

# **HIRE and RENTAL**

## **Industry Quarterly**

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

MAY 1995



**ADELAIDE CONVENTION CENTRE**  
**VENUE OF 24TH NATIONAL HIRE CONVENTION**

**PAGE 10**





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## PRESIDENT'S REPORT



**RICHARD CROMMELIN PRESIDENT**

*Here I am back again for another 12 months, and I appreciate the opportunity given to me by the other National Delegates to see to fruition some of the items recently started.*

*I would like to thank Pat Pearce, who is a South Australian Delegate to the National Committee, for the time that he has put into our Association as a Committee Member for the last 15 years. Pat announced his retirement as Delegate at our last meeting in March, and on behalf of the industry and the National Committee, I would like to wish him well in the future.*

*In my last message to you I mentioned the formation of a National Safety Committee and a Committee to oversee our magazine, to provide support to the editor and to look at making it more relevant to our members.*

*I am pleased to announce that Brian Elms from Victoria has taken on the Chairperson of the Safety Committee, and Stephen Donnelly from New South Wales, and Mal Barnett from Victoria have jointly taken on the magazine responsibility. They now have also set up a contact person from each State's Committee to be a local contact, and those people can be contacted via your local Committee for any input you may wish to have.*

*At our last Committee Meeting it was decided to add a section to our Safety Manual to provide guidance on the important area of environmental issues. This would cover areas like, correct disposal of waste, safety issues relating to handling of various types of fluids, etc. This addendum is expected to be ready within the next 3 months and we would be looking to distribute this around about the Convention time.*

*By now you should have all received the brochure covering the 24th Hire & Rental Convention to be held in Adelaide. I understand from the Committee and organisers that Exhibitor reaction has been extremely strong, and certainly from the list of speakers and the program they have established, there is plenty there for Delegates. You will notice they have reduced the price in an attempt to attract more Delegates to this valuable forum, and I urge all of you to give your support.*

*Sometime soon after you receive this, the Federal Budget will be brought down. In discussions with the various States, it appears that certain areas or markets have become quieter, and it is my opinion that the budget uncertainty had a small part to play in this. Uncertainty is worse than knowing one way or the other, and I am sure that confidence will improve once people have a known base to work from.*

*Keep positive!*

*All the best.*

**RICHARD CROMMELIN**



# HIRE and RENTAL

## Industry Quarterly

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#### HIRE and RENTAL Industry Quarterly

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### **TYPESET AND LAYOUT**

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## Revolutionary New Product Released Through Kango Construction Tools

**A** revolutionary saw is to be launched onto the Australian market by Kango Construction Tools Australia.

The saw invented by Kevin Inkster of Arbortech Industries Pty Ltd in Western Australia, was originally known as the Allsaw when it won the BHP Steel award for innovative use of steel in 1993.

Kango Construction Tools product company in the UK, a subsidiary of the Atlas Group Sweden, realised the potential of this unique product and purchased the rights to jointly develop the saw for the world market. The saw was launched in Germany at the Cologne Hardware Fair in March 1995, with a planned release to the Australian market in the later part of 1995.

Kango (UK) Ltd is a well known manufacturer of high quality electro pneumatic hammers. In Australia Kango Construction Tools operates as a separate business unit of Atlas Copco Construction and Mining Australia, marketing the full range of Kango and Atlas Copco Construction Tools.

The new saw will be manufactured jointly by Arbortech Industries Pty Ltd and Kango (UK) Ltd.

The local content will include the unique blades manufactured from BHP Steel. The Kango saw is a completely new concept in a cutting tool which enables you to cut a smoothly finished square in brick, block walls, sandstone, limestone and wallboard.

The saw minimises over cutting and avoids the need to hand chisel, as well as lessening the worry about dust creation which you would get with conventional type cutters working in confined or enclosed spaces.

The cutting and impacting action of the Kango super saw's two tungsten tipped blades cut deeply and easily up to 270mm and can plunge cut through a double brick wall with significantly less power (and dust) than conventional methods.

The new Kango saw offers many advantages over existing power tools, however, it is the saw's inherent



safety feature that will revolutionise its use in the building and construction industry.

The movement of the two oscillating blades is so small, soft material moves and vibrates with it rather than being cut ensuring the highest level of operator safety.

Mr Steve Joseph, Business Manager for Kango Construction Tools Australia, is enthusiastic about the saw's appeal to a number of markets.

The new Kango saw provides a safer and more effective means of creating openings for doors, windows, air conditioning units and ventilation ducts and as such has the potential to find its way into the tool kit of every contractor and trades person in the building and construction industry, as well as use for many industrial applications.

For further information contact:

John Crook, Publicity Manager

Kathy Jack, Public Relations Office

Phone (02) 621-9405



**CONSTRUCTION TOOLS AUSTRALIA**

A.C.N. 000 086 706

an operating unit of Atlas Copco Australia Pty Limited

# NO DOWNTIME

## **Crommelins Machinery**

***"Our gear won't let you down".***

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Crommelins have the exclusive representation for the following Internationally manufactured products:

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- **Bluebird** Lawn Care Products, Aerators, Combers and Seeders.

- **Groundhog** Trenching Machines
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- **Graco** Airless Sprays
- **Silverline** Floor Sanders
- **Square Buff** Orbital Sanders
- **General** Drain Cleaners

**Give them a call soon for information on any of the above products.**



## **Crommelins**



### **Melbourne**

Frank Calleja  
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Lindsay Ryan  
018 227 712

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018 870 653

### **Adelaide**

Mark Flanagan  
(08) 262 2022

### **Perth**

Sales Department  
(09) 350 5588



## Crommelins New Distributor for Bluebird in Australia

**C**rommelins are pleased to announce their appointment as the Australian and New Zealand Distributor for Bluebird International of the USA.

Bluebird are well known in Australia for their Engine Cranes and more recently for their superb Lawn Aerating Machine, which is gaining greater and greater acceptance.

Bluebird has been represented in Australia for nearly 20 years by Jim Nilsson and Graham Hoinville of Bluebird Floor Cranes and there are a substantial number of these

units in service throughout Australia.

Jim and Graham have decided to retire to pursue other interests and approached Crommelins as the most suitable Company to represent Bluebird to the Hire Industry.

Crommelins have taken over the spare parts and these are available now from them to continue the excellent service provided by Jim and Graham over the past 20 years.

Crommelins will be contacting all Hire Companies in the near future to provide more details

Suppliers of Quality Engines and Machinery to the Australian Construction Industry since 1958

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Western Australia

Bentley 6102 Western Australia

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Sydney

Melbourne

Brisbane

Adelaide

## FAULTY ELECTRICAL EQUIPMENT KILLS WORKER

### WILL YOU BE NEXT IN COURT?

**T**he Occupational Health and Safety Authority released details of a worker found dead, still clasping his hands around a machine that had become 'alive' due to a faulty electrical lead.

The hire industry is a prime target for injury to the public. WorkCover Authority have strict guide lines for testing and tagging equipment before each hire and have increased their workforce to ensure that companies are meeting their obligations.

BSA Instruments market an electrical safety package for testing and tagging equipment which also includes accredited training and certification. This eliminates having to send employees to a TAFE college for certification, another reason why we are having great success in the hire and building industries.

Our package also allows builders and sub-contractors to test and tag their own equipment 'on site' without having to engage an electrician, saving money and inconvenience.

Companies such as Kennards, National Hire, GKN Rentals, Wreckair Hire etc. have now changed to our new package and are enjoying a much quicker and safer testing system.

The new tester is extremely simple to operate and tests all extension leads, power tools, earthed appliances and single and three phased equipment, with the simple press of a button.

***You have the option of purchasing the tester or the full package including training and certification.***

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Mobile: 018241565.



## From The Editor

**T**he Hire Association Magazine is undergoing a change of format. This issue sees the start of a new segment, Stock Watch, which will keep you in touch with the performance of publicly listed hire companies, as well as a forecast of building industry prospects by BIS Shrapnal, Australia's leading economic consultancy and forecasting company, plus a look at the ARA convention through the eyes of some Australian visitors who attended. Future issues will see the magazine become more industry related with articles on different sections of the industry, besides profiling some of the people involved, while still keeping you informed on what is new and what is happening both here and overseas.

We are also starting a letters to the Editor section, so if you have any comments to make on the hire industry or any issues relating to it. We would like to hear from you.

Please address all correspondence to:

The Editor  
Hire & Rental Quarterly  
P.O.Box 308  
Rose Bay  
2029

**Greg Kelson**  
Editor

## INDUSTRY NEWS

### SNORKEL SL 25 SCISSORLIFT The Papal People Mover!

**T**he recent visit to Australia by the Pope, primarily to perform a beatification ceremony for Mother Mary MacKillop, included a request by the Premier's Department to Snorkel to provide equipment capable of lifting the Pope safely onto a high platform both at the Domain and the following day at Randwick Racecourse for the actual ceremony.

The Snorkel SL 25 scissor was perfect for the task and was donated, along with two additional Scissors to be used for camera platforms, by Snorkel for this very special occasion.

It is also worth mentioning that for the Pope's visit to Manila the Philippine Government also requested a Snorkel scissorlift (the SL 20) but in this case the scissorlift was the platform, complete with chair and red carpet!

The Snorkel SL 25 scissor used by the Pope is the safest scissor on the market with new standard equipment that further increases its versatility and stability.

The units have a redesigned gate that lifts up for loading 1.2m x 2.4m sheeting on their 385kg capacity platform, swing down low profile guard rails that allow them to pass through low overhead clearance areas and non-marking tyres that eliminate black tread marks on the work floor.

The SL 25 is designed for ease of operation with centre pivot steering for tight area maneuverability, a joystick control on a removable control console and two wheel drive with dual parking brakes.

The SL 25 is drivable at its full 9.4m working height and



*SL25 (Sydney) Pope's Visit 1995*

has three speed shift-on-the-go drive and lift with 25% gradeability.

Built in standard safety features include slope sensor interlocks and an automatically activated pothole protection system.

Renovators, painters, contractors, others in the building trades as well as maintenance personnel can obtain more information by contacting:

Mr Ross Hogan  
Snorkel  
Telephone (02) 725 4000  
Fax (02) 609 3057



## JLG Commander Electric Sizzor Lift Aids Safe Cellar Work At Nuriootpa

A JLG Commander, CM1432 Sizzor Lift work platform is proving to be the ideal solution for safe and easy access to the multi-tiered oak barrel storage of maturing wines at the Minchinbury Cellars of Southcorp Wines at Nuriootpa, SA.

The Minchinbury cellars have over 30,000 oak hogsheads in storage and there is a continual need to access each barrel for topping and to monitor the progress of the maturation. With the hogsheads racked five high, providing a safe access and working area for cellar staff is an important consideration.

The JLG Commander CM 1432 is able to move between the barrel rows at speeds up to 4km per hour while providing a working platform height of up to 4:27 metres (14 feet). The JLG Commander has a width of only 82 cms (32 inches), allowing it to fit easily within the barrel rows and also move through standard door openings.



*Southcorp Wines Nuriootpa cellar hand, Michelle Burge-meister, working between the barrel rows from the safety and comfort of the JLG Commander CM1432 Sizzor Lift.*

The CM 1432 model is able to provide multiple shift operation on a single battery charge and draws its power from four 6 volt, 220 amp hour batteries matched to a highly efficient electrical system. An automatic 25 amp hour battery charger provides quick, reliable charging.

The JLG Commander series of Sizzor Lifts is designed to be driven with the work platform at its full elevation and offers lift cycles of 14 seconds up and 20 seconds down. All control functions on the platform are within easy reach of the operator while the ground level set offers secondary and emergency control functions. The JLG Commander CM 1432 at Southcorp Nuriootpa is being used on two shifts each day to the great satisfaction of all cellar personnel.

For more information on the JLG range contact Noel Plummer on (08) 283 1099 or Don McCurdy on (03) 562 7599 or JLG Industries PO Box 972 Port Macquarie NSW 2444.



**CAIRNS  
PARTY  
HIRE**

### OPERATIONS MANAGER CAIRNS PARTY AND NORTHERN EXPO HIRE

This fast expanding joint hire operation, situated in Cairns, North Queensland, requires a highly motivated and experienced Operations Manager to closely assist the Managing Director with the every day operations of this business. Applicants must have had hands on experience in the industry and the ability to adapt to a new work environment, whilst maintaining a desire for excellence under pressure. A suitable remuneration package will be negotiated with the successful applicant.

Interested parties should forward their complete history and resume to:

The Manager  
P.O. Box 1349  
CAIRNS QLD 4870

\* Would you please mark the envelope - PRIVATE & CONFIDENTIAL

## HIRE BUSINESS FOR SALE

This business has been well established in the Canberra region for many years, and has a unique position in the Party/ Handyman hire corner of the market place.

All equipment is in excellent order. A sound investment with great growth potential and low overheads. For further information please contact Bill Stares, Bestime Party Hire.

Phone 06 2852896  
or write to  
PO Box 68, Mawson ACT 2607.



## Reduced Registration fees for Adelaide Hire Convention

Adelaide is the host of the 24th National Hire & Rental Association of Australia Conference And Exhibition, to be held at the Adelaide Convention centre. In an unprecedented move the Organising Committee have reduced the Registration fees for this year to \$295, a reduction of \$100 on last year.

With three previous National Convention behind them Adelaide has established a reputation for providing a great time in every respect for attending delegates, and this year they are determined to excel themselves. A well balanced program has been prepared, including:

- \* First class speakers targeting the hire industry led by Glen Jones, past Events Manager Australian Formula One Grand Prix and currently Chief Executive Indy Car Australia, will ensure an interesting and informative seminar program.

- \* An extensive Trade Exhibition. Prospective exhibitors are advised to book early, as current sales of space at this time are well ahead of anything previously experienced.

- \* A social program for delegates and accompanying persons that will leave you needing a holiday at the end. The Borossa Valley Gourmet Food & Wine Tour must not be missed.

- \* On site demonstrations of machinery for the first time.

With confidence in the industry sky high we canvassed potential visitors to the Convention as to their intention this year:

Andy Kennard, Kennards Hire, NSW. Andy is a regular visitor to Conventions and Exhibitions as it gives him the chance to meet face to face with delegates and suppliers. Andy feels that because of the confidence in the future of the industry at the moment any new products that are well presented at the Exhibition should do well with sales. Kennards always send members of their staff to Conventions, as the Seminars are always educational and motivating.

Barry Martin, Belmont Hire, West Australia, is a regular visitor to conferences, he feels they are very worthwhile investment. They give you the opportunity to see what new equipment is around, besides also allowing you to meet with and share ideas with different people in the Industry. The Seminars are always delivered by professional speakers on subjects relative to the Hire Industry.

Noel Ryan, Hitachi Power Tools, sees the benefits of Exhibitions as the opportunity to expose their complete range of products, while having the opportunity of meeting their customers face to face, whereby they can discuss first hand the best way to satisfy their needs. It is also an opportunity to get the customers view on any changes they feel may be beneficial.

Mike Wilton, Moorland Hire, Victoria, always looks forward to Conventions as they give you the chance to see what new products are available. Mike feels one of the best aspects of Conventions is they provide the opportunity to meet with interstate delegates, thereby keeping you in touch with what is happening in the industry.

Flextool have attended every Hire Exhibition held in Australia. Manager, Kemble Miller, sees Exhibitions as the chance to support the industry, keep their product range in front of the industry, as well as the opportunity to socialise with it's customers, while looking to create new sales.

Scott Walker, All Site Hire, Queensland, said " Although I have been in the industry since 1974, I didn't attend my first Hire Convention until 1988. Since then, I have only missed the one in Melbourne 1993. In my early days of hiring, I "made excuses" to myself for not attending, with reasons like "conventions are only for the big guys" or "I couldn't get away from business" etc, but after attending my first convention, I realised what I had been missing".

"It doesn't matter if you are from Bundaberg or Bunbury, Adelaide or Ayr, hire people all have the same problems and it's great to be able to discuss things in a casual and informal atmosphere".

"To anybody wondering whether or not to go to this year's convention, I'd say **JUST DO IT**"

**So join the throng - Come to Adelaide**

**Now Is the right time  
Come and find out why!**



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

## programme

### Saturday 26 August 1995

1.00pm	5.00pm	Tandem Skydiving
1.00pm	5.00pm	Strathalbyn Tour

### Sunday 27 August 1995

9.30am	5.00pm	Barossa Valley Gourmet Food & Wine Tour
6.30pm	8.30pm	Cocktail Party

### Monday 28 August 1995

8.45am	9.00am	Opening Address
9.00am	10.00am	Session - Glenn Jones
10.00am	10.15am	Morning Tea
10.15am	12.15pm	Session - Winston Marsh
12.15pm	1.15pm	Lunch - Margaret Rohan Kelly
1.15pm	5.30pm	Burnside Village Shopping Tour
1.15pm		Official Opening Exhibition
3.00pm	3.30pm	Afternoon Tea
3.30pm	5.30pm	Party Hire session
6.30pm	8.30pm	Happy Hour
8.30pm		Exhibition closes for day
8.30pm		Casino Evening

### Tuesday 29 August 1995

8.00am	8.45am	Aerobics
9.00am	2.00pm	Exhibition
9.30am	11.30am	Gourmet Market Adventures
10.30am	11.00am	Morning Tea
12.00pm	5.00pm	Secrets & Surprises of the Adelaide Hills
1.00pm	2.00pm	Lunch
2.00pm		Exhibition Close
2.00pm	3.00pm	Hypothetical - Keith Conlon
3.00pm	3.30pm	Afternoon Tea
3.30pm	4.30pm	Session - Ross Greenwood
7.00pm	12.00am	New Orleans Grand Ball

### Wednesday 30 August 1995

11.00am	2.00pm	Equipment Demonstrations
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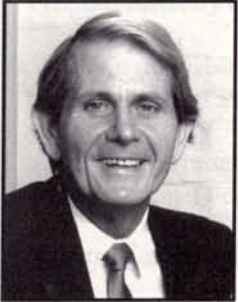


# speakers



## **GLEN JONES**

Glen is the Chief Executive of IndyCar Australia, the organisation in charge of managing IndyCar celebrations in Queensland from 1995 through 1998. From 1985 until 1994, Glen was the Event Manager for the Australian Formula One Grand Prix in Adelaide. He was responsible for community relations, circuit security, traffic control, detour planning, on course catering, credentialling of officials and managed arrangements for the Formula One teams. This included the shipment and handling of team equipment and personnel. In addition to this, Glen was responsible for the presentation of the inaugural Motor Cycle Grand Prix at Sydney's Eastern Creek Circuit, a number of Australian Touring Car events at Sandown in Victoria and F1 Powerboat events staged at Port Adelaide.



