. She wasn’t even granted an interview.

“I thought it was an oversight, so I asked the personnel director what had happened,” she says. “he told me I didn’t fit the image of an office manager. He suggested I revamp my wardrobe- get rid of neon coloured skirts and dangling earrings- before I applied again for another position. I was shocked. I do a great job, and the way I dress shouldn’t have any bearing. My clothes reflect my personal style.”

Forget about personal style. At work, your clothes must convey the message that you are competent, reliable and authoritative.

Dress for the job that you want, not the job you have. If you’ve arranged an interview with a company you’ve never visited and aren’t sure what to wear, ask for a copy of its annual report and study what the employees pictured are wearing, or drop in ahead of time to see how they dress.

**MONITOR YOUR BODY LANGUAGE.** How you move and gesture will greatly influence an interviewer’s first impressions of you. In a landmark communications study, psychologist Albert Mehrabian discovered that seven percent of any message about our feelings and attitudes comes from the words we use, around 38 per cent from our voice, and a startling 55 per cent from our facial expressions. In fact, when our facial expressions or tone of voice conflict with our words, the listener will typically put more weight on the nonverbal message..

To make our first encounter a positive one, start with a firm handshake. If the interviewer doesn’t initiate the gesture, offer your hand first. Whenever you have a choice of seats, select a chair beside his or her desk, as opposed to one across from it. That way there are no barriers between the two of you and the effect is somewhat less confrontational. If you must sit facing the desk, shift your chair as you sit down, or angle your body in the chair so that you’re not directly in front of your interviewer.

Monitor your body language to make sure you don’t seem too desperate for the job, or too eager to please. When a 26-year-old telemarketing specialist applied for a promotion, her interview went so well she was offered the job on the spot. “I was ecstatic,” she recalls, “but I reacted to the offer with too much enthusiasm. Once the boss sensed how excited I was, he knew I wasn’t going



to turn him down. Consequently, he offered me a lower salary than I'd hoped for. I'm convinced I could have got more had I contained myself."

**KEEP A POKER FACE.** Audrey Nelson-Schneider, a communications consultant, says that inappropriate smiling is the most common example of nonverbal behaviour that undercuts verbal messages- making you appear weak and unassertive.

Good eye contact is also important. One study found that job applicants who make more eye contact are perceived as more alert, dependable, confident and responsible.

**SAY WHAT YOU MEAN.** Your goal is to exude confidence and be believed. Clinch that favourable first impression by making your words consistent with your body language and appearance. If they aren't in tune, the mixed messages that you will send out are bound to confuse your interviewer.

Open and close your conversation on a positive note. For example, if you've studied the companies annual report-and you should have! - consider remarking on any substantial progress the firm has made within the past year, or cite an area of company involvement that interests you. When you leave, summarise why you are the best candidate for the job and thank the person for his interest.

**USE A PERSONS NAME WHEN TALKING.** It's the best to get- and keep- his or her attention. And avoid verbal clutter. As business consultant, Marian Woodall puts it: "successful communicators talk in short sentences and even in bulleted items."

**MASTER THE ART OF SMALL TALK.** Most people who appear comfortable with strangers in social and business situations will tell you that they work hard to look that way. Their advice? Read a weekly news maga-

zine and at least one daily newspaper so you can hold your own in a conversation.

**ASK QUESTIONS.** Too often when people meet, they feel awkward and are at a loss for words after the introductions are made. Almost everybody likes to be asked questions, so do not be afraid to take the initiative. Finally there is the way you speak. Any voice coach will tell you that you can learn to sound more relaxed, more assertive, and more confident. One good technique is to record your voice on tape. "As you play it back, be alert for voice tones that sound apologetic, tentative, meek or imploring," says management and communication consultant Norma Carr-Ruffino.

In his book, **YOU ARE THE MESSAGE; SECRETS OF THE MASTER COMMUNICATORS**, media consultant Roger Ailes suggested a voice improvement exercise he calls "tape and ape". Get a recording of a famous actor or actress reading a classic. Then record yourself reading the same selection and compare. "Your goal is to become a performer," says Ailes. "But when you hear good speech and attempt to emulate it, you will improve your voice."