## **WINSTON MARSH**

Winston Marsh has the happy knack of being able to relate to business people from all walks of life. Whether his audience consists of corporate executives or small business owners, Winston can show them how to use their own resources and abilities to achieve success.

The secret of Winston's appeal to such a broad range of business people is simple: he knows what works and he knows how to communicate it. You don't get corporate doublespeak. You don't get complicated formulas. You don't get lectures laced with jargon. What you will get is practical advice and solutions, the confidence that you can go out there and do it, and renewed enthusiasm and commitment to solutions that will lift your business out of the doldrums (or to even greater heights!).



## **MARGARET ROHAN KELLY**

Margaret was Miss Australia in 1967 and is the mother of 8 children in 11 years. She has combined the roles of wife and mother with a restaurant and cooking school, her own radio programme and writing and promoting her best selling autobiography. Since moving to Adelaide from Port Lincoln 5 years ago, Margaret has worked in Public Relations and is now a speaker to a wide cross section of companies and organisations.



## **KEITH CONLON**

Keith is the morning talk presenter on South Australia's leading talk station, ABC Radio 5AN, and presented ABC TV evening news. He has received 'Better Speech' awards for his work on both radio and television.

His early interest in theatre and current affairs led him into talk radio, beginning with 5AD, where he worked from 1968-1971 during its top rating talkback years. In 1970 he was a reporter on the current affairs TV programme THIS DAY TONIGHT, the forerunner to the 7.30 REPORT.

In 1984 he was invited to host the popular current affairs and magazine programme STATE AFFAIR on ADS7. He acted as presenter and reporter for over 3 years. His work on the programme won him a Logie in 1985.



## **ROSS GREENWOOD**

Since being appointed editor of Personal Investment at 25, Ross has created a career in print, radio and television based on explaining complex investment matters in an easy to understand manner.

Ross' credits include ABC talk-back programmes in Melbourne, Brisbane, country Victoria and Tasmania; he is the finance reporter for the country's biggest FM radio network - including FOX-FM. He is also Channel 10's finance reporter through "Healthy Wealthy and Wise".



# social functions

Please note that tickets for all social functions will only be issued if indicated on the registration form. Entry to all functions can only be gained via your ticket.

## SATURDAY 26 AUGUST

### Tandem Skydiving/Strathalbyn Tour

1.00pm - 5.00pm

You've talked about it, been jealous of those who have done it, never had the time to do it?? Well now is your opportunity to join the Adelaide high flying hosts in this thrilling sport of parachuting. Go it alone? - no way, you can ride with an experienced skydiver, and should you wish to record the greatest experience of a lifetime, a video of your skydive can be arranged.

For those who do not aspire to great heights, you have two options - the first being to 'stay on the bus, forget about us' and take the historic stroll around Strathalbyn with a famous Hire and Rental celebrity! Noodle in some of South Australia's most interesting antique and craft stores and bask in the atmosphere of this architecturally charming town.

#### OR

Bring your binoculars, prepare for a hangar hangover and watch with envy whilst your colleagues float euphorically downwards! ! ! !

**Costs:** *Tandem Skydiving* (Minimum no: 4) - **\$275 per person (video of skydive \$50 extra)** includes transportation, instructor, lesson and skydive.

\* Please note that a **50% deposit** is payable one month prior to the conference

*Strathalbyn Tour* (Minimum no: 8) and *Tandem Skydiving Spectators* - **\$20 per person** includes transportation

## SUNDAY 27 AUGUST

### Barossa Valley Gourmet Food And Wine Tour

9.30am - 5.00pm

For those of you who remember the last trip to the Barossa Valley this is a must! The Barossa Valley is renowned for its wonderful wines and German traditions, its excellent cuisine and warm hospitality. Winery tours will be included at Kellermeister Wines, Rockford Wines, Stanley Brothers Winery and Martin Winery.

**Cost: \$80 per person** (includes transportation, winery tours/tastings, gourmet luncheon with wine)

## Cocktail Party

### 6.30pm - 8.30pm, Hyatt Regency Adelaide

The award winning Hyatt Regency Adelaide will set the scene for a fantastic evening. What better way to make new acquaintances and catch up with old friends than over a drink or two?

**Cost: \$30 per person** (includes nibbles and drinks)

Dress: Semi Formal

Afterwards why not continue into the night by trying some of Adelaide's award winning restaurants. Adelaide has more top-class restaurants per head of population than any other Australian city. We recommend the following:

**Authentic Australian Cuisine Red Ochre Grill 129 Gouger St Adelaide** Phone (08) 212 7266 Outstanding creative native Australian cuisine. Experience the flavours of Australia in the restaurant, cafe or under the vines.

**Cost per main course: \$13.00 - \$18.00**

**Thai Lemon Grass 289 Rundle St Adelaide** Phone 018 08 0038

A new and exciting Thai restaurant in the heart of Adelaide's trendiest streets. Enjoy authentic Thai food in a modern and lively atmosphere.

**Cost per main course: \$10.00 - \$15.00**

**Chinese House of Chow 82 Hutt St Adelaide** Phone (08) 223 6181

American Express Award Winner for three consecutive years. Innovative Asian cuisine in elegant up-market surroundings, comprehensive wine list, cocktail bar

**Cost per main course: \$9.50 - \$16.50**



# social functions

## MONDAY 28 AUGUST

### Casino Evening

8.30pm

This is your chance to learn how to play all those games you have previously only looked at! Free Learn To Play sessions will be offered to all delegates from approx. 9.00pm. Drink vouchers will be given to all registered delegates, so why not take advantage of this offer and you never know - you could make your fortune!! Restaurant facilities are available at the Casino.

All costs to individual delegates

## TUESDAY 29 AUGUST

### New Orleans Grand Ball

7.00pm - 12.00am, Adelaide Convention Centre

New Orleans - Gateway of the Mississippi, host city of the famous Mardi Gras, birthplace of jazz and the centre of Cajun and Creole cooking! This is the theme for this years Conference Dinner. Bring your colourful clothes and get ready to eat, drink and be merry Southern Style!!

Cost: \$75 per person (includes Cajun cooking, swinging jazz and many more cotton pickin' treats!!) Dress: New Orleans

# accompanying person tour

## MONDAY 28 AUGUST

### Burnside Village Tour 1.15pm 5.30pm

Sounds of tinkling water in the fountain under dappled shade of vine covered arches, brick paved meandering walks set amongst tranquil gardens . . . all this sets the mood for the unique shopping ambience which is Burnside Village. Your tour will include activities such as a mini fashion show, gourmet food sampling, the viewing of internationally acclaimed Anne Middleton's rare Australian pink and red diamonds at Chez Jewels and, of course, time for you to shop!

Cost: \$17 per person includes transportation, guiding, afternoon tea and a complimentary glass of champagne.

## TUESDAY 29 AUGUST

### Aerobics 8.00am - 8.45am

What better way to start the day? A 45 minute work-out with a qualified instructor will have you feeling the best you have for years! Guaranteed excitement!!

Cost: \$10 per person

### Gourmet Market Adventures 9.30am 11.30am

An escorted walking tour will expose the mysteries and highlights of the Adelaide Central Market. Come and marvel at the exotic, the unusual and the bizarre. Absorb the history as you inhale the heady aromas of freshly roasted nuts and oven baked breads. Let your taste buds go on a voyage of discovery as you sample and savour our superb world class South Australian foods.

Cost: \$20 per person (Minimum number: 8) includes transportation, guiding, coffee and tastings.

### Secrets and Surprises of the Adelaide Hills 12.00am - 5.00pm

The nearby Adelaide Hills hosts a variety of interesting and unique attractions. Lunch will be served at the magnificent Mt Lofty House, overlooking the picturesque Piccadilly Valley. Let your senses go on a voyage of discovery in the flower and herb gardens of Jurlique natural cosmetic company and at Springs', to sample their delicious Australian smoked salmon. Comfortable walking shoes and a jumper are recommended.

Cost: \$60 per person (Minimum number: 10) includes transportation, guiding, samples and tastings, entrance fees and luncheon with alcohol.



# general information

*The registration desk will be open in the Adelaide Convention Centre Exhibition Hall Foyer during the following times:*

<b>Saturday 26 August</b>	<b>11.00am</b>	<b>1.00pm</b>
<b>Sunday 27 August</b>	<b>9.00am</b>	<b>6.00pm</b>
<b>Monday 28 August</b>	<b>8.00am</b>	<b>2.00pm</b>
<b>Tuesday 29 August</b>	<b>8.00am</b>	<b>2.00pm</b>

## ENTITLEMENTS

### Full Registration Fee

Attendance at all conference sessions and admission to Exhibition  
Morning Teas (Monday, Tuesday)  
Lunches (Monday, Tuesday)  
Monday Happy Hour  
Equipment Demonstration  
Satchel

### Accompanying Person

Attendance at all conference sessions and admission to exhibition  
Morning Teas (Monday, Tuesday)  
Lunches (Monday, Tuesday)  
Afternoon Teas (Monday, Tuesday)  
Monday Happy Hour

## ACCOMMODATION

The following hotels have been chosen as the conference accommodation. Bookings can be made through the Conference Secretariat and must be accompanied by one nights deposit.

### Hyatt Regency Adelaide

This award winning, 5 star luxury hotel is situated next door to the Adelaide Convention Centre. This fine hotel offers an excellent selection of restaurants, a well equipped gymnasium and swimming pool.

*North Terrace, Adelaide SA 5000*

*Phone: (08) 231 1234*

*Fax: (08) 238 2392*

### The Grosvenor Hotel

One of the oldest established hotels in Adelaide, this three star hotel is located directly opposite the Adelaide Convention Centre (2 minute walk). The hotel offers all the facilities of a larger hotel.

*125 North Terrace, Adelaide SA 5000*

*Phone: (08) 407 8888 Fax: (08) 407 8866*

## CAR PARKING

Valet parking is available at the Hyatt Regency for \$15 per day. Alternatively, all day parking is available in the Adelaide Convention Centre Exhibition Hall Car Park on North Terrace. The entrance/exit is immediately to the East of the Morphett Street Bridge. Day parking costs \$4.20 if you park before 9.30am and exit before 6.30pm. Passes which allow unlimited entries and exits

are available for \$7 per 24 hours. Passes **must** be ordered prior to the convention. For a parking application form please contact the Conference Secretariat.

## CLIMATE

Adelaide's weather is refreshingly mild **during August**, with temperatures ranging from a minimum of 8°C up to a pleasant 17°C during the day.

## DRESS

Casual dress throughout the conference. New Orleans style for the Conference Dinner.

## MESSAGES

A message board will be provided for delegates near the registration desk.

## NAME BADGES

Name badges will be given to delegates and accompanying persons at the registration desk. Please wear them at all times.

## CONFERENCE DINNER

Entrance to the conference dinner will be via tickets.

## EXHIBITION

The trade exhibition will be held in the Adelaide Convention Centre Exhibition Hall from Monday 28 August to Tuesday 29 August.

## EQUIPMENT DEMONSTRATIONS

Equipment demonstrations will be held on Wednesday 30 August. This is a unique opportunity for delegates to see first hand how various equipment performs. Free transportation will be provided for delegates.

## PARTY HIRE SESSION

This is the first time that an entire session has been devoted to Party Hire. A round table discussion will enable ideas and industry trends to be discussed openly. Contact the Conference Secretariat for more details.

## TELEPHONES

Outgoing calls can be made from coin operated phones. Contact numbers for the Adelaide Convention Centre are: Adelaide Convention Centre North Terrace, Adelaide  
Phone: (08) 212 4099 Fax: (08) 212 5101

## CANCELLATIONS

*Cancellations must be notified to the Conference Secretariat in writing. Cancellations received Before June 30, 1995 will receive a part refund. Refunds after this date will only be made in exceptional circumstances.*

## AIRLINE

Ansett Australia is the Official Carrier to the Conference. They offer a special group discount to delegates attending the Conference. Please quote "MCO6194" when booking your air travel. Other discounted fares normally available are also open to delegates at the time of their booking if these are to their advantage.



# registration form

Title \_\_\_\_\_ Given Name \_\_\_\_\_ Surname \_\_\_\_\_  
 Organisation \_\_\_\_\_  
 No/Street \_\_\_\_\_  
 Town/Suburb \_\_\_\_\_ State/ Country \_\_\_\_\_  
 Postcode \_\_\_\_\_ Phone: (    ) \_\_\_\_\_ Fax: (    ) \_\_\_\_\_  
 Accompanying Person's Name \_\_\_\_\_  
 (For Registration Badge)

## A. REGISTRATION FEES:

Full Delegate (Prior to 30 June 1995) ☐ \$295.00  
 Full Delegate (After 30 June 1995) ☐ \$395.00  
 Accompanying Person ☐ \$150.00

(Accompanying Person refers to social partner only. Business partners must register as full delegates)

Registration Fees **Sub Total A:** \$ \_\_\_\_\_  
 (Please copy to Item E)

## B. ACCOMMODATION:

	Single	Double	Twin	
Hyatt Regency	<input type="checkbox"/> \$160	<input type="checkbox"/> \$160	<input type="checkbox"/> \$160	All Hotels are located adjacent to the Adelaide Convention Centre
Grosvenor Hotel (Business Class)	<input type="checkbox"/> \$95	<input type="checkbox"/> \$112	<input type="checkbox"/> \$112	
Grosvenor Hotel (Standard)	<input type="checkbox"/> \$64	<input type="checkbox"/> \$78	<input type="checkbox"/> \$78	

Date In: \_\_\_\_\_ Date Out: \_\_\_\_\_

if sharing a room with another delegate, please give the full name of the person sharing with:

(Please note: Rooms will not be booked unless accompanied by one night's deposit per room.)

Accommodation **Sub Total B:** \$ \_\_\_\_\_  
 (Please copy to Item E)

## C. Social Functions:

Although the Equipment Demonstration is included in the price of registration and the Casino Evening is at delegates own expense, to assist our planning, please indicate by ticking the box if you wish to attend. Tickets will not be issued unless ordered below.

	No Tickets	Sub Total
Tandem Skydiving Without Video	<input type="checkbox"/> \$275.00	.....
Tandem Skydiving Including Video	<input type="checkbox"/> \$325.00	.....
Tandem Skydiving Spectator	<input type="checkbox"/> \$20.00	.....
Strathalbyn Tour	<input type="checkbox"/> \$20.00	.....
Barossa Valley Gourmet Food and Wine Tour	<input type="checkbox"/> \$80.00	.....
Cocktail Party	<input type="checkbox"/> \$30.00	.....
Casino Evening	<input type="checkbox"/> (Own Expense)	.....
New Orleans Grand Ball	<input type="checkbox"/> \$75.00	.....
Equipment Demonstrations	<input type="checkbox"/> (included)	.....

Social Functions **Sub Total C:** \$ \_\_\_\_\_  
 (Please copy to item E)

**continued over**



# registration form

continued

## D. ACCOMPANYING PERSON TOURS

	No Tickets	Sub Total
Aerobics	<input type="checkbox"/> \$10.00	.....
Burnside Village Tour	<input type="checkbox"/> \$17.00	.....
Gourmet Market Adventures	<input type="checkbox"/> \$20.00	.....
Secrets and Surprises of the Adelaide Hills	<input type="checkbox"/> \$60.00	.....

Sub Total D: \$

(Please copy to Item E)

## E. PAYMENTS TOTAL Sub Total A: \$

Sub Total B: \$

Sub Total C: \$

Sub Total D: \$

**GRAND TOTAL: \$**

Please make cheques payable to: **Hire Expo 95**

Hire Expo 95  
ICMS Pty Ltd,  
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Drawer: \_\_\_\_\_

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Branch: \_\_\_\_\_

Amount: \_\_\_\_\_

## Richard Stevens Hire expands further with major Bobcat acquisition.

South Australian-based Richard Stevens Hire Pty Ltd. has followed up its first interstate expansion with the acquisition of a leading Adelaide Bobcat hire group.

Richard Stevens Hire today announced the purchase of Adelaide Equipment Hire, the largest hire operator of Bobcat machinery.

This follows the expansion of Richard Stevens Hire into Victoria in the past 18 months with the acquisition of two hire companies now trading through four Melbourne outlets under the name BE. Hire.

The continued successful growth for the 35-year old Panorama based company has taken its employees ranks to more than 100 people and helped push annual sales beyond \$ 10 million.

The latest acquisition will give Richard Stevens Hire the lions share of Bobcat hire in the key industrial, commercial and government sectors and be in addition to the group's substantial home handyman and general hire activities in South Australia.

Richard Stevens Hire principal, Mr. Richard Stevens, said the Company now had available 18 Bobcats or skid-steer loaders after taking over the operation of Adelaide Equipment Hire, a division of Bobcats of South Australia.

The latter company will continue to operate as the State's sole importer and distributor of Bobcats.

Bobcat machines are used extensively in the landscaping, nursery, demolition, highway construction, factory clean up and building industries.

Mr. Stevens said the deal was a strategic acquisition for the Company in South Australia.

"The increased Bobcat operation will give Richard Stevens Hire an unassailable majority share of this market in South Australia and this will flow-on to additional hire activity across our group's extensive range of equipment and specialist services"

Richard Stevens Hire's broadened skid-steer range included the popular 1-metre wide Dingo model through to the 1.7 metre 843 series Bobcat, along with accessories such as backhoes, borers, four-in-one buckets, post-hole diggers and trenchers.

Mr. Stevens said the company would continue to seek further expansion opportunities and was looking to become a major supplier to the commercial, industrial and government sector in South Australia.

Richard Stevens Hire operates 10 outlets in the Adelaide metropolitan area, hiring up to 400 types of tools and equipment products to the public and specialist markets.

As well the handyman market, Richard Stevens Hire is a major equipment hirer to South Australia's largest automotive, mining and power generation entities and a large number of State and local government authorities.

The group also operates portable buildings and high-lift equipment divisions.

Further Information; Please contact  
John Stevens, Richard Stevens Hire  
Tel: (08) 277 002

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COMPANY.....

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



# Gordon Edsen

## A Lifetime in Hire

**A**t the 1995 NSW Hire and Rental Association AGM in February, Gordon Edsen was awarded life membership of the Association. It was a fitting reward to someone who had helped start the Association and had served as a committee member for the last 27 years.

Gordon first became involved in the Hire Industry in 1964 when he became manager of Silverwater Plant Hire, who were involved in general builders hire.

It was there where Gordon was approached by Neville Kennard in 1967 to help set up a Hire Association in NSW. A meeting was arranged at Brighton where a constitution was drafted and the NSW Hire & Rental Association was established. It



was arranged for a newsletter to be printed and circulated to members. The first committee was elected, with Gordon being part of that committee, a position he held for the next 27 years, also serving as President for two years.

This was the first Hire Association established in Australia and was the forerunner of the organising of the other state Associations, culminating in The National Association being established in 1973. The first two NSW conventions were held in the Metropole Hotel, then shifting to the Florida Hotel in Terrigal, which was the venue of the first National Convention.

Meanwhile, Gordon continued managing Silverwater Plant Hire, which gradually grew, shifting the head office to Homebush Bay in 1972. Shortly after this Bradken Ltd. bought Silverwater Hire, which was later taken over by Coates Hire in 1978.

Gordon was left with the dilemma of considering several offers he had received from the hire industry. Eventually he accepted one from Neville and Andy Kennard from Kennards Hire to enter into a partner-

ship in their Shed Hire business, which was involved in hiring of portable toilets and sheds operating out of premises in Rydalmere.

He believes that he must have been one of the first hire businesses to install a Computer, which was made necessary when he discovered that he had about 700 sheds being hired out on a long term basis to building sites, making invoicing a nightmare.

The running of Shed Hire gave Gordon the opportunity to utilise the knowledge and experience he gained from his 14 years in the hire industry. Gordon feels that he was very lucky, as of the two biggest growth areas of the 80's in the hire industry, Elevating Work Platforms and Portable Buildings, he bought into one of these, Portable Buildings. It was this growth that allowed them to later buy a premises at Prospect. Soon after they shifted the business, now known as Rent-A-Loo to Prospect. They later used part of this area to set up a Mini Storage business.

The 80's were buoyant times for the building industries, the hire industry benefited from this with unprecedented growth and profitability. It was the early 80's that Neville Kennard came up with the idea of using containers as security units for building sites. They added the hire and sale of these units to their range, and this became a major part of their business. Gordon maintains that they managed to dominate the market in container hire by using very competitive rates. A would be competitor later told Gordon that he waited around for years for Gordon to put his rates up, so that he could enter the market. Gordon was also thankful that he was able to surround himself with great staff. Jim Oman and Pat Keenan were two who followed him over from Silverwater Hire, whose assistance over the years was invaluable.

In 1983 they started Rent-A-Loo in Newcastle and the Hunter Valley. Later in 1988 a division of Rent-A-Loo was opened in Queensland, which got off to a rocky start but is now the biggest supplier of toilets in that state. This success Gordon attributes to John Matheson, the Queensland Manager.

The name of the company was changed in 1987 to Prestige Portables. In reality the business which had begun mainly involved in Portable Toilets was now 80% Portable Buildings and Containers and 20% Toilets.

Unfortunately an illness laid Gordon low in 1992, causing him to curtail his activities somewhat, but



now he has fully recovered. Prestige Portables was sold to Coates Hire in September 1994. With Gordon now employed by Coates as a consultant, he looks forward to an ongoing involvement in the industry and with the Hire Association.

Looking back Gordon still remembers the camaraderie of the early days of the Association at Terrigal. He feels the Association has done a great job in nurturing the industry through its growth and development by bringing together individuals who are normally competitive to band together for the benefit of all those involved in the industry. He also feels the experienced old heads blended with younger generation place the Association in a very strong position to face up to the future in an industry which is certainly now maturing.

After thirty years Gordon thinks the Hire Industry

is still a good business venture. Like all other industries there will always be boom periods. The boom of the 80's saw an influx of new businesses, looking for the opportunity to reap the rewards. Unfortunately this led to oversupply and the consequences that followed when the downturn came. However, he believes that in order to succeed in the future the hire industry must be selective and specialise, the one who finds the niche industry and cultivates it will be the one who succeeds.

Gordon has always been impressed with openness and friendliness of the hire industry. "Where ever you go in the world there are always people ready to welcome you and share ideas with you."

This is one of the things which have made Gordon's thirty years in the industry very enjoyable.

## QLD REPORT

### NORTHERN ROUNDUP - 1995

The Northern Roundup is scheduled for the Queen's Birthday Weekend - 10 - 12th June. The response has been very encouraging with many hire companies and exhibitors attending. The venue will be the Southbank Motor Inn at Townsville, and a special night has been planned for the function on Saturday night.

Bookings are being finalised, so you should contact Shane or Donna Smith at SOS Hire as soon as possible for a registration form if you would like to attend. This event has become larger each year and is well worth the trip to Townsville.

SOS Hire can be contacted by phone on 077 252 887 or fax 077 257 611.

### EWP Identity Cards

A green "Train the Trainer" ID Card has been introduced to identify course attendees. Green card holders are eligible to conduct training for other members staff members who can be issued with a Blue ID Card. Both cards can be applied for on the appropriate form and will be valid for up to three years- payable on 1st. March in the year of expiry.

**Blue cards can only be issued after training has been completed by a Green Card holder.**

Holders of Blue and Green cards can issue Yellow Operator Cards which are available for purchase from the association by **eligible companies** ( that is, with a blue or green card holder on their staff.

### Welcome New Members

Mr. Michael Young  
**Total Site Solutions**  
P.O. Box 258  
Richlands  
4077

Mr. William Fletcher  
**Queensland Mini Pickers**  
P.O. Box 3389  
Loganholme  
4129

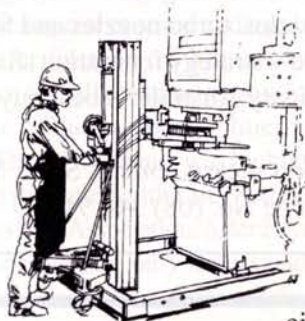
Mr. Martin Rayner  
**Karcher Pty.Ltd.**  
10/1909 Ipswich Rd.  
Rocklea  
4106

Mr. Dave Corley  
**ABB Installation & Service**  
P.O.Box 323  
Gladstone  
4680

Mr. Tony Zahra  
**Lacaba Ahden Aust.**  
P.O.Box 5647  
Mackay Mail Centre  
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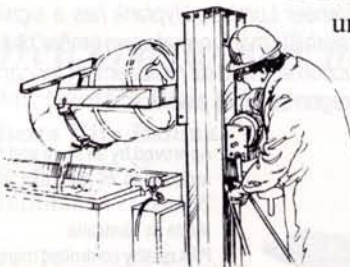
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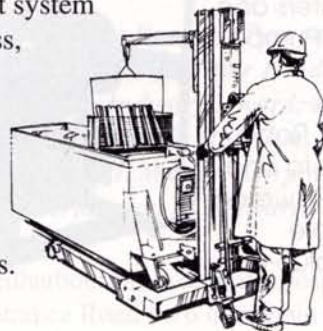
Firstly, choose the base and mast option you need - either a standard or straddle base with five different lifting heights. Then, choose your winch - either one speed or two speed. Finally select the load handling attachments you require.

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## All The Problems Are Gone

**J**etwave's new range of petrol driven high pressure cleaners are designed exclusively for the hire and rental industry. The new unit is the result of much appreciated feedback from industry leaders. Jetwave boasts **all the old problems are gone**, one of the unique features is the powder coated roll cage with balanced pick up hook. The frame allows complete safety for the unit without compro-



missing operator ease. Other points taken into consideration with the frame manufacturing was that the side bar be completely removable for easy access in maintenance situations. The high pressure hose is fitted with quick release couplings and is clamped to the frame to prevent impatient clients snapping fittings by pulling on the hose. The frame is completed with the addition of the hose reel, gun and lance holder and four centred pneumatic wheels for easy manoeuvrability. The Jetwave specifications are among the highest in the market place. Fitted with a 3000 PSI, 15 LPM InterPump, 2:1 Reduction Gear-box, 13 HP Honda motor, 10 metres of double wire braid hose the unit can take on the toughest jobs from roof cleaning to concrete aggregating. A host of accessories are available including sand blasting nozzles, drain cleaning nozzles, turbo nozzles and foaming guns. With Jetwave's strategy for market share in the hire and rental industry Australia's best buys are to be had.

For more information please contact Sales Manager, Stephen Ince Phone No. (08) 346 9123.

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**T**he NSW Hire and Rental Association's annual AGM Principals and Executive Seminar was held at the Parramatta Travel Lodge on 14/2/95.

The program consisted of two Seminars, comprising a panel of hire company principals, Gordon Edsen - Prestige Portables, Peter Hinde - Go Hire, Ian Mcphail - Eastern Portable Buildings, and Laurence Lockhart - Patties Hire, with each panellist outlining their ideas on the best ways to "Fund the Purchase of Rental Equipment."

The interactive discussion that followed between the audience and the panellist and the sharing of ideas and experiences of the different methods of financing, was a bonus to those who attended.

The second seminar, saw Ms. Jennifer Fry, Unit Manager, Cumberland Health & Research Centre University of Sydney. Speak on "Occupational Health & Safety." Outlining where we are in the 90's, emphasising the necessity of having a rehabilitation co-ordinator and their responsibilities. Her examples of the cost to a company of an injured worker and their rehabilitation, was a surprise to some and a painful memory to others. Jennifer finished off her informative speech with the advice that all companies should make themselves well aware of their responsibilities in this area.

The AGM dinner was highlighted by Gordon Edsen, being presented with Life Membership of the New South Wales Hire Association. After 27 years as a committeeman, Gordon became only the second person to receive this honour. Jim Brown presented the award, then treated the audience to an entertaining, humorous description of Gordon's hire career. Jim may have a future as an after dinner speaker on his performance.

After Dinner Speaker - Peter FitzSimons, former Wallaby and current Journalist with the Sydney Morning Herald, brought the day to a close, entertaining the audience with tales of his Rugby days in France and his ensuing journalistic career.

### **Welcome to new members**

Mr. Geoff St.Clair

**Betta Hire Ballina**

85 Kalinga St.

Ballina 2478

Ms. Maryanne Winters

**Exxon Coal & Minerals Australia**

P.O.Box 1439

North Sydney 2059

### **New-New-New Sticker**

We have a new sticker available for sale at a cost of

\$1.00 each. The sticker is a white based with red. Orders may be faxed through. A copy of the sticker appears on the list of stickers, page 61.

## **Go Hire wins Illawarra Business Award**

Go Hire won the 1994 Telecom Illawarra Service Industry of the Year Award. This prestigious award was a fitting reward for Go Hire, an Illawarra based company with over 21 years service. The award also coincided with the opening of a new store for the company. Go Hire, who have stores at Dapto and Corrimal, had been planning to expand into the Shellharbour district for some time. But it wasn't until December 1993 that they decided to take the plunge, firstly finding a suitable site, buying the vacant land and then developing a "Hire Store". The store comprises a shop style counter, equipment storage area, wash bay/workshop, all within the same building. The open plant storage yard has a bitumen surface and is suitably landscaped and fenced.



*Winners of the Illawarra Business Person of the Year Awards last night were (left) Peter Hinde, Go Hire, who won the Service Industry Award, Paul Jeans, Manufacturers Award, Vania Harrison, Small Business Award and Ian McMaster, Corporate Award. (Reprinted with permission of Illawarra Mercury).*

Go Hire Shellharbour has excellent exposure, fronting on to Lake Entrance Road (a 6 lane main road within sight of Shellharbour's largest shopping centre). This has proved its worth with the growth of custom beyond expectations, since the store opened on 12th. January 1995.

With the new store open up and running, it was a moment to celebrate for the staff of Go Hire, when the company won the Annual Award.



# Building Industry Prospects

## TOTAL BUILDING COMMENCEMENTS ENTER DOWNTURN

Following a three year upturn in total building commencements, driven by record activity in residential construction, we forecast the beginning of a downturn this financial year (-3%). Total activity increased by 25% through the upturn, with nearly all the growth coming from new residential construction. During 1993/94, total building commencements increased by 15%, due mainly to a massive 38% jump in activity in Victoria. The strong increase in Victoria resulted from a boom in retail building and the commencement of the Melbourne Casino project.

The downturn in total building commencements in 1994/95 will be concentrated in **Victoria** (-17%) and the smaller States and Territories. **New South Wales** (+8%) is expected to continue to experience growth across all sectors of building activity in 1994/95, while commencements in **Queensland** will remain static. In 1994/95, both the new residential (-3%) and non-residential (-2%) sectors are forecast to decline. The growth rate in alterations and additions to dwellings will slow to 1%, following the 12% real growth in commencements in 1993/94.

## TOTAL BUILDING COMMENCEMENTS % Change (Constant 1989/90 Prices)

TABLE 1

	1993/94	1994/95 (f)	1995/96 (f)
New South Wales	6.7	8.4	-6.3
Victoria	37.6	-16.6	-4.0
Queensland	9.4	0.2	-14.0
South Australia	-6.1	4.0	-7.8
Western Australia	13.5	-3.6	-18.8
Tasmania	19.1	-13.1	-4.1
Northern Territory	56.9	-15.7	-3.7
Australian Capital Territory	11.9	-19.7	-5.2
AUSTRALIA	14.6	-2.5	-8.9

The downturn in total activity will accelerate in 1995/96 (-9%), as **residential building** commencements fall in response to higher housing interest rates and an oversupply in all states other than New South Wales and Victoria. While the value of **new residential** commencements is forecast to drop by 23% in 1995/96, we forecast that the nonresidential building sector will grow by 11%, due to strengthening activity across all sectors of commercial and industrial building. Growth in the **alterations and additions to dwelling** sector (+1%) will be subdued, due to rising interest rates and lower consumer confidence. The downturn will occur across all States, with the largest falls in **Western Australia** (-19%) and **Queensland** (-14%).

## HOUSING STOCK SURPLUS AND LOWER UNDERLYING DEMAND

The forecast decline in dwelling commencements in 1994/95 and 1995/96 is based mainly on the presence of an oversupply of housing stock in most states. While higher housing interest rates are forecast to further dampen the demand for housing, pent-up demand has been satisfied in all states, except New South Wales, and this will be the main reason for the decline in commencements over the next two years. In addition, the underlying demand for new dwellings has declined from approximately 143,000 per annum in the five years to 1991, to approximately 128,000 per annum in the four year period to 1995.



There are therefore three factors driving the decline in housing commencements:

- lower underlying demand
- the lack of pent-up demand and a housing stock surplus in all states except New South Wales
- rising housing interest rates to a peak of 13.5% by March 1996

One of the main reasons for the lower underlying demand, and housing stock surplus, is the decline in net overseas migration, from a high of 157,000 in 1988/89 to a low of only 30,000 in 1992/93. The low level of net migration resulted from a reduction in the migrant intake and a sharp rise in the long term departure of Australian residents. Recently net migration has increased (to 50,000 in 1993/94) and forecasts are for further increases to 70,000 in 1994/95 and to 90,000 in 1995/96.

The lower underlying demand has also been caused by lower household formation, due to low population growth in the key household formation age group (20-34 years). The low growth rate in this age group is expected to continue, and will result in lower household formation and lower underlying demand.

Interstate migration has also affected the underlying demand in individual states. While interstate migration from Victoria to Queensland remained high during 1993/94, it has begun to slow in 1994/95, and this trend is expected to continue over the next two years. The net inflow into Queensland is expected to decline in 1994/95, while the net outflow from Victoria is also expected to decline. This will reduce underlying demand for dwellings in Queensland, and increase it in Victoria. In New South Wales, the net interstate migration outflow is expected to increase slightly over the forecast period, while small annual net outflows are forecast to continue in South Australia. In Western Australia, small net inflows are expected over the forecast period, a reversal of the small outflow over the early 1990s.

Table 2 shows that there is expected to be a stock surplus in all states except New South Wales by June 1995. Forecasts are for a deficiency of housing stock (or pent-up demand) of only 600 in New South Wales. In all other states, there is excess supply. The most severe surplus appears to be developing in Queensland, with an estimated excess supply of 21,700 dwellings by June 1995. Much of this oversupply is in medium density housing in Brisbane, where the vacancy rate exceeds 6%, and is expected to rise further over the forecast period. While Table 2 shows that Western Australia is expected to have a severe oversupply of 20,100 dwellings by June 1995, this may be exaggerated. The exaggeration arises from a major downward revision by the Bureau of Statistics to the population estimates for Western Australia, effective June 1991.