As Christopher Lasch states in his book, *The Culture of Narcissism*: "nothing succeeds like the appearance of success," So use those crucial first four minutes to your complete advantage. Look your best, move with confidence, speak with conviction- and the job you want is yours

Condensed from "More Power To You" Copyright 1992 by Connie Brown Glasser and Barbara Steinberg Smalley,

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## Accessory Distributor

**A**ustralian Pump Industries has been appointed as the Australasian Distributor for Arrowline high pressure water blaster accessories. Arrowline is one of the world's largest manufacturers of agricultural spraying equipment and industrial high pressure water blaster accessories and equipment.

The Arrowline range includes sandblast attachments, a wide range of competitively priced guns and both stainless steel and zinc plated lances. Adjustable unloaders and special detergent and acid application injectors are also available.

The majority of Arrowline high pressure accessories are available for use with Gerni, Karcher, Kew and other makes of water blaster.

The product will be marketed throughout Australia by the Aussie Clean division of Australian Pump Industries. Further information on Arrowline accessories is avail-



*Sandblast attachment is easily fitted to a conventional lance. It uses the Venturi Principle and has a hardened steel tungsten carbide nozzle supplied as standard.*

able from Australian Pump Industries or Aussie Clean dealers and distributors throughout Australia.

# NEW ZEALAND HIRE & RENTAL CONFERENCE WAIRAKEI

## 15TH, 16TH, 17TH AUGUST 1995

**YES, IT'S ON.** put it in your diary or on the calendar - **NZ HIRE AND RENTAL ASSOCIATION 1995 CONFERENCE, WAIRAKEI RESORT.**

*Great facilities for everyone - yes that's food, accommodation, hot pools, golf courses and tennis courts to name a few. All undercover display area for the trade suppliers along with two fork lifts and a liaison person to help with any situations that may arise.*

*Entertainment / activities will be varied and fun, fashion parade (ladies only). Yes Ladies you can huy the clothes.*

*Golf and tennis tournaments along with the opportunity to trout fish one or two days.*

**14 AUGUST SET-UP DAY** for Trade Suppliers

**15 AUGUST day 1**

Registrations & Continuation of Trade Display Set up.

**Day** Tour / golf / tennis / trout fishing etc. all professionally organised.

**Evening -** Informal get together with happy hour with **Phil Kingsley Jones as Guest Speaker.** He is humorous, informative and generally highly entertaining Welshman.

**16 AUGUST day 2**

Registrations continue

**Morning** Breakfast Guest Speaker

Opening by Mayor of Taupo, Mrs. Joan Williamson

Workshops

**Afternoon** Trade Display

**Evening** Happy Hour / Dinner with Theatre Sports

They entertain from happy Hour right up until dinner finishes. If you have not seen a show from them it's a must. Great entertainment

**17 AUGUST DAY 3**

**Morning** Association Annual General meeting

Keynote Speaker (who will be dynamic and you will not want to miss it)!!

Workshops Continue - relevant topics of benefit & interest to all Members.

**Afternoon** Trade Display

Tennis Finals - after trade display. Preliminaries will be played day 1 and semis etc. after trade display day 2.

**Evening** Happy hour

Dinner with Fund Raising auction and entertainment.

P.S. The Wairakei Resort has undergone a complete refurbishment programme and we can confidently report that this will be a Superb venue for our Convention. The Staff also are bending over backwards' to ensure all our requirements are being taken into consideration. With Taupo just down the road and ski fields less than an hour away this is a Convention that Overseas visitors will not want to miss.



**PRESIDENTS COMMENTS**

Another year is about to end with most centres reporting good business and brisk trading as we go into 1995.

We should all look forward to becoming more professional and profitable in our individual business. A more professional image will promote customer awareness and increase the number count through the gate / door.