The underlying demand for new dwellings over the five years to 2000 is estimated to be 137,500 per annum, which is up slightly on our previous estimate of 130,500. However, it is well below the average of 160,000 dwelling commencements per annum estimated for the four years to June 1995.

#### UNDERLYING DEMAND DWELLING COMMENCEMENTS AND STOCK DEFICIENCY

TABLE 2

	Underlying Demand for New Dwellings 1995-2000 (Annual Average)	Estimated Dwelling Commencements 1994/95	Estimated Stock Deficiency as at June 1995 ('000)
New South Wales	40,8000	49,300	600
Victoria	29,500	29,800	-2,100
Queensland	36,000	46,700	-21,700
South Australia	7,300	10,050	-10,600
Western Australia	17,300	22,300	-20,100
Tasmania	2,500	3,200	-5,900
Northern Territory	1,300	1,450	0
Australian Capital Territory	2,900	2,800	-3,200
AUSTRALIA	137,500	165,700	-63,000



# DWELLING COMMENCEMENTS MOVE INTO MAJOR DOWNTURN

BIS Shrapnel's forecast for total dwelling commencements for 1994/95 has been revised up to 165,700, approximately 3% higher than the September 1994 Conference forecast of 160,400. However, this forecast is 7% down on the record level of 178,000 in 1993/94. Dwelling approvals began to turn down in November 1994 in response to rising housing interest rates and were down by a significant 12% on a year earlier in January 1995. Our revised forecast for 1994/95 results from much stronger than expected dwelling activity in New South Wales and Queensland. In New South Wales, the strong level of approvals, especially for other dwellings, indicate that commencements are likely to reach 49,300 for 1994/95, approximately 9% higher than the September Conference forecasts. New South Wales is forecast to be the only state to achieve any growth in 1994/95 (+5%).

In Queensland, commencements exceeded 53,000 in 1993/94. However, the most recent approval data, points to the beginning of a major downturn over the next two years. The downturn will be driven by the severe oversupply of medium density dwellings in Brisbane. Commencements are forecast to decline by 12% to 46,700 in 1994/95. The September 1994 forecasts appear to be on track in all other states.

Building activity continues to be well above underlying demand in all states. The combination of excess building activity, rising interest rates and lower underlying demand suggests that the downturn will be more severe in 1995/96, when commencements are forecast to reach only 127,000, a decline of 23%.

The decline will begin to accelerate in the next few months. The decline will result from reduced demand by owner occupiers in response to further increases in interest rates, and developers exiting the market due to concerns of a market oversupply. Declines are forecast for all states in 1995/96, with the most severe declines in **Western Australia** (-29%), **Queensland** (-28%), **New South Wales** (-24%) and **South Australia** (-23%). A more modest decline of 13% is forecast for Victoria, as activity has only been operating marginally above the underlying demand for new dwellings.

The downturn will continue into 1996/97, with our current expectations of dwelling commencements dropping to between 115,000 and 120,000. Such a low level will be required to absorb the excess dwelling stock, particularly in Queensland, South Australia and Western Australia.

## TOTAL DWELLING COMMENCEMENTS

TABLE 3

	1993/94		1994/95 (f)		1995/96 (f)	
	No.	% Var	No.	% Var	No.	% Var
New South Wales	47,200	6.1	49,300	4.5	37,500	-23.9
Victoria	31,500	11.8	29,800	-5.3	26,100	-12.6
Queensland	53,100	13.0	46,700	-12.1	33,400	-28.4
South Australia	11,500	-1.3	10,050	-12.5	7,800	-22.5
Western Australia	24,800	19.3	22,300	-10.1	15,900	-28.7
Tasmania	4,100	3.4	3,200	-21.9	2,700	-16.6
Northern Territory	1,650	38.3	1,450	-12.1	1,300	-12.1
ACT	4,100	-6.0	2,800	-32.8	2,200	-22.2
AUSTRALIA	177,900	10.1	165,700	6.9	126,800	-23.4

Source: Actuals from ABS f) Forecast



## NON-DWELLING BUILDING SLOWS, BUT TO GROW IN 1995/96

Following the four year downturn (-49%) which ended in 1993, non-dwelling building commencements experienced solid growth of 18% in 1993/94. This growth was concentrated in **Victoria** (+66%), Tasmania (+53%) and the Territories. By building sector, the growth rates were highest in **Retail** (+45%), **Other Business Premises** (+57%) and Other Social (+27%). Major projects included the \$500 million Melbourne Casino and International Airport terminals in Melbourne (\$120 million) and Brisbane (\$170 million).

### TOTAL NON-DWELLING BUILDING COMMENCEMENTS % Real Growth

TABLE 4

	1993/94	1994/95 (f)	1995/96 (f)
New South Wales	5	13	15
Victoria	66	-30	5
Queensland	1	14	14
South Australia	-20	42	10
Western Australia	-12	5	0
Tasmania	53	-4	11
Northern Territory	84	-26	13
Australian Capital Territory	45	-9	5
AUSTRALIA	18	-2	11

Source: Actuals from ABS f) Forecast

While our forecast is for a 2% decline in total non-dwelling building commencements in 1994/95, this will be mainly due to a predicted 30% drop in activity in Victoria, following the strong growth in 1993/94. All the other major States are forecast to achieve modest growth in 1994/95, with the fastest growing sectors at the national level being **Hotels** (+37%), **Factories** (+27%) and **Other Social** (+9%). Retail building activity is forecast to decline by a modest 7%, but it will still be operating at a very high level.

We forecast a resumption of growth in total non-dwelling building commencements in 1995/96 (+11%), with reasonable growth occurring in all States. The fastest growing States will be **New South Wales** (+15%) and **Queensland** (+14%). The **Office** sector (+29%) is expected to begin a slow upturn in 1995/96 with the possible commencement of at least one major office project in both Sydney and Brisbane, as well as continued strong activity in major refurbishments and office fit-out. **Retail** building (+33%) is forecast to reach a record level in 1995/96, as a number of major shopping centres in the three Eastern States undergo large extensions and refurbishment.

**Hotel** commencements are forecast to grow by 25% in response to strong growth in hotel room demand from both overseas and domestic tourists, particularly in New South Wales and Queensland. **Factory** commencements (+20%) and **Other Business Premises** (+23%) will experience strong growth driven by the economic upturn and the need for the manufacturing sector to expand capacity.

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# ALERT.

## OPERATION OF WALK BEHIND POWER DRIVEN PEDESTRIAN ROLLERS

### **PURPOSE**

This Alert is issued to inform hirers and users of the hazards associated with the use of walk behind pedestrian rollers and of the need to be provided with adequate information and training on the correct operation of this equipment.

### **BACKGROUND**

A person received fatal injuries when trapped between a walk behind power driven pedestrian roller and the wall of a newly constructed building. The roller had been hired from an equipment hire company to compact newly placed earth on the floor. After partly completing the job, a person working alone, became trapped between the handle of the roller and the shed wall structure.

### **CONTRIBUTING FACTORS**

Investigations into the incident highlighted the following contributing factors:

- (1) Training provided to the operator was inadequate. The demonstration of the operation of the roller was carried out while the roller was still on the trailer.
- (2) The function of the control levers was not clear, since the markings were obscured by orange paint.
- (3) The operator was walking across the shed rather than along the length of the shed. This necessitated more turns and did not utilise the large openings at either end.
- (4) The equipment chosen to carry out the work may not have been the most suitable for this location since a rider on roller or a compacting vibrator could have been used.

### **PREVENTATIVE MEASURES**

The following preventative measures should be considered. Their implementation may prevent similar accidents occurring in the future.

- (1) The training on the safe use of the roller should incorporate operation of the roller and be carried out at ground level where all functions are fully demonstrated.
- (2) All operating controls should be marked so they are clear and easy to understand from the operating position. They should not be obscured by dirt or paint.
- (3) Work should be carefully planned and should take into account the terrain on which the machine will operate. Positions of obstructions and similar hazards should be noted to ensure that the risks to health and safety are reduced so far as is practicable.
- (4) The machine should be carefully selected to ensure it is the most suitable for the particular purpose. A ride on roller or a hand held compactor (vibrator) may have been more suitable in this case.
- (5) The hirer should provide adequate information including any conditions necessary to ensure the operator can operate the plant safely and without risks to health.

This information should include written documentation on safe use of the plant including labelling or signs and should identify any hazards associated with the normal use of the plant.

- (6) The owner/hirer should ensure that the plant is inspected and maintained to manufacturer's requirements by trained and experienced persons.

### **CORONER'S COMMENTS**

At the inquest into the death of the above person, the coroner's comments were:

*"That instructions when given by hirers of equipment which may, because of their power or weight or other reason be dangerous in the hands of inexperienced users, should be fully and carefully given and take into account the conditions under which the hiree intends to operate".*

### **STATUTORY REQUIREMENTS**

Sections 22 and 24 of the Occupational Health and Safety Act 1985 set out the duties of self-employed persons and hirers of plant respectively.

Adopting the preventative measures outlined in this Alert will assist self-employed persons and hirers in meeting their obligations under sections 22 and 24 of the Occupational Health and Safety Act 1985.

Further information regarding this type of plant may be obtained from the Plant Safety Branch on (03)628 8111.

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## Here We Go Again

**T**he Hire & Rental industry is, in my opinion and using the jargon, at the stage of the economic cycle where management and shareholders are looking at new investment.

That is a long winded way of saying business is better and we need to buy more equipment.

The question is: are the current profits enough to encourage you to spend your money on equipment. Would you be better off making the decision to buy other forms of investment - real estate, shares, bonds. If you don't have the money then you have to borrow it. That means providing security and added risk. Do the potential returns warrant the risk?

Remember what happened in the 1980's. It was boom time for our industry. Enormous profits, lots of new equipment. Each new month sales were better than the last month. New branches opened. It seemed that growth and wealth were there for the taking.

Guess what? The merry-go-round stopped. The construction industry collapsed. Even those supposedly recession proof hire businesses in the home *handyperson* market suffered large falls in sales. Discounting was rife. Did I say was - it still is. Utilisation levels dropped. The average hire period went from more than one day, to one day or less. Operating costs mostly remained the same. Fortunately most businesses survived. This was due to the strong cash flow nature of the industry. The depreciation charge was used to fund the business. It should have been used to reinvest in new equipment.

So what has happened. Some branches have closed. Equipment levels have run down. Equipment has got older. New costs of equipment have skyrocketed.

Now we have to plan for capital expenditure, busi-

ness growth and set some expectations of what returns we want from our businesses.

Let us remember not to make the same mistakes.

But, oh yes greed will take over and we will get carried away.

There are few barriers to entry in the hire industry. So just as you invest big, I bet you will get some new competition. By the way, your existing competition will also be reinvesting.

The experts say low inflation is here to stay. I challenge you to look at the cost of new equipment and spare parts. I bet they have gone up faster than inflation. I also bet your price book is dated 1992.

One last point before you invest look at your business. Look at the hire industry. Look at the various regulations and the risks those pose to your business. Look at how you comply or even if you want to comply. Take the time to understand the Corporations Law and the responsibilities of Directors. Look at and understand Certification of users and operators of industrial equipment. Find out about Unlawful termination of employees. Follow up on Occupational Health and Safety. Read about environmental issues - storage of fuel, wash bays. Each of these areas and there are many more require you to manage your business and comply with regulations. If you don't the penalties are harsh. The cost of compliance in money terms is substantial. You should factor the costs into your financial plan now.

Your business is supposed to provide you with a way of life. It is not supposed to be a liability.

Happy Hiring

A Hire Person at Large

## Hydro Owners' Club

**P**recision Hydrostatics have launched a Hydro Owners' Club aimed at helping operators of machinery that utilises hydrostatic transmissions to reduce their operating costs. Members of the club will receive a free Trouble Shooting & Maintenance Bulletin, technical updates on hydrostatic drive equipment, and access to maintenance aids like the *Precision Trouble Shooting Video* at discount prices.

Precision Hydrostatics are leaders in the field of cost efficient spare parts for Sundstrand, Sauer and Daikin hydrostatic drive products. They also have available interchangeable transmissions, marketed un-

der the precision Top Line banner available at major savings for Hydro Club members.

The company has a philosophy of fast response service and offers a total quality management approach to product integrity.

Membership is available to owners and operators of mobile plant incorporating hydrostatic drives. Applicants should apply to Precision Hydrostatics on phone (02) 655 1541 or fax (02) 655 1689.

For further information contact

Warwick R Lorenz on

(02) 655 1541



## WACKER introduces a hard hitting breaker... but you'd never know it.

**S**ceptics may question such a bold statement, but WACKER's Petrol Powered Breaker Model BH 23 and the Electric Breaker Model EH 23 have a patented design which reduces the vibration that reaches the operator.

The handle and protective hood design have received a patent. This assembly isolates vibration through four torsional shock mounts, ensuring shock absorption in all machine positions.

Add to that an elastic material separating the hood from the actual breaker and you have a breaker that is comfortable to operate.

WACKER engineers took this low vibration design another step further by adding a recoil dampening air-cushioned percussion system. The result is low vibration operation with high breaking performance through direct impact on the tool. There is no intermediate piston in the WACKER BREAKERS BH 23 and EH 23 to reduce its breaking impact. The performance of these breakers is comparable to a 20 kg Pneumatic Breaker.



*WACKER – Petrol – Breaker Model: BH23*



*EH23 FastBreak*

Durability and performance are also playing an important part. The vibration reducing design contributes as much to the breaker's life as it does to operator comfort.

The protective hood is made of a tough fibreglass reinforced plastic, which protects the WACKER 240 V AC/DC universal motor on the Model EH 23 and the WACKER engine WM 80 standard also on all WACKER Rammers on the model BH 23.

An ingenious cooling and venting system prevents overheating underneath the hood. An air flow is created from the hood area toward the tool holder helping cool the guide cylinder of the percussion system and the tool holder.

These breakers are manufactured with the highest quality materials. All stress parts are made of heavy duty castings. Parts stressed by rotation or impact are manufactured from alloy steels.

The guide piston and cylinder are made of hard aluminium and the percussion piston is made of a special break resistant steel.

The rotor and stator in the durable motor of the EH 23 are made of temperature resistant winding material Class H with a resistance to a constant temperature of 180°C.

The WACKER two-stroke engine model WM 80 is providing reliable power for the BH 23, as it does worldwide for hundreds of thousands of WACKER VIBRATION RAMMERS.

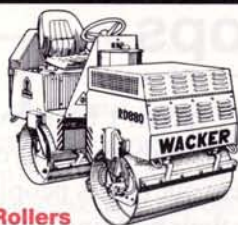
For further information, please contact your local WACKER branch.

## WACKER AUSTRALIA PTY. LTD.

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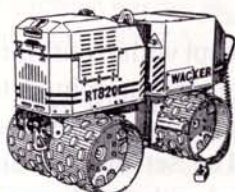
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#### Rollers

Besides the illustrated roller RD880 (1.1 ton), WACKER offers the WHK 4080 (1.4 ton) & the WHK 50100 (1.7 ton), plus the pedestrian roller RS800A.



#### Trench Rollers

2 models - 4 versions 560mm, 700mm, 820mm and 865mm wide. Remote control available

#### Vibro Plates

Available in Small petrol plates (40kg) to large diesel reversible plates (up to 600kg).



#### Petrol & Electric Breakers

23kg breakers for the toughest jobs.

#### Hammer Drills

Powerful 10kg electric and 5kg pneumatic Hammer Drills.

The Wacker **BPS 2150A** Paving Compaction Plate is setting the new standard.

**NEW**



# THE COMPACTION SOLUTION FOR PAVING APPLICATIONS



#### Trash Pumps

Available in 2" or 3" petrol or diesel motors.

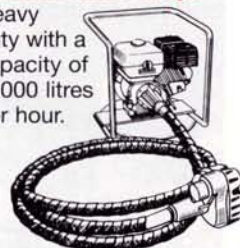


#### Rammers

8 models from 30-105kg. Suitable for compaction of all types of soil and asphalt.

#### Submersible Pumps

Heavy duty with a capacity of 55000 litres per hour.



#### Vibrators & Drive Units



Petrol, Diesel and Electric drive units with 3m, 6m and 9m long flexible shafts. Vibrating heads from 25mm to 57mm dia.



#### Cutting Saws

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

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## Bunnings Warehouse Hire Shops

The concept of Hardware Stores adding a hiring division to their operation has been successful in the USA and the UK, but had not been tried in Australia, until Bunnings opened their first Bunnings Warehouse Hire Shop in Victoria at Sunshine, in August 1994. Eight months later they are now about to open two more stores in Victoria this year, as well as one in South Australia, plus another in Western Australia, with an aim to going National.

Bunnings representative, Shane Lipton, said "The purpose of the Hire Shop is to encourage our customers to take on larger projects, where capital equipment may be very expensive and prohibitive

machinery that they certainly haven't been exposed to and potentially, may end up being a buyer of this equipment. It also offers our trades people an additional incentive to buy their building materials from Bunnings Warehouse, as they know they can always hire a tile cutter or a post hole digger or nail gun or a compressor if theirs is ever broken down, or if they need new tools they can come to Bunnings Warehouse".