By pricing fairly, to yourself and the customer the increase in profitability will follow.

Several Major projects have been completed by your Association this year, including the Quality Assurance and Safety Manual as well as the Marquee Guide to Compliance. By using the likes of these Association prepared documents, small and large Companies alike have the same resources available to them so that complying with the raft of legislation requirements are made easier to understand and implement.

Convention at Hastings was very successful with record sales at the Equipment Exhibition. The business session and workshops were very beneficial and the social events excellent. Thank you to the Organising Committee led by Anne Lane for all the effort which resulted in a great event. Enter in your Diary NOW the dates 15 - 17 August 1995 for Convention at the Wairakei Resort Hotel. This Convention will include tremendous speakers - excellent workshops - tremendous Trade Exhibitions - and some Sporting activities for those who wish to partake.

You will not want to miss this - plan now.

*Warren Egen*

**FUTURE NEW ZEALAND CONVENTIONS**

The Directors plan to survey Members, both Full Members and Associates as to the continuing benefit or otherwise of holding an Annual Convention and Trade Exhibition as compared to holding such an event bi-annually ( An Annual General Meeting would still be necessary in the intervening year if held bi-annually ).

**OVERSEAS NEWS**

Snippets gleaned from the latest Executive Hire News from Hire Association Europe include:

**Take Care with References**

As a result of a recent ruling by the House of Lords it is now imperative that information employers provide in written references is accurate.

The rules means that whereas previously a referee only owed a duty of care to the new employer, that duty now extends to the subject of a reference also. Before, if the subject of a reference was defamed or if the contents of the reference were untrue and given with malice, then he or she might be able to sue for defamation or malicious falsehood. However this ruling now means that the per-

son can also sue for negligence if the contents are inaccurate even though the referee believed them to be true.

Employers should therefore advise managers and others responsible for writing references to ensure that due care is exercised.

**Sunday Trading Reform**

The Sunday Trading Act 1994 recently introduced allows all shops smaller than 3000 sq ft to trade freely on Sunday and restricts larger shops to six hours trading. New protection for shop workers includes the right not to be dismissed, made redundant or subjected to any other detrimental action for declining to work on a Sunday. This applies irrespective of age, length of service or hours of work and even where workers have previously agreed to a contract requiring Sunday work.

**LEGISLATION**

It is the silly season with various draft legislation being received for comment. One can not help wondering whether the bureaucrats send all this material out right on Christmas with a certain sense of satisfaction of having done their work and there being a case of to heck with those who have to wade through all the documents over the holiday period.

**Power Operated Elevating Work Platforms**

Currently out for comment is a proposed Code of Practice for Power Operated Elevating Work Platforms.

**Hazardous Substances etc.**

Also available for comment are the proposed regulations under the Hazardous Substances and New Organisms Bill.

**Gas Regulations 1993 and Plumbers, Gasfitters and Drainlayers Act**

Discussion papers on both these matters have been received .

**Entertainment Tax**

For Members in the habit of entertaining, recent changes to the Entertainment Tax will be welcome. The following types of entertainment previously taxed is now no longer in this category:

*Business travel meals (taken alone); Conferences; Joy Flights; Overseas entertainment; sightseeing tours; sporting / cultural event tickets.*

Still in the taxed bracket are *Boardroom lunches; Business lunches; Christmas Parties; Corporate Boxes; Harbour Cruises; Holiday homes for Clients*

**Future Codes of Practice**

OSH has notified that Proposed Codes of Practice are

to be issued for the following in the near future. These will be initially available for comment:

- Scaffolding**
- Excavations**
- Powder Powered Tools**
- Cranes & Lifting Appliances**
- Mechanical Plant.**

**MARQUEES & THE BUILDING ACT**

All Members have received a copy of the booklet **Guide to Compliance with the Building Act for Temporary Structures, Marquees and Tents.**

The Association has been having discussions with the Local Government Association as to the best method of conveying this Industries concerns about the process of consents etc. to individual Authorities

A copy of a newspaper article has just been received highlighting that the Selwyn District Council will be enforcing the Building Act in relation to Marquees even though the Mayor says the law is 'stupid' The

article also highlighted that the Army, with all their Marquees are caught out by the Act, something they were not aware of.