"While it is only a new concept within our store environment, we are very much committed to having Hire Shops in our Bunnings Warehouse stores on a national level. The set up cost are relatively low. We have liaised with the Hire and

Rental Association to ensure that we are operating our Hire Shop in accordance with the relevant standards, ie taking stamp duty, offering damage waiver, having a contract between our customers and ourselves, like any normal hire operation"

"We have employed people to operate the Hire Shop from the hire industry. Sunshine is operated by an ex BE Hire operator, and he has been extremely valuable in not only operating the Hire Shop, but also providing customers with extremely good service, con-



in undergoing that project. We believe that there is a strong argument that there are two segments within the market; those that are willing to purchase the equipment and see value in that, and those that need to use the equipment for a one-off project."

"For instance, if you are building a pergola or a deck, we don't believe that for a "one off" project like this a customer is likely to buy a drop saw, or a compressor and a nail gun. We believe that part of our service culture is to make it available to our customers for hire and hopefully sell them around \$ 2,000 worth of timber."

"So, for Bunnings, the Hire Shop serves as an extra incentive to come to the store, and it also gives our existing customers use of tools and

sidering his in-depth product knowledge and also his understanding of the actual task the customers are undertaking in their home project."

The Bunnings Warehouse are conducted with an emphasis on service, part of this service includes a children's playground and a cafeteria to ensure that customers don't have to leave the store to have a quick snack.

Shane concluded by saying "Bunnings have a commitment to develop Warehouses under the brand name "Bunnings Warehouses" on a national level, with the ingredients of the warehouse formula predominantly being price, service and range. The Hire side of the operation is seen as a valuable ingredient in the Bunnings Warehouse concept."

# The ARA Convention-Atlanta

**T**he American Rental Association held its 39th. Annual Convention and Rental Trade Show in Atlanta, Georgia from February 20th-23rd. It surpassed all previous shows with a record attendance of 6,262 visitors, representing over 900 rental companies, breaking the previous record set in Orlando in 1989. With over 690 companies exhibiting, representing every facet of hire from greenkeeping and party hire to home handyman and access equipment, plus 30 Seminars on different topics, making it the biggest hire show in the world. Several Australian hire personell made the trip to Atlanta and we sought their opinion of the show.

**Colleen Cohen, National Hire, NSW,** On her first visit was very impressed with the size and standard of the Expo. The Seminars she attended were packed, standing room only, with the emphasis on Teamwork and Customer service, were of a high standard, but no better than similar Seminars she has attended in Australia. Colleen felt no organised yard tour was disappointing, especially for visitors who had to organise their own and were unfamiliar with the surroundings. Her overall impression was that the hire industry was going well there, with customers happy, but felt Australian hire yards were at least the equal of their American counterparts.

**John Mason, Beta Hire, Queensland,** is a regular visitor to ARA Conventions. He was initially impressed with the size of the Airport, with its three terminals, connected by a underground railway. He noticed there were very good sales and there was an upsurge in construction. The outdoor Exhibition was so spread out that it was almost impossible to get to see all the equipment, but overall he thought it was a very good convention.

**John Jonkers, Jonkers Hire, Queensland,** hadn't been to a ARA Convention for 15 years, found this years to be an eye opener. He found the huge operation very well organised. The Seminars on Training and Marketing were very good. The hire yards were of a very good standard, but ours were on a par, But John felt we marketed ours better. Their hire yards tended to replace equipment quicker than in Australia, and had a very big weekend trade in home handy man hire.

**David Miller, Snorkel, NSW.** This was Dave's first ARA and he worked on the Snorkel stand at the exhibition, which prevented him from getting around much due to being so busy. David observed there is a great deal of confidence in the elevating work platform section, resulting in a lot of buying. Although America has a greater range of products, due to its population, Dave felt it wasn't far ahead of Australia in the access equipment area.

**Megan Stein, Smithfield Hire, NSW** on her first visit was overwhelmed by the spectacular opening ceremony and the size of the crowd. Being primarily interested in Administration and Management, Megan attended several Seminars. Although she found them to be American orientated, they were delivered by very good professional speakers. The Seminars on stress management and the Managers Workshop were very good, while the Winning Vision Seminar was very motivational. Overall Megan was very impressed and will go again.

**Harry Stackpool, Stackpool Hire, Tasmania,** hadn't been to An ARA since 1976. He thought the massive exhibition this year was well run, well organised and attended by very friendly people. He was pleasantly suprised by the low priced registration fees.

**Steve Donnelly, National Hire, NSW.** This was the biggest Conference Steve had attended in regard to delegates as well as equipment. Steve was impressed with some of the new products on show particularly a Fibre Glass Trench Plate. He bought some Carpet Shampooers, as well as Carpet Driers. Steve noted there was a great deal of confidence in the future of the industry, with massive investment in new modern equipment going on now. He also noted that distributors of equipment, as well as hardware chains, were becoming more involved in hire.



*Part of the equipment exhibition at the ARA Convention Trade show.*



**Des Whelan, Whelan Hire, Victorias.** Des is a regular visitor to ARA conventions and felt there was more confidence in the industry this year than in recent years. He didn't find any outstanding new products, but felt that the Access Equipment was becoming much more refined. The Seminars he attended were good, but no better than ours. The video of the hire yards was an innovative idea, but overall sees the standard of our yards at least the equal of Americas. The underground railway was excellent but Des voted the Atlanta taxis the worst in the world.

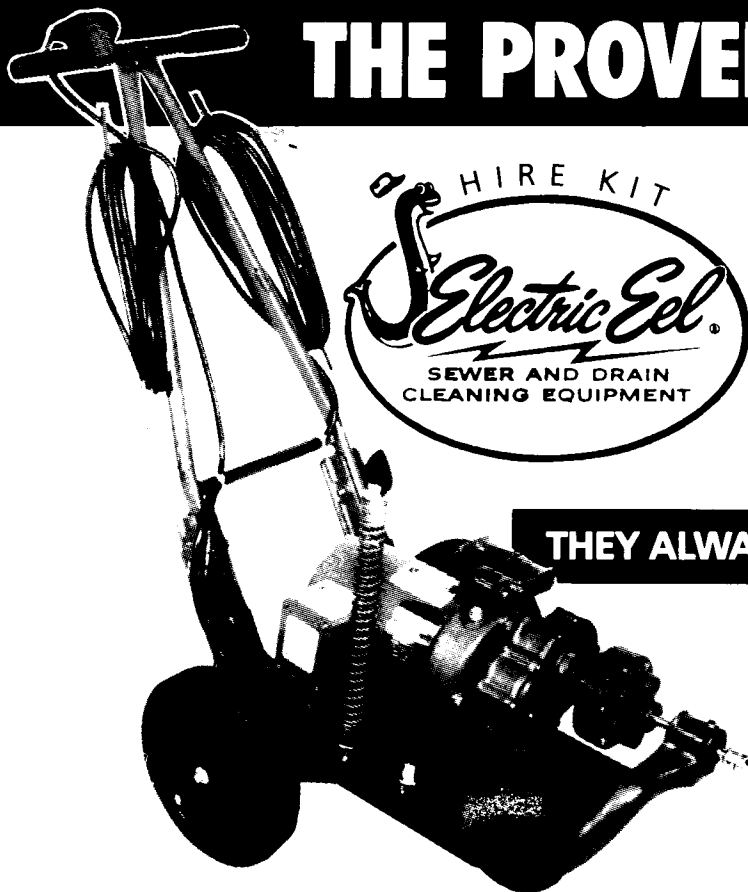
**Peter Armstrong, National Hire, NSW,** This was Peters first visit to an ARA and he took particular interest in new products, mentioning the EDCO Scarifier as being an improvement on what we have in Australia, a new Water Blaster for cleaning grease traps also impressed while in the access industry Snorkel and MEC have refined their equipment. The seminars Peter visited were good, particularly the one on the pitfalls of discounting, but no better than here. Peter also felt the Australian hire yards were on a par with Americas, but they did have some innovative ideas on maintenance and storage.

**Neil Masterson, BE Hire, Victoria,** Another first timer Neil, found the exhibition was so big it was difficult to take everything in but of the new products, there were some interesting conveyers, plus 4 wheel drive booms and mini front end loaders. Of the seminars he thought the financial planning workshop was excellent. An interesting aspect was that everything was accessible from the hotel via a 1st. floor glass tunnel, including shops and conference area

**Andy Kennard, Kennards Hire, NSW.** Andy is a regular visitor to ARA Conventions. He found this years to be the biggest by far he had attended, with the equipment exhibition excellent. Noting there was a great deal of confidence in the future, evident by the huge amount of money being spent on new equipment. Although Andy didn't attend any of the Seminars, he thought a speech by Dan Kaplan, President of Hertz, the Biggest Hire Company in the USA was excellent. Andy suggested anybody who hasn't read Kaplan's book "Service Success" should get a copy.

**Bruce Davies, Trilogy Business Systems, NSW.** Bruce made his first visit to an ARA and was suitably impressed with its size, but concentrated his attention on the Computer section of the Exhibition. On the new product side Bruce thought a photo I.D. of each customer was an innovative idea, which could be an acquisition in Australia. While there were 19 different computer companies on show, Bruce felt they were no further advanced than us, citing as an example Trilogy's fax card, which goes with their Rental Software, is not in the USA, plus the fact that most of our software is made in Australia for Australian standards. Bruce ascertained that of the 19 computer companies exhibiting, 70% were involved in hire only, a situation which would be impossible in Australia.

*Continued on page 35*



## 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

## INTRODUCTION

**T**his is a new column and one we hope to be a regular feature. We will report on the share price movements of those companies that are publically listed and have interests in the hire industry. From time to time we will report on the announced trading performances. We will provide some comparisons. We do not recommend shares to buy. In future issues we will report on English and American companies.

The latest financial results announced by the plant hire companies showed big improvements in profit with some significant turnarounds.

The chief driver of the profit improvements was the increased level of economic activity in Australia.

Strong market sectors were the resource, non-dwelling construction, civil construction and transport infrastructure sectors.

The strongest states are Queensland and Western Australia due mainly to the high level of resource activity in those states. Other positive influences were the continuing trend for companies and governments to outsource non-core services and the tightening of government safety regulations covering building sites.

Companies were also able to increase market share through investment in expanding their available plant.

On the negative side, the residential sector is expected to go into cyclical decline whilst the engineering sector is plateauing. The drought is also having a negative effect.

Competition is still strong - and was particularly tough for Oldfields. Margins have improved but in most cases through cost control rather than price increases.

**BORAL** reported a significant turnaround in its scaffolding hire operations in the six months to 31 December 1994. There was much higher demand, particularly for mechanical mast climbing platforms, with the bulk of orders coming from Queensland, NSW and New Zealand.

Sales increased and the business has strong forward orders. The operation traded profitably after a period of losses.

Boral sees residential building likely to enter a cyclical decline before the end of June 1995. It believes engineering construction is plateauing while non-dwelling construction is experiencing modest growth.

**BRAMBLES** reported improved trading and earnings in its forklift and plant hire businesses in the six months to December 1994. This was a continuation of the strong conditions experienced at the end of YE 6/94.

Wreckair traded particularly strongly during the six months, reflecting in part the success of the acquisition of GKN's Light Access business in January 1994 Brambles Equipment which manages a fleet of 3,500 forklift trucks through 15 branches, continued to increase its market penetration.

Brambles reports that earnings are continuing to improve in the current half in all its equipment rental operations. Much of the growth is resulting from the trend for companies to outsource non-core services, an area where Brambles has traditionally operated. Increased construction activity and industrial demand have also contributed to the substantial improvement over the last 18 months.

**ANI** reports that its Coates Hire recorded a strong profit rise in the six months to December 1994 stemming from continuing growth in the Australian economy and the achievement of better margins.

Coates Hire's results were bolstered by the addition of returns from the newly-acquired Prestige Portables from 1st October 1994.

Coates Hire performed strongly in all states recording improvements in both sales and profits.

Queensland and Western Australia are still providing the best performances with all other states experiencing significant improvements.

The drought and the completion of a large number of mining projects in Western Australia had a negative impact on business in the latter part of the period but this was offset by the addition of Prestige Portables.

ANI reports that the high reach access equipment market continues to provide solid growth for the group, particularly in Victoria.



NSW is still the most difficult market with strong competition leading to pressure on margins. However, improving-demand in high reach access equipment, generators and site sheds overcame the impact of higher competition.

The two main driving markets for Coates Hire's business are the civil construction and mining industries. It is expected that the mining and transport infrastructure sectors, in particular, will maintain strong growth and underpin the demand for Coates Hire's products. A third market which is showing improvement is the access equipment market which is being driven by the tightening of government safety regulations covering building sites. The drought will continue to have a negative impact but this should be offset by continuing growth in the rest of the economy.

**WACO** also reported a significant turnaround in its Australian scaffolding manufacture and hire operations in YE 12/94. Sales in its Australian operations rose 21.7% to \$44.3m whilst profit after tax rose from near breakeven in YE 12/93 to \$2.25m in YE 12/94.

Unfortunately, Waco's operations in Hong Kong and the USA continued to perform poorly, despite some improvement over YE 12/93. Losses in Hong Kong fell from \$1.29m to \$0.79m whilst losses in the USA fell from \$2.79m to \$0.17m.

The continuing poor performance in the USA and Hong Kong operations combined with the current high level of debt (net debt/equity is 159%) is holding back the prospects of the Australian operation. The directors have announced a proposed reconstruction of the company whereby debt will be reduced and the underperforming US and Hong Kong operations will be disposed of or closed. A newly listed Waco will have all the assets and operations in Australia and will have substantially reduced debt.

This reconstruction will require shareholder and court approval. So far, shareholder approval has been obtained. Directors have warned that if the reconstruction is not approved they would need to consider the creation of provisions totalling \$12m to cover possible diminution of value of the US business and to provide for losses associated with the probable sale or closure of the Hong Kong business.

**LOSCAM** also reported a significant turnaround in the six months to December 1994, assisted by stronger economic activity and increased market penetration.

Revenue grew 8% over the previous corresponding period to \$9.7m. However, profit before abnormal items and tax rose 80% to \$1.43m. This represented a pre-tax profit/sales margin improvement from 8.8% to 14.7%.

This margin improvement resulted from attention to operating expenses and productivity **which led to reduced costs**, rather than from price increases.

**COCKBURN'S** equipment rental businesses - Cockburn Hire and Hirepower - produced pleasing sales and profit increases in the six months to December 1994.

Sales rose 28% to \$17.7m. Profit before abnormal items and tax rose 34% to \$2.49m. Margins improved only slightly from 13.4% to 14.0%.

The result was due to a \$10.7m investment programme in new hire fleet and branches in YE 6/94. This expansion was in response to higher demand for plant from the resource sector which is the major user of Cockburn's services.

The outlook for Cockburn is encouraging due to increased resource and industrial development in Western Australia and the Northern Territory, where Cockburn operates.

This continues a trend which began at the close of YE 6/93 and continued throughout YE 6/94. However, Cockburn's second half is usually seasonally lower than its first half.

**OLDFIELDS**, the scaffolding and painting equipment hirers, reported a drop in profit before abnormal items and tax in the six months to December 1994

Although sales rose 5% to \$15.3m, intense competition dramatically reduced margins. Margins fell from 7.7% to only 4.5% whilst pre-tax profit fell from \$1.12m to \$0.68m.

Oldfields operates a manufacturing division as well as a hire division and losses were incurred on manufactured exports to the USA due to adverse US/A\$ exchange rate movements.

## STOCK WATCH

Oldfields' profit decline reverses its trend in YE 6/94 when pre-tax profit grew 63% from \$1.36m to \$2.21m based on a 6% increase in sales. Oldfields' hire division had become profitable in YE 6/94 following the payout of all leases on plant.

**CHIEFTAIN SECURITIES** is an investment company which owns, among other things, a 19.33% stake in Cockburn. It's key investments, including Cockburn, continued to perform strongly in the six months to December 1994.

Chieftain was listed in October 1994.

**MOORLAND HIRE** is based in Victoria where it hires all types of general plant to builders and contractors in the building industry and also carries a full range of equipment used by handymen and home renovators. The product range also includes access equipment.

In the six months to December 1994 the company was able to achieve its first operating profit since YE 6/88.

Profit before abnormals and tax turned around from a loss of \$0.188m in the previous corresponding period to a profit of \$0.107m. Sales increased 62% from \$0.568m to \$0.918m. This represented a profit/sales margin of 11.7%.

Growth in turnover was the prime reason for the profit turnaround and this continued a trend which began in the second half of YE 6/94.

**TABLE 1**

Malet Capitalisation as at 20/4/95		
		\$m
1.	Boral	3,925
2.	Brambles	3,011
3.	ANI	1,022
4.	Waco	41
5.	Loscarn	35
6.	Cockburn	29
7.	Oldfields	11
8.	Chieftain	7
9.	Moorland Hire	3

**TABLE 2**

Share Price Performance			
	\$	\$	%Change
	20/4/94	20/4/95	
1. Moorland Hire	0.06	0.18	+200.0
2. Oldfields	2.15	2.20	+2.3
3. Boral	3.59	3.64	-1.4
4. Brambles	14.20	13.58	-4.4
5. Cockburn	1.03	0.90	-12.6
6. Waco	0.20	0.17	-15.0
7. Loscam	0.33	0.28	-15.2
8. Chieftain (listed 13/10/94)	1.34	1.10	-17.9
9. ANI	2.22	1.31	-41.0
All Ordinaries Index	2047	2036	-0.5





*Steven Bonny & Hamish Lorenz of Precision Hydrostatics prepare a P23 Pump for delivery.*

## TOP LINE HYDRO PUMP

A cost effective replacement pump for construction and agricultural machinery has been released by Precision Hydrostatics. Called the Top-Line P23 Series the pump offers a displacement of 89cc per revolution and directly interchanges with Sundstrand and Daikin pumps used on concrete mixers, road rollers, combines, cotton pickers and sugar cane harvesters.