**YOUNG MANAGERS FORUM**

Following evaluation of the first Young Managers Forum in September last, the Directors have agreed that another Forum will be held prior to the end of September 1995. It is proposed that the Forum will be held over 2 days with the second day devoted to specialised interests i.e. Party Hire or General Hire. Details and applications will be available at an appropriate time in the new year.

**GENERAL**

\* A number of Companies are being surveyed as a basis of a proposal to be presented to the Inland Revenue Department regarding Marquee Depreciation.

\* The Consumers Institute has indicated to it's subscribers that it will be undertaking another survey of Hire Companies as to service and safety instructions provided for customers.

**INDUSTRY NEWS**

**A Water Blast From The Past**

**P**acific 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.

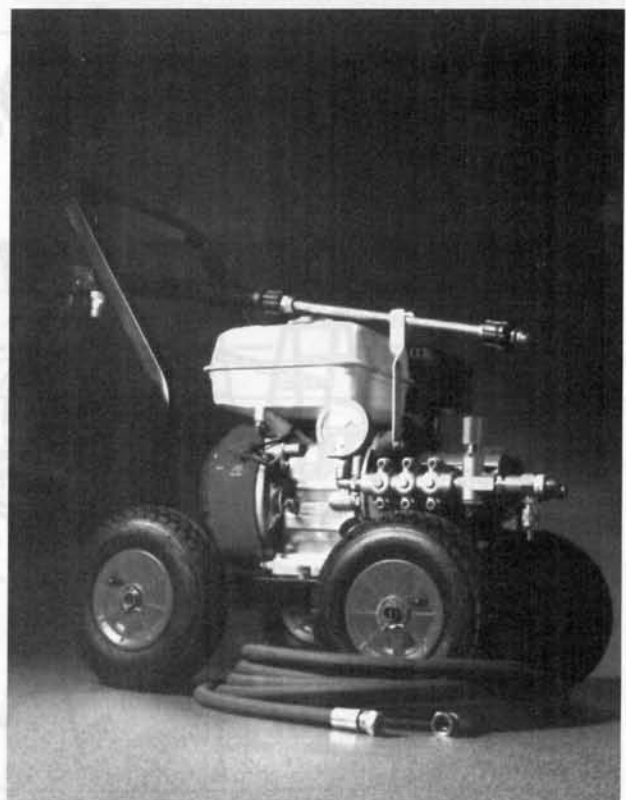
The XL35G-KOH is a 1500 psi, 11 litres per minute unit built on a rugged trolley for Australian conditions with four pneumatic -tyres. The blaster is supplied with 10 metres of high pressure hose, gun and a double lance with variable nozzle. The unit is also supplied with a detergent kit for degreasing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



**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.



**VIC** 218 Princes Highway  
Dandenong 3175  
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

# **OLDFIELDS PTY LIMITED**

## **ATTENTION HIRE COMPANIES...**

A.C.N. 000 034 046

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

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



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

\* Aluminium or Fibreglass ladders available

**SUPPLIERS TO THE HIRE INDUSTRY**

NSW (02) 718 5577 • QLD (07) 273 1755 • VIC (03) 326 6411 • WA (09) 244 2250 • SA (08) 377 01111

## Ausco Buildings Secure Scientists Above Building Action

A double storey bank of 12 Ausco modular buildings has been built above laneways on a congested Sydney hospital construction site.

The temporary complex sits five metres above ground level.

It will meet the accommodation and associated work needs of 120 Garvan Institute of Medical Research scientists for the next year.

Garvan Institute project director Ken Hillier said the design and installation of the Ausco buildings above Chaplin and Wethered Streets within the St Vincent's Hospital precinct took just four weeks from conception to completion.

It was undertaken as a complete turnkey project by James Hardie Building Systems.

In addition to offices, the Ausco units house meeting and seminar rooms, staff lounge, library, amenities and the institute's computer hub and Infonet satellite facilities.

The temporary accommodation is required during the two stage construction of substantial new quarters and refurbishment of existing premises for the Garvan Institute by Concrete Constructions. Continuous use of the on-site streets is required throughout the construction period.

James Hardie Building Systems constructed 10 12 x 6 metre Ausco office modules and two 4.8 x 2.5 metre ablution units in Brisbane.

Concrete Constructions erected a steel two level gantry to which the Ausco buildings were welded.

James Hardie installed the two levels over successive weekends, providing all passage and services links to adjoining buildings on the St Vincent's Hospital campus.

The difficult nature of the congested construction site necessitated each unit being craned onto the steel gantry system.

The air-conditioned Ausco modular units are wood framed with Ausco's Mesa profiled Colorbondw steel exterior walls and Polyply internal cladding.

Mr Hillier said the Ausco Buildings provided a cost-effective answer to the Institute's need temporarily to accommodate administrative and scientific staff.

"It was effected with minimal disruption both to the site works and to the Garvan Institute's scientific research," he said.

"We have been impressed at the standard of comfort, style and practicality of the Ausco solution."

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



*James Hardie Building Systems Ausco office modules are craned into place at the Garvan Institute of Medical Research at St Vincent's Hospital in central Sydney.*

## \$75,000 WINDFALL FOR INSURING MEMBERS

The Hire & Rental Insurance Brokerage has a long tradition of working together with the Hire & Rental Association of Australia.

Through this relationship the Brokerage remains in close contact with the industry, and continues to provide hire businesses with the insurance products and services they require.

One major benefit of being a member of the

Association and insuring with the Hire and Rental Insurance Brokerage, is receiving the insurance rebate.

Members recently received payments totalling \$75,000. the payment to each member was based on the level of premium paid by the member during the year, for both private and commercial policies.

Support for your Association's endorsed insurance broker is also a financial bonus for yourself.





**It's  
Party Time**

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**Let's  
Party**



## Special Event 11 - Orlando USA

January and February, traditionally busy months for hire operators in this part of the world, sees several major industry conventions occur in the USA. Always in the first week of January The Special Events Industry (THE for short) holds their Special Event Convention, organised by the Special Event Magazine. This year was The Special Event 11 and Baytex exhibited for the first time.

THE is predominantly an industry representing party planners, decorators, event organisers, caterers, hotels, function centres and convention centre managers and surprisingly Universities and Colleges, both in their capacity as convention organisers and special event training providers. Not to forget the party hire people in their droves who looked slightly out of place compared to the more flamboyant icons of THE industry.

This year THE 11 was held in conjunction with the IFAI Mid Winter Rental Meeting at Orlando, Florida. and as well as a regular convention trade show featured a major outdoor tent exhibit. Baytex exhibited their linings in conjunction with Olympic Tents and Outdoor Lighting, as part of our USA sales strategy to create the tent environment, and both lighting and linings worked particularly well in this context.

Major features of the outdoor Tent Rental Exhibition were the large Tension Tents, including Anchor's 100' X 100', and Academy's 100 X 120 push pole tents without quarter poles! Apart from the sheer size, the only interesting features were the various staking guying methods employed. Most sophisticated was Anchor's use of heavy web

straps tensioned by load binder winches and held to the ground by multi peg staking plates, a very neat and efficient arrangement, but not a telescopic pole in sight. How the Americans can get away with making such large tents from their regular laminated fabric I will never know.

On the other tent exhibits Hoecker showed off their new 10M Euro series, with tri-frame end and peaked roof panels and from Canada, the new Fiesta Tent range, featuring a beautifully executed Hoecker "knock off" in the 6M, 8M and 12M widths, with some very well thought out features, but seemingly too sophisticated and expensive for the American market.

The big hit of the Tent exhibit was the Baytex Flexi tunnel, old hat down here, but never before seen in the USA.