The pump offers an infinitely variable output speed from zero to maximum in both forward and reverse. It can be located in the most convenient and effective position from the point of view of weight distribution in any machine and is available in a number of specific configurations to suit particular applications. These configurations include special control devices including "pressure override" and EDC and with a range of shafts that includes 21 tooth spline, 14 tooth spline and keyed taper design.

The pump has a maximum speed of 2900rpm and is supplied as standard with a 1.1cu. in. charge pump. This big charge pump makes it ideal for transit mixer applications. The P23 features bi-metallic bearing plates, Timkin roller bearings and full metal pistons.

Produced in accordance with Precision's "Total Quality Concept Programme", each pump is individually tested before shipment to ensure compliance with specification.

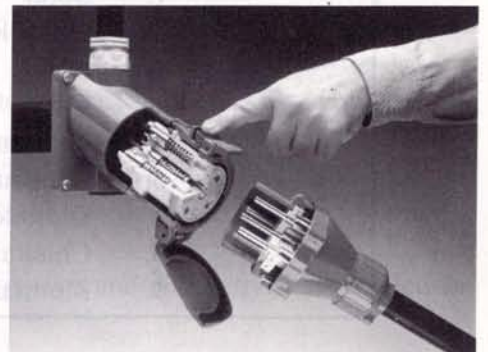
Further information on Precision Hydrostatic transmissions is available from Precision Hydrostatics, phone (02) 6551541, fax (02) 6551689.

## Marechal Disconnects Provide Safer Use Of Power Equipment

**E**aton Cutler Hammer has added new models to its current Marechal range of deconnectors, including 1kV Motor Disconnects and Off Load Power Connectors. The range is specifically designed for mining, pumping and industrial applications where electric motors need to be quickly and safely disconnected and reconnected.

The Marechal 1kV Disconnects have an exceptional safety and reliability factor in motor replacement and maintenance applications. Features of the unit are late make, early break pilot control, neutral make before phase contacts, a dual positioning padlocking arrangement and full current range from 16 Amp to 150 Amp.

The Marechal 1 kV range complies with Australian and international standards and has a standard rating of IP 54. The rating can be increased to IP 66-where severe environments may be experienced.



*Marechal 1 kV Disconnect for use in mining, pumping and industrial applications*

For more information:  
contact any Eaton Cutler Hammer sales  
office or call  
(033 217 3477 or fax (033 217 3489.

## Cormack - Airlessco have moved

The distributors of Airlessco Airless Spray Equipment, Cormack Industrial a division of Cormack Group Pty. Ltd. (formerly known as O R Cormack Pty Ltd) Has moved address to: 25 Garling Rd.

Kings Park

NSW 2148

Ph. (02) 830 0000

Fax: (02) 830 0097

All other states remain the same



## Big Blue Blaster



*The Big Blue 100 delivers a whopping 3400 psi and 12.5 l/m, a terrific cleaning combination.*

A new engine driven Aussie Clean high pressure water blaster has been released by Australian Pump Industries. Called the Big Blue, model BB100, the machine delivers a whopping 3400psi EW (effective working) pressure when used with the Aussie Clean turbo lance.

The new BB100 has a pump operating pressure of 2000psi and a flow of 12.5 litres/minute. It is powered by a heavy duty Honda 5.5hp engine with low oil level engine cut-out, or alternatively

Briggs & Stratton 'v'anguard 5hp engine.

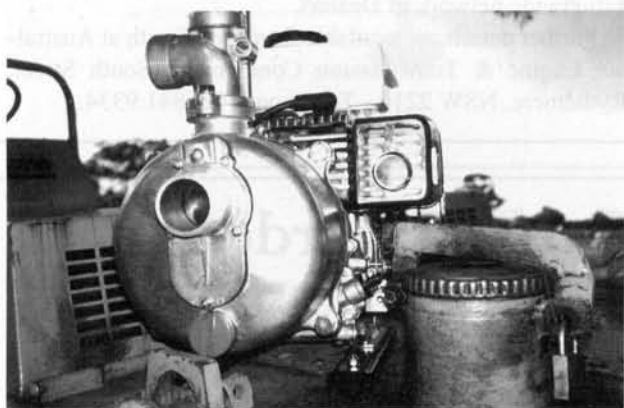
Designed specifically for Government and contractor market, the BB100 comes complete with Arrowline gun, double lance and heavy duty industrial axial design pump with brass head. The machine is mounted in a rugged four wheeled trolley and comes complete with heavy duty high pressure hose. Aussie clean Product Manager, Hamish Lorenz, said.

"Although the BB100 delivers more hitting power than most other units on the market we've been able to build a blaster which doesn't compromise on quality but has an extremely attractive price."

The BB100 is ideal for graffiti removal, brick cleaning; machinery wash down and is ideal for local government bodies for cleaning park amenities.

Further information is available from Australian Pump Industries on phone (02) 655 1541 or fax (02) 655 1689.

## Fast Fuel Transfer



*QP154 is capable of refuelling earthmoving, construction and agricultural plant at a rate of up to 250 l/m*

A self priming centrifugal fast diesel fuel transfer pump has been released by Australian Pump Industries. Called the Aussie QP (QuikPrime) Model QP154 the pump offers fast flow rates of up to 250 lpm for fuel transfer on earth moving, agricultural or mining machinery.

Especially equipped by Aussie Pumps with seals and elastomers compatible with diesel fuel, the QP154 has 1 1/2" BSP inlet and outlet ports with a removable suction port for easy maintenance.

The unit is powered by a Honda model G200 2.2hp engine and comes complete with skids, anti-vibration mounts and a user-friendly carry handle. Aussie pumps claim the new pump is suitable for all applications where diesel fuel needs to be transferred fast and where machine down time when machine refuelling is expensive.

The QP154 in its special fuel transfer configuration can also handle hydraulic oils, earthmoving machinery transmission oil and some lighter grades of engine oil.

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

## Vortec to Distribute Geho Contractor's Pumps

**P**ump and process equipment supplier EnviroTech Australia has appointed Vortec Industries Pty Ltd as national distributor of Geho contractors' pumps.

Under this arrangement, Vortec will supply and service Geho self-priming, vacuum assisted and general purpose contractors' pumps exclusively throughout New South Wales, Queensland, Victoria and Tasmania.

In addition, the pump marketer and hirer will distribute the Geho range in South Australia, Western Australia and the Northern Territory. The range includes three basic series which are suitable for general sump pumping and wellpoint dewatering.

All pumps will be assembled in Vortec's Sydney facility,

and can be purpose-built as 100 mm to 250 mm models.

Vortec will also supply the complete Geho range of wellpoints, strainers, vacuum hoses, jetting pipes, header pipes, quick release couplers and accessories.

"Vortec has over 30 years' experience in the sale and hire of pumps," said Campbell Jones, general manager of EnviroTech, an operating division of Weir Engineering Pty Ltd. "The distributorship agreement adds a new dimension to the service of Geho customers Australiawide."

Further information is available from:

Mr Campbell Jones, EnviroTech Australia,  
Gindurra Road, Somersby NSW 2250.

Phone: (043) 40 2388. Fax: (043) 40 1080.



## New Kohler 6 Horse Power Engine

AETCO, the Australian wide distributor for Kohler engines, has just announced the release of a new 6 h.p. engine.

Featuring today's most advanced technology, the new Kohler Command 6 offers unrivalled performance for this class of engine.

The new Command 6 is designed with overhead valves for smooth and fuel efficient performance. With its greater efficiency, this system provides more complete fuel combustion, and handles any carbon build up on the cylinder head, virtually eliminating head maintenance.

The electronic inductive ignition, combined with automatic compression release, allows the Command 6 to start first time even in cold weather or when the spark plug is fouled.

Featuring 100 hour oil changes, for increased running time, the oil fill and drain are conveniently located for quick and easy changes. The engine is also fitted with an Oil Sentry TM, which offers protection against engine failure due to low oil levels. This system also incorporates a warning light with engine shutdown.

The Command 6 is designed for simple installation, with the engine mounting holes, crankshaft configuration and PTO mounting faces matching industry standards. The Command 6, is designed to meet strict 1996 CARB Emission Standards without losing horsepower or torque, plus the Command 6 operates vibration free and helps manufacturers meet the current stringent EEC noise standards.



A range of factory options are available, including various muffler configurations, spark arrester, electric start, fixed speed, to name a few.

The Command 6 is backed by a two year limited warranty covering both consumer and commercial use, and is backed Australia wide by AETCO branches in capital cities and a nationwide network of Dealers.

Further details are available from Bob Smith at Australian Engine & Transmission Company, 2 South Street, Rydalmere, NSW 2216 - Telephone (02) 841 9334.

## Diesel Fire Pump Suits Hazardous Locations



*The diesel powered Fire Chief is suitable for tanker applications or as stand-by firefighter for mine sites*

A new diesel powered high pressure firefighting pump has been released by Australian Pump Industries Pty Ltd. Called the Aussie Fire Chief model QP205D, the pump is designed specifically for use in hazardous locations where gasoline powered engines are considered dangerous. Typical applications include for diesel tanker mounting or in hazardous locations such as oil refineries or anywhere that volatile fluids or materials are stored.

The pump is powered by a Lombardini air cooled single cylinder diesel engine with a rating of 6.5hp at 3600rpm. The Fire Chief has excellent performance characteristics with a maximum head of 75m and a maximum flow of 410 litres/minute.

The pump comes complete with a heavy duty roll frame and anti vibration mounts.

A unique three-way outlet that allows the pump to operate two 1" firefighting hoses and a 1.5" delivery hose is incorporated in the body design. Big 2" suction port and computer generated hydraulic internal design enables the pump to achieve excellent flow/pressure characteristics.

A heavy duty mechanical seal is supplied as standard and the Fire Chief boasts excellent self priming characteristics because of its full bodied bowl design (big bowl body design) and easy to fill priming orifice.

Further information on the diesel powered Fire Chief is available from Australian Pump Industries on phone (02) 655 1541 or fax (02) 655 1 689.

## The Airlessco Little Pro

### ☐ NO PULSATION

Spray Feature makes it excellent for stains and lacquers.

### ☐ INDUSTRIAL GRADE 1/2 HP

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

### ☐ THE MOST RUGGED

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

### ☐ TRIPLE LIFE PACKING SYSTEM

for longer packing life.



## The SL Series

### SL Series Electric

Airlessco 3600SL 0.6 gpm

Airlessco 4100SL 0.8 gpm

Airlessco 5100SL 1.0 gpm

### SL Series Gas

Airlessco 5500G 1.0 gpm

Airlessco 6000G 1.3 gpm



## The best Units For You

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## New Insurance Outlets For Members

**T**he Hire & Rental Insurance Brokerage has recently added two new offices to its network of 17 offices around Australia. They are located in Horsham and Shepparton.

As a division of OAMPS Australia, the Hire & Rental Insurance Brokerage has been delivering specialised business and private insurance products for over 12 years.

The Horsham branch became part of the network in late 1994 when OAMPS purchased local brokerage LWB Insurance Brokers.

Moving from the Wangaratta office, Kevin Tehan brings with him a wealth of insurance experience. He joins original proprietors Lindsay and Sue Smith in Horsham.

The Shepparton office previously known as Sherbourne

Insurance Brokerage, joined the OAMPS team in February 1995. Sam Loughran and Russell Boucher are managers of the office.

With the addition of these two new offices, the Hire & Rental Insurance Brokerage continues to expand to better serve the needs of members around Australia.

When deciding on your insurance broker it is worth considering that the Hire & Rental Insurance Brokerage is the sole endorsed insurance broker to the Hire & Rental Association of Australia, making a financial contribution to the industry.

The staff in the new offices welcome your inquiries:

Horsham: 053 811 111

Shepparton: 058 217 266

## Kango Introduces The Hammermate

Kango Construction Tools Australia introduces the new anti-vibration hammer carrier, the Hammermate. This carrier allows an operator to break up the largest expanses of concrete or lift old floor coverings from the broadest areas with a minimum of fatigue.

Hammermate features include:

- Significantly reduced hammer feedback vibrations, achieving important productivity gains on large scale projects.
- Robust durable construction for use in the toughest environment
- Allows the hammer to work at the most efficient angle.
- Working depth can be fully adjusted using simple to operate levers.

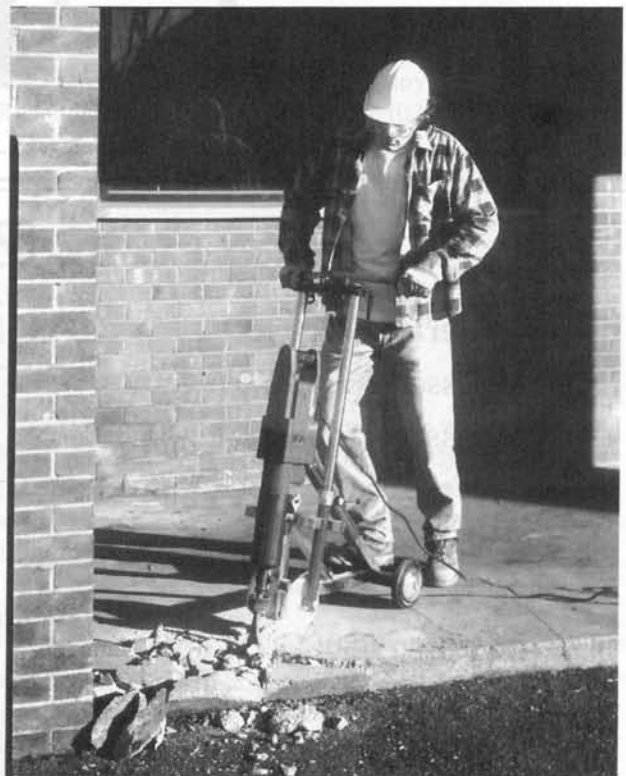
Ray Nicholls, Sales Manager for Kango Construction Tools Australia states "the Hammermate has been specifically designed for prolonged use in ground level applications, such as floor breaking and cleaning".

The Hammermate is fully adjustable, virtually eliminating the need either to bend the back or bear the weight of the hammer. Repositioning of the hammer over the job is achieved simply by wheeling the Hammermate to the new position.

Another cause of operator fatigue, vibration, is more than halved by the integral hydraulic dampers. Soft grip handles add further to operator comfort.

The Kango Hammermate also provides the ideal 15-20 degree working angle which maximises hammer effectiveness. This can also precisely control the working depth and penetration at every pass, which further improves productivity.

The Hammermate comes in a choice of three kits for the 900 and 1400 Demolition Hammers and the 2500 breaker,



*The new Kango Hammermate, anti-vibration hammer carrier, makes large jobs easier and faster.*

depending on the job undertaken and is available now from Kango Construction Tools Australia.

For further information contact:

Kathy Jack, Communications Manager

Phone (02) 621-9405

## Award for Outstanding Products And Service

**W**reckair Hire held a weekend product knowledge seminar at Penrith Panthers Leagues Club for over 100 of its branch and management staff recently during February.

Flextool was among the companies invited to speak on operation, applications and maintenance of their equipment.

Following their segment Dennis Paton and Klaus Muhlhoff of Flextool were the surprised recipients of an award from Wreckair Hire's state manager, Kingsley Munday.

The mounted brass plaque reads *Awarded to FLEXTOL (AUST) In recognition for OUTSTANDING Assistance, Co-operation, Quality of Product and After Sales Service.* and it is now proudly displayed on the office wall of Bob Edwards, Flextool's NSW branch manager.



*Flextool NSW sales personnel Dennis Paton (left) and Klaus Muhlhoff (right) with the Wreckair Hire award.*



# Flextool

## VALUE FOR MONEY!

### 1. FORWARD MOUNT-ED EXCITER

Powerful unit for efficient compaction & propulsion.

### 2. MULTI VEE- BELT DRIVE

Twin 'A' section vee-belts.

### 3. OIL BATH LUBRI-CATED EXCITER

For cooler running and extended bearing life.

### 4. HEAVY GAUGE STEEL BASE

With internal bracing for greater strength & stiffness.

### 5. EASY TO CONTROL

Reversible handle pivots to front & rear. Automatic centrifugal clutch for easy starting and idling.

### 6. OIL LEVEL SENSOR

With choice of Honda, Robin or Vanguard OHV motors.

### 7. PROVEN DESIGN

Reliability and performance has been proven by many years of hire industry use.

### 8. SPARES & SERVICE

Available Australia wide.



### FLEXTOL (AUST.) PTY. LTD

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Sydney 818 5722 Perth 451 2077 Free country calls 1 800 801 108

Model CP50, 50 cm Plate Compactor



# KUBOTA MEANS BUSINESS

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

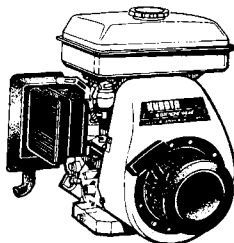
- Low maintenance • Less downtime
- Superb parts back-up.

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.

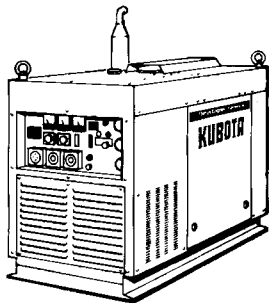
- More than 20 four stroke models from 3.1-13hp.
- Available with 2:1 reduction and a range of standard PTO shafts.



## DIESEL GENERATORS

Economical and durable.

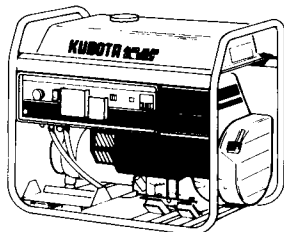
- Range of single & three phase models from 3 - 20kVA.
- Features: Electric start, Auto idle & Auto shut down.
- Silent-pak models.