Of The trade show I saw little, 2000 delegates kept me very much pinned to my booth, but from all accounts it was a feast to walk through.

Highlight of the Convention was the black tie awards dinner, an opulent and spectacular affair with extensive audio visual awards presentation and the usual American hoop la.

Baytex in conjunction with Stuart Rentals of San Fransisco was nominated for an award in the Best Tent Installation category for their lining installation in a high school gymnasium. We came runner-up to BC Productions of Vancouver, Canada, who supplied a fully lined 25M Roder Structure for Bill Gates (Microsoft) wedding. The biggest cheque book always wins.

Spencer Tankard  
Baytex Manufacturing

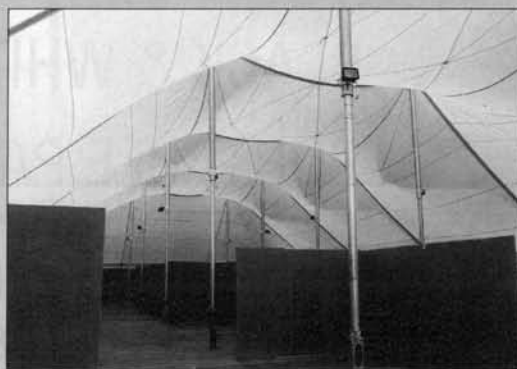
### Stand out above the crowd with an 18M ELECTRON from Baytex

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 the smaller hirer 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 an 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



# AUSTRALIAN PORTABLE DANCE FLOOR



Australian Portable Dance Floors have introduced a new range of dance floors for use in the Australian Event Industry.

Beautifully finished in Tasmanian Oak or Brush Box finger parquetry, or in black and white vinyl for special theme functions, these floors look great, anywhere, anytime.

Designed for easy assembly and storage, with simple aluminium extrusions and splayed gold anodised trims. You can form a variety of floor shapes and sizes to suit your needs.

For ease of handling our robust transporter, which doubles as a storage bin, can carry up to 20 floor panels.

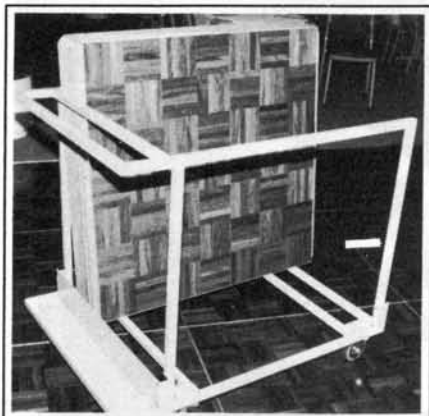
We will manufacture upon request, floor panels in specific sizes to match and complement the floor panels in your current portable dance floor.

Australian Portable Dance Floors last for years and will return great profits.

*For further information contact:*

## AUSTRALIAN PORTABLE DANCE FLOOR

2 TOWNSEND STREET, PHILLIP, A.C.T. 2606 — PHONE: (06) 285 2896. FAX: (06) 285 2242



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## Computer Designed Marquees

**W**ith 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 Quin's 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 Quin's can offer a complete service to the forward thinking marquee hirer.



**At Quins, we manufacture to your specific requirements.**

- All sizes – large or small
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**Port Adelaide SA 5015**

**Mobile: 018 847 228**

## Honda Diesel Pump

**A**ustralian 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, it's 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



## **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  
 PO Box 326. Archerfield Qld 4108. Ph: (07) 275 1683/1388. Fax: (07) 875 1395





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- ★ PLASTIC SAFETY FENCING and STAR POSTS
- ★ SAFETY VESTS, HATS & FLAGS
- ★ WARNING TAPE

Servicing the Hire Industry

## ROAD SIGNS

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PH: (02) 51 4547, (02) 516 1467

FAX: (02) 519 9936



# 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.

**PLEASE NOTE:** Due to increased costs of printing, a price increase has been unavoidable. Please note the new price per pack of 50 as \$8.00 per pack for members and \$10.00 per pack for non-members. Thank you!

**HIRE & RENTAL ASSOCIATION OF AUSTRALIA  
(NEW SOUTH WALES REGION) INCORPORATED**

P O BOX 523  
NEWPORT BEACH NSW 2106

PH: 979 5039  
FAX: 979 5108

**COMPLETE LIST OF STICKERS**

- A1 Park and Run Level
- A2 Use Distillate Fuel Only
- A3 Use Fuel Supplied Only
- A4 Check Oil Daily
- A5 Use 2 Stroke Only
- A6 Standard Petrol Only
- A7 Special Oil Only
- A8 Use Kerosene Only
- B1 Rotation (left/right)
- B2 Tyre Pressure - front, rear - KPA
- B3 Use in Well Ventilated Area Only
- B4 To lift maximum of..... kg
- B5 Drain Daily
- B6 Prime Pump Before Use
- B7 Keep Clear of Blade(s)
- C1 Empty Bag Before Returning
- C2 Clean Before Returning
- C3 Extra Charge if Returned Dirty
- C4 Cylinder Fitted with Left-Hand Thread
- C5 Flammable Gas (Red Lettering)
- C6 Use Unleaded Petrol Only
- C7 Maximum 80 speed
  
- C8 **IMPORTANT**  
This equipment may lawfully only be used by the holder of a certificate of competency issued under the "Construction Safety Act". (50c each)

**COST OF STICKERS**

\$8.00 per pack (member) or \$10.00 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:** .....

.....

.....

.....



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

P O BOX 523  
NEWPORT BEACH NSW 2106

PH: 979 5039  
Fax: 979 5108

## LIST OF INSTRUCTION SHEETS

ELEVATING WORR PLATFORM  
DITCH WITCH  
DX EXPLOSIVE POWER TOOL  
USING YOUR ELECTRIC TOOLS SAFELY  
ALUMINIUM SCAFFOLD  
LAWN MOWER  
"CUT QUIR" DEMOLITION SAW  
BOBCAT  
FLOOR SANDER  
COMBI HAMMER  
USING AIR EQUIPMENT SAFELY  
ELECTRIC HAMMER  
HILTI TP400/TP800  
ENGINE HOIST USE  
WALLPAPER STEAMER - STRIPPER  
STEAM TEAM STEAM STRIPPER MODEL HTW-5  
MINI LOADER  
ROTARY HOE  
CHAIN SAW  
ROUTER  
WACKER BTS 11 SAWS  
WACRER RAMMERS  
WOODTURNER'S LATHE  
PLATE COMPACTOR  
STIHL TWO MAN EARTH AUGER  
LADDERS  
MULCHERS (ENGINE DRIVEN)  
CONCRETE TROWEL  
DISC GRINDERS  
HIGH PRESSURE CLEANERS  
ELECTRIC ARC WELDER  
PNEUMATIC NAILER  
GAS WELDING & CUTTING (OXY - RITS)

---

### INSTRUCTION MANUAL ORDER FORM

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

NAME OF COMPANY:.....

CONTACT NAME:.....

MAILING ADDRESS:.....  
.....

PHONE NUMBER:.....

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

P O BOX 523  
NEWPORT BEACH NSW 2106

PH: 979 5039  
Fax: 979 5108

## Safety Check Tags for Hire Equipement

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

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

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

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

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

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

The Hire Association of NSW has had these colour-coded tags printed as a service to members. The tags are on a 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:

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

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



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

**H**yster 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.OOF-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.OOF-

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?

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

Only a week 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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come and find out at the

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Job Site ..... Phone .....

Order taken by ..... O/No..... Date Am/Pm

COMMENTS:  
(Including  
Delivery Details)

<u>ITEM NO.</u>	<u>EQUIPMENT</u>	<u>Qty</u>	<u>Period of Hire</u>	
			<u>Day(s)</u>	<u>Week(s)</u>
			FROM .....	Am/Pm
			TO .....	/