## PETROL GENERATORS

Portable and quiet.

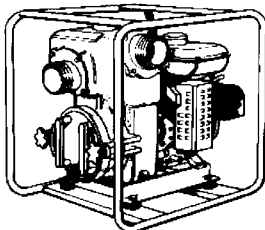
- 7 models from 550W to 5.4kVA.
- Standard features: Simultaneous 12 volt battery charge, Safety first circuit breaker & Auto shut down oil watch.



## 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.

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**POWER EQUIPMENT**

## Genie Industries Appoint new Australian Distributor

All Access Applications Pty Limited (AAA) have been appointed as the sole distributors in Australia for the Genie range of material lifts and aerial work platforms manufactured in the USA by Genie Industries. AAA's principal activity is supplying access equipment. They have over 30 years market experience and provide a full access consultation, supply, repair and maintenance service.

AAA will be distributing Genie products through their national network of offices and distributors to Government, the Armed Services, rental companies, industrial and entertainment companies, builders and allied trades.

Mr Phil Zeitsch, Managing Director of AAA is particularly excited about the new range of Genie Superlifts. "No other product is available in Australia that meets the same high standard, or offers the same features", he said.

"This material lift is a versatile lifting device for diverse applications with simple add-on attachments to allow users to tailor the lift to their own specific needs. This can be done at a fraction of the cost of buying dedicated lifting devices for each lift requirement".

The Genie Superlift is made up of a standard base that can be optioned up to give users exactly the right lifting device for their needs at the right price. As these needs change, additional options can be added so that the Superlift becomes an all purpose lifter able to handle every lifting demand.

In addition to the standard base, is the newly released adjustable straddle base that can be manoeuvred through narrow doorways and then adjusted for lifting wide loads. Both bases have five different lifting heights and are supplied with a winch that is either one or two speed. Load handling attachments include standard forks, adjustable forks, a rotating barrel handler, a vertical barrel stacker, a load platform, a pipe cradle, a boom attachment and fork extensions.

An additional, extremely important advantage of the Genie Superlift is that it prevents workers from getting back injuries through lifting more than the Occupational Health and Safety Regulation stated limit of 35Kgs. It is so versatile, easy to use and manoeuvre that lifting becomes a safer and much easier task.

Other top quality products in the Genie range that AAA will be distributing include the Aerial Work Platform, the Industrial Work Platform, Hoists and Self-Propelled Telescopic Booms.

The addition of the Genie range to the AAA product offerings means they are able to provide access equipment to suit every customers individual requirements and puts them squarely at the forefront of the industry.

For more information contact Mr Phil Zeitsch, Managing Director, All Access Applications Pty Limited, 18 McDougal St, KOTARA NSW 2289. Tel: (049) 573-422.



# Why You Need Your Own Stockbroker

**Do you have excess funds to invest?**

**Are you about to retire or switch jobs and receive a super payout?**

**Have you received an inheritance? Or a divorce settlement? Or sold a business?**

If so, you will need expert advice on how to invest your money.

But who can you rely on to get good advice on the investment of your funds?

The answer may be a stockbroker.

Under the Corporations Law, only persons who are Members of the Australian Stock Exchange can use the title "stockbroker". To qualify for Membership, a person must have appropriate tertiary qualifications and experience in the stockbroking industry, be a Licensed Dealer under the Corporations Law and be able to demonstrate a track record of high business integrity and appropriate financial resources to carry out the obligations of membership.

It is extremely important to know that your adviser is properly qualified and experienced. By choosing a stockbroker as your adviser, you can be confident of his expertise.

"Many people are unaware of the range of services that stockbrokers provide", says Geoff Travers of stockbroking firm Statton Securities, where every client adviser is a Member of the Australian Stock Exchange. "Firms such as ours can advise clients on services that are not just confined to buying and selling shares."

As an investor, you need a plan specifically tailored to your financial objectives and needs. A stockbroker can formulate such a plan for you.

The plan should set out an appropriate split of your investment funds between the main investment alternatives: shares, property, fixed interest and cash. If your funds are spread between these asset classes the risks of widely varying returns can be reduced sharply and the ups and downs in performance will be smoothed out over a period of time.

Says Travers, "It is to the advantage of an investor to allow their stockbroker to get to know them as closely as possible. You should use the first interview as a chance to talk frankly of your aims and resources and about any doubts you may have about some aspects of investments."

The stockbroker will then assist you in establishing a diversified portfolio of shares for those funds earmarked in the plan for share investment. Any existing

share investments should also be reviewed with your plan in mind.

Your stockbroker can also advise on and arrange for your investment in cash and fixed interest and your investment in property through listed property trusts.

"A stockbroker can be a one stop shop for an investor", says Travers. "But services should be ongoing." For example, at Stattons, a quarterly newsletter advises clients of market trends and specific stock recommendations. Portfolios are reviewed on a six monthly basis to make appropriate recommendations. Clients can also request a review of their situation at any time if their financial needs and objectives have changed. Finally, advice is also given on stock specific events such as rights issues, takeovers, changing investment fundamentals and floats.

In addition, stockbrokers such as Stattons also provide advice and assistance in the following areas:

- **Negative gearing of shares**
- **Do it yourself superannuation**
- **Tax-related investment advice**

## **How much money do I need to start an account?**

Many first time investors fear that their business is insignificant to stockbrokers. This is not true.

Statton Securities recommends a minimum investment of \$2,500. The average is around \$20,000 but do not be intimidated if you have much less or put off if you have much more. The important thing is to find a broking firm which is small enough to give personalised attention but is also able to offer the sort of additional services you might like, such as regular reviews and client letters.

## **Is this a good time to invest?**

Despite the turbulence in the world's bond and share markets in 1994 and all of the concerns about interest rates, Stattons believes there are real prospects of a significant rise in the All Ordinaries Index over the next 18 months.

For further information call on (02) 232 7655 for a no obligation consultation to discuss your financial situation and needs.

Statton Securities commenced business in 1967 and has built up a strong private client base. Its four partners are all Members of the Australian Stock Exchange and are all Licensed Dealers under the Corporations Law. At Stattons you deal only with a partner and personal service is assured.



# 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		224	
RAMMER COMPACTOR		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		80	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		<b>120</b>	480
LINE MARKER - AEROSOL		<b>28</b>	84
PAINT STRIPPER - ELEC		<b>30</b>	90
PAINT STRIPPER - GAS		<b>30</b>	90
SPRAY GUN		<b>22</b>	66
SPRAY OUTFIT HP COMPLETE		<b>60</b>	240
SPRAY OUTFIT LP COMPLETE		<b>45</b>	135
WALLPAPER STEAMER		<b>32</b>	96

## PLUMBING

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

## PUMPS

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

## SCAFFOLDING, PROPS

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

## TARPAULINS

TARP	18x12	<b>40</b>	60
TARP	24x18	<b>48</b>	72
TARP	36x24	<b>60</b>	90

## TRAILERS

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

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

## TRUCK RENTAL RATES

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

## VANS

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

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

## PORTABLE BUILDING

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

## SHELLS

Average hire period 5 to 11 months (80 weeks)

3.0 X 2.4M	<b>41</b>
3.6 X 2.4M	<b>44</b>
4.8 X 2.4M	<b>54</b>
6.0M X 2.4M	<b>63</b>
6.0M X 3.0M	<b>71</b>
7.2M X 2.4M	<b>67</b>
9.6M X 3.0M	<b>103</b>
12.0M X 3.0M	<b>123</b>

Size	Hire charges per week
<b>ABLUTIONS WET BLOCKS</b>	
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
<b>SHED MISCELLANEOUS</b>	
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
<b>DELIVERY RATES</b>	
MINIMUM (BASED ON EASY LOADING 1 PERSON)	\$15
ALLOY SCAFFOLD, "A" FRAMES 1 - 20, COMPRESSORS (TOWABLE), WELDERS. LIGHTING TOWERS (TOWABLE) TOILETS, 28" ROLLERS CHERRYPICKERS, MANLIFTS, ELEVATORS	\$25 \$45
FORKLIFTS, BOBCATS, TRACTORS, ROLLERS 20 - 35 KVA GENERATORS, DUMP TRUCKS	\$75
70 KVA PLUS GENERATORS, R65 DITCH WITCH, BACKHOE	\$100
ELEVATING WORK PLATFORMS TO 40'	\$160
SHEDS/CONTAINERS TO 7.2M	\$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: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Postcode: \_\_\_\_\_  
 Phone: \_\_\_\_\_

DATE

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



# Certification for users of industrial equipment.

All states are moving towards National standards for certification of operators of dangerous equipment. National certificates will be accepted in all states and territories of Australia, replacing the individual state certificates.

The certification covers the following kinds of equipment:

- scaffolding, dogging and rigging
- crane and hoist operation
- pressure equipment operation
- loadshifting equipment.

The certification requirements are of interest for Hire and rental businesses who need to test, maintain and demonstrate their equipment and also know about the requirements for users or customers. Equipment requiring certification should only be hired to persons or organisations having the necessary competence to use it. It is recommended that 'first-time' customers for such equipment have proof of certification for legal protection of the organisation renting it.

## National Recognition.

The new certificates will be recognised throughout Australia without need to reregister in another state or territory. Certificates issued in one state can have additional classes added on in another state.

## Existing Certificate Holders.

Existing certificate holders will be able to continue working within the scope of their current certificates without the need to obtain new national certificates.

## Trainees.

Under the new system, learners' permits will no longer be issued. *People who are not yet certificated can only carry out the relevant work under the direct supervision of a certificate holder or an appropriately qualified person.* Some states require trainees to keep logbooks signed by the certificate holder conducting the supervision. The logbook record may entitle the trainee to a reduction in the amount of assessment needed to get a certificate.

## Getting a New National Certificate.

Certification involves testing or assessment of competency in accordance with national uniform procedures.

Lists of certified assessors will be issued by your State OHS Authority, (WorkCover or equivalent) to anyone

wanting to be assessed. Assessments may be done at the workplace, provided there is sufficient equipment and facilities available. Alternatively, it may be done at TAFE facilities or other approved places.

After assessment, the examiner will issue a temporary notice acknowledging competency. This allows the applicant to work without direct supervision for a limited time pending processing and final State OHS Authority approval and certificate issue.

To get a new certificate it is necessary to:

- undertake supervised, accredited training; and
  - apply to a registered assessor for assessment; and
  - pass a competency-based assessment
- or,*
- apply for a certificate on the basis of;
    - prior learning and experience or,
    - equivalent qualifications.

## Some Types of Equipment Included.

For a complete list of requirements for your state or territory, refer to your OHS Authority. Below are some typical pieces of equipment covered:

- scaffolding, dogging
- rigging, cranes of all types
- fork lift trucks
- order-picking fork lifts
- elevating work platforms, boom elevating type
- materials hoists, cantilever type
- hoists, personnel and materials
- concrete placing booms, boilers and turbines
- steam engines
- front end loaders, skid-steer type
- excavators and draglines

State-issued certificates are still required for some other kinds of equipment not yet covered by the National scheme, such as explosive power tools etc.

For most states the new National Certification schemes will start this year, in some, almost immediately, e.g., NSW, June 1995 is planned. Contact your state or territory OHS Authority for more details.

Remember, for operation only in your state and within the scope of existing competency certification, a new certificate is not essential. However, introduction of the new scheme may be an opportunity to refresh skills of operators and act as a reminder of the importance of safety on the job.

## Copies of the New Standard.

Copies of the standard and its companion document, *National Guidelines for Occupational Health and Safety Competency Standards for the Operation of Loadshifting Equipment and Other type of Specified Equipment*. [NOHSC: 7019 (1992)], are available from Commonwealth Government Bookshops in each state or territory.



## DID YOUR KNOW...?

- That more people die from bee stings than from shark bites in Australia?
- That it is an offence to drink methylated spirits in NSW?
- That 1/2 kg of wool completely burned in a closed room can kill a person? The products of combustion are highly toxic. So are those of PVC coverings.
- That polyurethane foam commonly used for seat cushions gives off highly toxic fumes when burned? It is banned in aircraft and all new trains.
- Some medicines, plants and industrial chemicals can cause photosensitivity in people? Severe sunburn can result after slight exposure. They include coal tar derivatives, 'Phenergan' antihistamine! (promethazine)! quinine riboflavin, buttercup, carrot, fig, lemon and lime, parsnip. Oil-based sunscreens provide some protection against skin contact with plants.
- It is possible to trip on a projection only three millimetres high? But it would be hard to find a public walkway that does not have ridges less than 5 mm and up to 25 mm high.
- Manual handling, (lifting, pushing, pulling,) is by far the greatest cause of workers compensation costs in Australia? It accounts for about 1/3 of the total cost of accidents to the community! - about three and a half billion \$.
- That there are 10 times as many days lost through work accidents in Australia as there are for industrial disputes?
- That all safety standards and regulations are being changed from individual State and Territory requirements, to comply with National Australia-wide common standards? *(Its slow, but it is happening. The target is for all States and Territories to have the same safety laws).*
- That if you have more than 100 litres of highly flammable liquids (flash-point 23° C or less, e.g., petrol, acetone, methylated spirits), in a factory or workplace, which is *not held in a licensed flammable liquids store*, you should have a licence to hold it in stock?

## SPRAY PAINTING

### Safety requirements.

Most equipment rental businesses have some need to spray paint equipment to maintain good condition after usage. When doing so, safety regulations have to be complied with. These vary by state or territory, but have a common Objective, which is to maintain health and safety of employees and others exposed. Check with your state or territory OHS Authority for details. It is not possible to give

requirements for each individual state or territory in this article, due to the extent and variation of the regulations but the following are general guidelines.

'Spray painting' regulations refer to spraying substances which are hazardous or harmful to humans or fire hazards. These could be 'prohibited substances' like carbon tetrachloride, tetrachlorethane, silica, substances containing methyl chloride, or benzene, carcinogens or otherwise very dangerous substances, or to flammable solvents. A common fire hazard is acetone, a solvent often used for industrial lacquers and highly flammable, - in the same class as petrol or methylated spirits. Regulations do not apply to non-toxic or non-flammable substances, but there are very few of such substances which provide hard-wearing or durable coatings for industrial equipment.

The main hazards are:

- Inhalation of toxic particles and vapours generated by all types of spraying processes. These can be due to the basic paint or finish or its hardener for two part systems, or the solvents used to dilute the paint or finish.
- Risk of fire and explosion due to the flammable solvents or finishes and the accumulation of spray-drift on surroundings.

Business owners should also be aware of a common cause of complaint and sometimes of damages claims, caused by spray drift on to nearby vehicles etc. This is common when there is a car park nearby.

Most regulations have requirements for the following:

- Use of hazardous and some prohibited substances.
- Use of supplied air respiratory equipment for certain substances. (Unlikely for hire and rental workshop usage)
- Flammable liquids, use, storage quantities signs etc.
- Spraying limits for the open workshop or open air outdoors.
- Spray booth construction, including air flow rate, flameproofing of electrics, booth cleaning, i.e., removal of spraydrift, posting of notices re 'no ignition sources' including no smoking, etc., spray drift filters, materials of construction and formal approval by WorkCover or equivalent OHS Authority.

### Hazardous Substances.

Some persons may be acutely sensitive to the effects of certain sprayed solutions and suffer severe respiratory or other allergic reactions. This applies particularly to spraying of urethane finishes using Toluene Di-isocyanate (TDI) Or Methylene Diisocyanate MDI) as hardener. Also applies to certain epoxy finishes with amine hardeners. Outdoors or general workshop spraying with these substances is prohibited unless air supplied respirators are used.



Substances containing lead and silica and known or suspected carcinogens are prohibited for spray painting.

Spray painters in open areas not in a spray booth, should be provided with suitable masks. The type depends on the substance sprayed; reputable suppliers of such equipment can give recommendations. It is undesirable to inhale any significant amount of foreign particles or vapours into human lungs.

Suppliers' Material Safety Data Sheets (MSDS), should be read to decide what precautions are necessary for solvents and spray materials. Suppliers have an obligation to supply such information on demand and usually do so willingly.

## Fire Hazards.

The fire hazards apply not only to the spray particles and vapours, but also to the storage, decanting and mixing of flammable liquids used as diluents to achieve sprayable viscosities.

For open spraying outside a booth in a factory a generally required distance from non flameproof lights or other sources of ignition is 6 metres horizontally and two metres vertically above or below. Spray painting may be done in any workroom, but not for more than 10 minutes in any hour or not more than one hour in any day. (Applies to NSW. Check locally for requirements of other states and territories).

For spraying in the open air outdoors, the process must be not less than 4.5 metres from any building or process. Where it is not possible or practical to take the item to a spray booth it may be sprayed outdoors, but where a spray booth exists, it should be used whenever possible to avoid exposure of persons. Ignition sources such as welding should be at least 6 metres away.

The exhaust fans for spray booths must have non-sparking fan blades. If directly driven they must have flameproof motors. All electrical work must comply with As 3000, (SM Wiring Rules) and all electrical equipment in a booth or within two metres of the entrance, must be of approved construction for Class 1, Zone 1 flammable atmospheres.

## Storage of solvents for spray painting:

It is normal to store flammable liquids such as solvents for spraying in an approved flammable liquids cabinet. Up to 250, litres of highly flammable liquids classified as Packaging Group 11, Flash point 23° or lower, can be held in such a cabinet. Quantities greater than that need to be held in a licensed flammable liquids store approved by Dangerous Goods section of the state OHS Authority. The maximum amount that can be held for immediate use outside of approved Flammable liquids storage is usually one day's supply. All storage and handling of flammable liquids should be according to Australian Standard AS 1940 - 1993, 'The Storage and Handling of Flammable and Combustible Liquids'. This is a National Standard.

# SAFETY SIGNS AND NOTICES AT WORK

Everyone at work should be able to recognise basic safety signs by their shape and colour. Picture safety symbols convey messages without words; you do not have to understand English language to get the meanings on such signs. However, printed messages are sometimes necessary to convey the full message on some signs.

Many employers do not believe that signs or notices are of any value in promoting safety. If there is no effective safety plan, policy or program at the workplace, just putting up signs and slogans is not enough to be effective. Employees see them as an insincere gesture, when what is really needed is some useful action to make the place safety instead of just telling people to be safe. Many see it as just blaming the workers for injuries and ill health.

But the presence of signs, *along with clearly visible efforts on safety*, can be of considerable value. Their value is, like beauty, in the eye of the beholder!

However, failure to have any signs or notices would put an employer in a disadvantaged position in the event of a compensation claim involving failure in 'duty of care'. Alternatively, having safety signs can contribute to defence.

Some signs and notices are legal requirements, such as the warning sign about the dangers of compressed air, sign for compulsory wearing of hearing protection in a declared 'noisy' area, location of first aid kits, and various notices about the relevant safety Acts and about Rehabilitation.

The purpose of safety signs is to:

- **prevent accidents**
- **warn of health and safety hazards**
- **point out where emergency equipment is kept**
- **tell people at work where special safety equipment is held**
- **tell employees where special safety equipment and personal protection must be worn**

## Quiz;

Can you identify what the following pictorial signs mean?

1. A red circle with a line through it.
2. A yellow triangle sign.
3. A green rectangle.
4. A blue circle

If you can't tell what they mean, how do you expect your employees to understand them? And more importantly, act accordingly to avoid danger?

(Answers at end of this item).

Many signs, even if understood, will need more verbal information to protect persons reading them. Training in the following issues is essential and it is a legal requirement for employers, no matter how small, to provide it:

- What is the exact nature of the danger or risk? It is useless to say or warn of danger if the reader of it does not know what to do about it or avoid it
- How do I use the emergency equipment?
- Where do I get the special protective equipment from and how do I use it and keep it in good order?

It is desirable to include such information and training in safety induction for new employees when they first start work with you.

#### Answers fo Safety Sign Quiz:

1. *A red circle with a line through means:*  
**Something you must not do.**  
e.g., 'No smoking and no unguarded flame or fire'.
2. *A yellow tngular sign means:*  
**Warns of a danger or risk to health.**  
e.g., 'Caution, risk of fire'
3. *A green rectangle means:*  
**Shows where emergency safety equipment is kept.**  
e.g., FirstAid.
4. *A blue circle means:*  
**Tells that special safety equipment must be worn at this place.**  
e.g., You must wear eye protection.



## YOUR COMMENTS INVITED

Readers are invited to comment about articles in Safety Newsletter. We also invite you to tell us about any interesting, dangerous or humorous incidents concerning safetyw that you have experienced or know about. Safety hazards you have come across at work and what measures were taken to control them are particularly useful.

What kind of subjects would you like in Safety Newsletterv Tick the box or boxes you prefer, or write the subject in the space provided below:

- ☐ Don't change
- ☐ Specific hazards, such as noise, electricity, fork lift trucks, machine guarding, manual handling weldingq1 compressed air etc.
- ☐ Legal aspects about safety, especially employers liability
- ☐ Safety for customers using rented equipment.
- ☐ Safety control systems
- ☐ Examples of actual court cases due to breaches of regulations
- ☐ Establishing safe work procedures
- ☐ Other, – write your other preferred subjects:

Send contributions with name and address so we can acknowledge them, to:

The Editor, Safety Newsletter.  
Carlingford Consultants.  
36 Darwin St.,  
Carlingford, NSW, 2118.

or

Fax to Carlingford Consultants, fax no. (02) 872 6602.





**It's  
Party Time**

**Let's  
Party**

#### **PARTY HIRE INDEX**

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## Baytex Products Offer Exciting Opportunities For The Year Ahead

As the 94/95 season draws to a close it is timely to reflect on the events and developments of the past year and ponder the prospects of the year ahead.

As far as New Zealand is concerned the year just past has been very good indeed for all involved in the Hire Industry and we can but hope that the trend will continue through to 1996. This buoyant trading environment seems to be in contrast to that experienced in Australia where general economic confidence still has a way to climb.

Baytex as a niche marketer has always had to ride a bit of a roller coaster as economies and their related markets boom and die and, like any prudent business, we endeavour to insulate ourselves from these swings and roundabouts.

Our shining success over the past 12 months has been our new Electron Range and in particular our 18M Electron which has helped us immeasurably to keep pace with economic change.

It has also enabled a number of relatively small rental operators to take on some very large contracts and even win them against competition from structures on the strength primarily of the Electron's dramatic appearance and also on their significantly lower installation, transport and installing costs. Add to this their interior space and quietness and the 18M Electron really does stand out from the crowd.

Of particular interest to us has been the way this marquee has generated a completely new market for itself and not taken away from either the existing pole tent market or those events currently reserved for structures. The 18M has found an in between gap in the market which has surprised many in the industry by its size and dollar value. Certainly the 18M Electrons are providing excellent revenue earners for their areas.

With the major Hire Convention to look forward to we will be introducing our all new Channelspan Structure System during the course of the year.

With a number of units already in use in both Channeltube and Channelbeam profiles the system is steadily and successfully progressing through the development and providing stages that as manufacturers we are bound to take so much care with.

The Baytex Channelspan system promises to bring a range of new and exciting developments to traditional structure design without pretending to copy anything that is presently existing and is targeted at the middle range of structure widths currently ignored by most existing structure manufacturers.

Featuring the highest standards of design and quality of finish that are the hallmarks of all Baytex products, the Channelspan is an excellent complement to our already extensive range of party rental products.

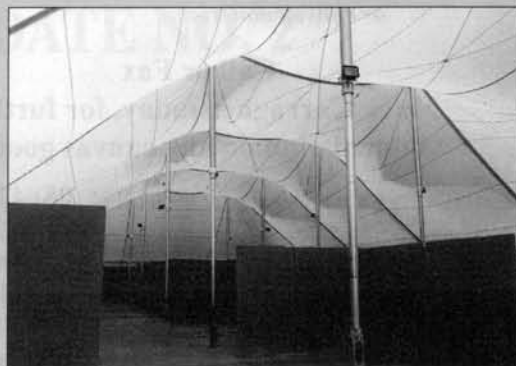
### Stand out above the crowd with an 18M ELECTRON from Baytex

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



## Herculite - Fabric for the 90'S

**D**o you have problems obtaining suitable staff to erect your marquees? With increasing emphasis on work related back injuries, all marquee hirers need to be aware of ways in which the overall weight of the marquee can be reduced.

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

"Herculite produce a broad spectrum of multi-layered fabrics with standards of strength, quality and reliability that far surpass those of conventional flexible materials".

Quins Canvas were quick to recognise Herculite's unique weight/strength/bulk ratios showed problem solving and cost reduction opportunities in both engineering and product design. Lighter overall weight

means easier and less costly marquee erection. Recent innovations such as mildew-proofed scrim (to prevent mildew growth) and black-out inserts (to reduce heat transmission), are further examples where the needs of the marquee owner and user have been incorporated by Herculite into the fabric design.

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

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

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

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

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

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



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

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

**Call or Fax**

**Mark Carragher today, for further information on any canvas goods.**

**QUINS**  
**CANVAS GOODS**  
**PTY. LTD.**

**Ph: (08) 471 489**  
Fax: (08) 478 622  
10Kylie Place  
Port Adelaide SA 5015  
Mobile: 018 847 228

## New Range of Rugged Party Hire Tables

A new range of folding party hire tables has been released by the Sydney based manufacturer, Australian Catering Tables. These steel-framed tables were developed after extensive consultation with major party hire businesses. The company's objective in developing the new products was to offer competitively priced tables which meet industry requirements. The result is a range of tables which are lightweight, strong, serviceable and easy to use.

A feature of the new tables is that they incorporate a new compact stay and locking mechanism. This feature was incorporated in the design in response to industry criticism of the alternative longer centre-stay mechanism which becomes bent causing damage to other tables and stacking problems.

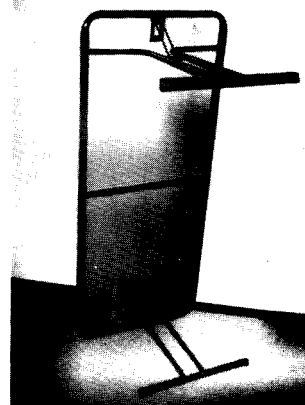
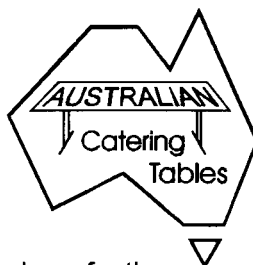
Australian Catering Tables' current folding table range includes rectangular tables which are 750 mm wide and are available in lengths of 1.8, 2.1 & 2.4 metres. The company has also developed a prototype 1.5 metre diameter round folding table. Production of this line will commence later this month. Plans are also underway to produce 1.8 metre diameter tables.

Further information on the range of party hire products produced by the company is available from:

Australian Catering Tables  
(Ergodesk Pty Ltd)  
32 Hickson Road  
Sydney NSW 2000  
Tel (02) 251 2223  
Fax (02) 251 2782

## Steel Framed Folding Tables

- waterproof plywood tops - replaceable
- 32mm welded & powder-coated outer steel frame
- 25mm steel legs fold completely within frame - stack perfectly
- 1.8, 2.1 & 2.4m lengths - 0.75m wide
- priced from \$140 - depending on size and quantity ordered



Made in Australia by Ergodesk Pty Ltd - 32 Hickson Rd Sydney - Tel. (02) 251 2223

## N.Z. REPORT

### WAIRAKEI 1995

## CONVENTION UPDATE NO. 2

by a committee to coordinate all the information  
and to provide the necessary

de

in

Well, it's a bit late but here is the latest news on our Convention.

Like we said in the last Convention update (in the February Hire & Rental News) you won't want to miss the Wairakei Convention. We have managed to secure an excellent Keynote Speaker, **Dr. Richard Buchanan**, who is Associate Professor of marketing at Massey University. He will speak on the marketing theme of "Mission Impossible", which is designed for all conference participants that control their own place of business, large and small. He will then conduct workshops. More on him in the next update. Just remember the morning he speaks and does workshops this is open to Associates and Members - you will benefit - make sure you attend.

*On a lighter note* - we have managed to succeed in getting Suzanne Lynch (well known ex Chicks vocalist) to entertain us along with



a very professional back-up band. This will be a "CLASS ACT" and appeal to all age groups. This happens on the Banquet night and will definitely be an evening to remember.

**TRADE SUPPLIERS** - we have been very pro-active on your behalf as far as organising a high quality exhibition area that is totally enclosed. As mentioned in the Hire & Rental News a brochure will be out very soon offering sponsorship opportunities, which are excellent in \$\$ value and content. Zone 3 Committee Members have been talking to suppliers regarding attending the Convention and sponsorship - early indications point to a good support in both areas. (It is expected Trade Display information will be available early May).

**SO DON'T DELAY - FIRST IN BEST DISPLAYED.** Any queries give us a call.

Also mentioned in the current Newsletter is that your 1995 Convention costs are "inclusive" of everything.

It is timely to explain the benefits of this. Basically this total package gives better accommodation costs for everyone, easier organisation and no hassles for all Members. The final registration costs to attend the 1995 Convention are still to be finalised but will be realistic when you consider what you will be getting i.e.

- |                       |                                |
|-----------------------|--------------------------------|
| * Accommodation       | * Meals (including breakfasts) |
| * Lunches             | * Morning teas                 |
| * All speakers        | * Happy hours                  |
| * Class entertainment | * Excellent trade displays     |
| .....etc. etc.        |                                |

On the whole a Convention that will entertain, stimulate and reward you in many ways.

As we said come for the "WHOLE EXPERIENCE" and enjoy Convention 1995.

## GUEST EDITORIAL

Report on American Rental Association Convention and Trade Show

It is hard to believe another year has come and gone and that the A.R.A. Convention has come around again.

In February of this year, Warren and I were lucky to travel to Atlanta, Georgia to go to the Convention. We travelled to the States last year also and thought that this year would not surprise us to the same extent, having already been there, done that, bought the tee shirt! !! How wrong we were. It never fails to amaze us how enthusiastic and how passionate the Americans are about any venture they take on. They think of everything to make your experience with them a pleasurable one and it could not be faulted.

We had a very long flight over to Atlanta because of the domestic problems Air New Zealand were having, which in turn disrupted international flights also. But everyone's comfort was certainly taken into consideration and we were looked after very well, except for lack of sleep.

As soon as we arrived at our hotel it was time to shower, wake-up and hit the first of the workshops, which were fabulous. Its interesting to find that no matter where in the world the Hire Industry is coming from we all strike the same problems. The first seminar we went to was called "When Jekyll turns to Hyde - dealing with difficult employees". Here we were in the USA listening to a top company motivationalist speak on problems that can and do arise within America. I had an English couple sitting next to me, telling me of the problems that they have to contend with, within their company and 2 French gentlemen sitting in front nodding away in agreement, obviously relating to the same problems. It really is a small world.

On our first evening we attended a cocktail party for Overseas Guests, and it was wonderful to see so many people from different parts of the world, some of whom we have the privilege last year of meeting. It was also great to see a

fine strapping bunch of Kiwi contingent, with Steve and Rodger from Projex and our very young Robert (Bob) Youngman keeping a close eye on everyone.

It was also a pleasure at the cocktail party to meet again Hotch and Carolyn Manning, and to extend to them an invitation to our Convention in August. Hotch is President of A.R.A. this coming year. (We have now received a letter from Hotch to say both Carolyn and he are planning to attend our Convention).

We also had time with Jim Irish who is Executive Director of the A.R.A. and Jack and Cheryl Greenfield, the Past President and others from the A.R.A.

Warren and I also had the privilege of sitting in on an "ARDI" Insurance social meeting and Warren had a chance to discuss some ideas with their head people with regard to setting up a similar Insurance operation here.

Basically the pace was set from day one and it was full steam ahead as the Convention and Trade Show are so large you have to really make the minutes count.

The remaining time we spent on the exhibition floor which can only be described as (using our children's terminology) Awesome! ! The number of exhibitors and manufacturers numbering well over 600 is to say the least overwhelming.

Towards the end of our trip we travelled down through several States with two couples also in the Hire Industry, one owning a party rental store in Houston, Texas and the other an equipment store in Austin. We spent a few days in Houston and had a chance to view several stores in that area, which we found to be very interesting.

We feel our Industry should be very proud of what we achieve as our high standard is equal to any that we managed to see or that we could compare with, long may it continue.

Regards

**Lyn Egen**

Wife of President Warren Egen



**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**

Actual Size 75mm x 115mm



- This equipment may lawfully only be used by the holder of a certificate of competency issued under the "Construction Safety Act". (50c each)
- C9 Overhead Damage, Customer Responsibility (\$1 each)  
(White with Red 75mm x 115mm) - reduced sample

**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 WORK 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  
WACKER 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 cello tape 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!



## ADVERTISERS INDEX

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## Ditch Witch Introduces 1220

The Charles Machine Works, Inc., manufacturer of Ditch Witch products, introduces its Model 1220, the newest addition to the company's respected line of pedestrian trenchers. It 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 and fuel-efficient.

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 36-inch lengths, is raised and lowered hydraulically.

## 1020 Model World's Best Seller

The Ditch Witch Model 1020 is the best-selling pedestrian trencher in the world.

The 1020 is a compact machine that is extremely easy to operate, productive and reliable, and easy to maintain. It has a mechanical-powered digging chain and hydraulic ground drive. Two engine options are available.

Color-coded controls are easy to understand and all are within easy reach of the operator's position. Only three grease zerk require lubrication.

Ditch Witch equipment is manufactured by The Charles Machine Works, Inc., Ditch Witch Worldwide Headquarters, Perry, Oklahoma 73077, U.S.A., or call (405) 336-4402.

### DISTRIBUTED BY:

**MOLE**

GROUP OF COMPANIES

**Mole Engineering NSW-HEAD OFFICE: Ph (02) 896 9333**

**QUEENSLAND: Bris. Ph (07) 277 5744, Tville Ph (077) 74 5699**

**VICTORIA: Ph (03) 305 4191 SOUTH AUSTRALIA: Ph (08) 260 3277**

**TASMANIA: Ph (003) 26 5155 WESTERN AUSTRALIA: Ph (09) 350 5410**

The new  
Model 1220 trencher

# Less is more.

It's possible that the 1220 is the best rental trencher ever built. It's designed to be more productive and less complicated.

More reliable, with less upkeep. More profitable, with less expense. Call today for more information, and learn why you shouldn't settle for anything less. (800) 654-6481.

## Less effort.

Every control function has been smoothly combined into the design so that it's easy to find and operate.



## Less hassle.

This 12-hp-class trencher combines the reliability of an all-hydraulic ground drive with the productivity of a mechanically-driven digging chain. It's easy to maneuver, and can fit through a yard gate.



## Less parts.

A new ground drive gearbox eliminates drive chains. The ground drive motor is incorporated into the gearbox, which also eliminates mounting and coupling parts.



## Less repair.

A standard outboard bearing support makes the digging drive assembly rugged and trouble-free. All the 1220's components are integrated to maximize reliability and minimize downtime.



## Less maintenance.

Three easily-accessed grease zerks make up the bulk of the 1220's routine service requirements. And because there are no drive chains, there are no drive chain adjustments.

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**Ditch Witch®**  
The Underground Authority.  
WORLDWIDE



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

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