

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

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

AUGUST 1995

The logo for KANGO features the word "KANGO" in a bold, white, sans-serif font. The letter "K" is stylized, with a white circle around its upper part and a white diagonal line cutting through it. A registered trademark symbol (®) is located to the right of the word.

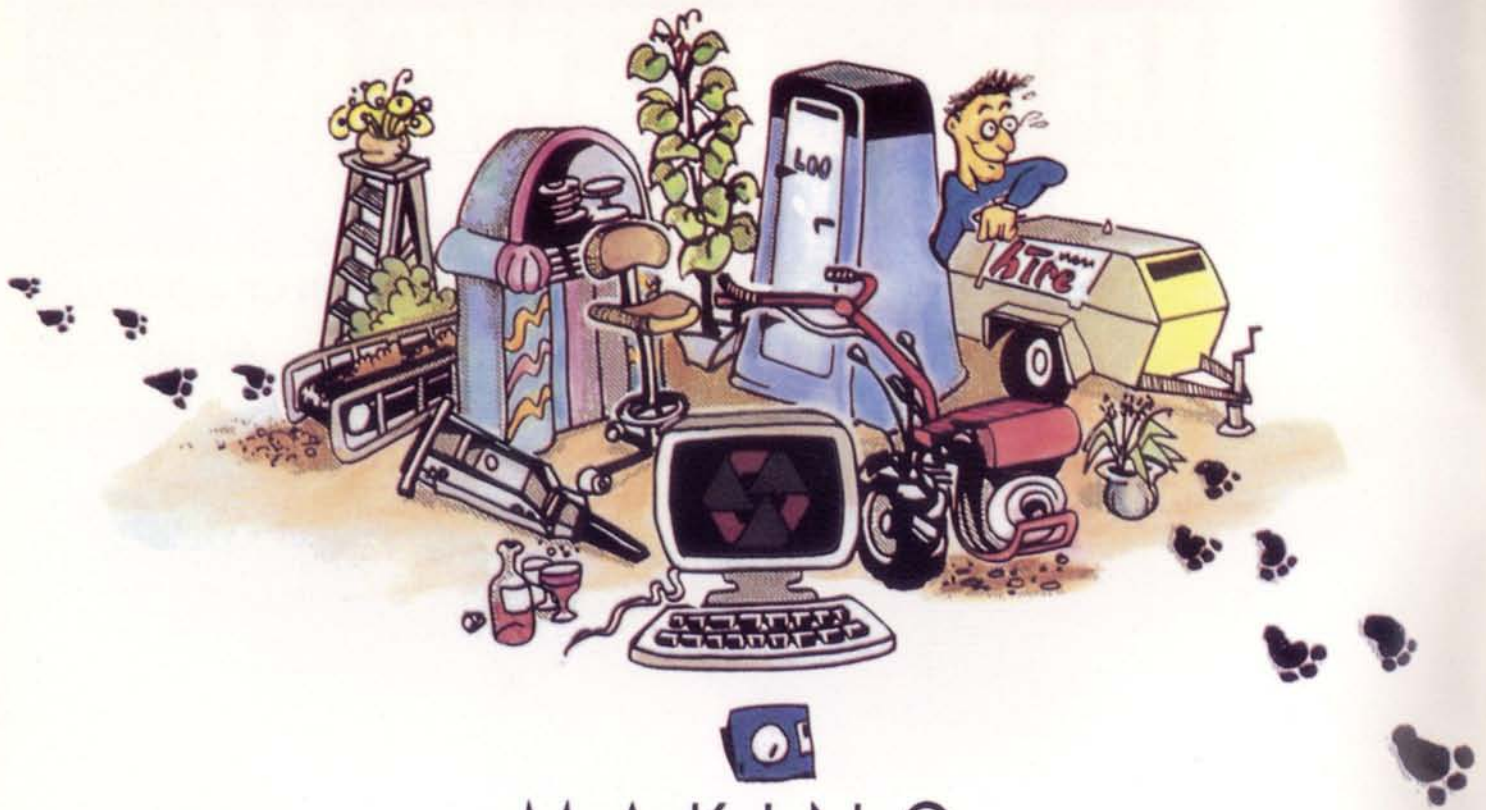
KANGO®

THE CUTTING EDGE



TO FIND OUT MORE TURN TO PAGES 12 & 13

1995 CONVENTION ISSUE



MAKING

TRACS

THE COMPLETE HIRE SYSTEM



TRILOGY
BUSINESS
SYSTEMS

NSW BRUCE DAVIES (02) 330 0444 **QLD** ROGER CLOAKE (07) 847 3455 **VIC** DAVID WILSON (03) 347 7577
SA BRUCE DAVIES (02) 330 0444 **WA** RICHARD HOLLENBERG (018) 916 949 **ACT** BRUCE DAVIES (02) 330 0444



National Association

President: Richard Crommelin
(09) 350 5588
Secretary: Rolf Schufft
(02) 957 5792
65 Berry Street
North Sydney 2060

New South Wales

President: Barry Newton
(02) 516 5855
Executive Officer: Jenny Lohr
P.O. Box 523
Newport Beach 2106
(02) 979 5039
Fax: (02) 979 5108

Victoria

President: Brian Elms
(03) 850 2316
Secretary: Lois Ziebell
(03) 720 1835
Fax: (03) 729 7936
12 Rachele Drive,
Wantina 3152

Queensland

President: Peter Walden
(07) 375 1449
Secretary: Elaine Cronin
(07) 355 1481
Fax: (07) 355 0090
P.O. Box 25,
Arana Hills, 4054

South Australia

President: Richard Stevens
(08) 277 0022
Secretary: Tim Mee
(08) 373 1422
136 Greenhill Road,
Unley 5061

Western Australia

President: Robert Lowry
(09) 277 4144
Secretary: Melissa Coles
(09) 310 9345
13 Wheatley Drive
Bull Creek
W.A. 6155

PRESIDENT'S REPORT



RICHARD CROMMELIN PRESIDENT

The Federal Budget has now been handed down and all of us will have found areas contained within it that impact upon our business.

Major areas that would have been of concern to all of us are the increasing of Sales Tax on certain previously exempt building materials, the increase from 21% Sales Tax to 22% Sales Tax on all items that we purchase, and most importantly I guess, the attempts by the Government to provide a positive environment for interest rates by budgeting for a surplus.

We now find that the 12% Sales Tax to be applied to the building materials has been defeated and will not be implemented, and the financial markets do not believe the budget surplus and the interest rates are still likely to be a problem over the next 12 months.

The feelings on the economy from many different sectors in Australia are that confidence is low and business will be tougher.

This means a back to basics approach for our industry and most important support to that, is a total focus on the customer. Let other people be negative, we are going to look for more ways we can be of service to our customer, both in the range of products we offer and the improvement in our staff training to ensure that we are meeting our customer's expectations in advice and service.

There are always opportunities for those who seek them. Ask your customers what they want and then deliver.

On another note, the 1995 Hire Expo in Adelaide is almost upon us. I urge you all to support our industry's' Convention. A full program of excellent speakers has been arranged, and as usual the value of the interaction with your fellow hirers from around Australia is an often under rated aspect.

As usual, many suppliers have committed a lot of money in order to bring you their latest products and to provide an opportunity for you to talk with them in a more relaxed environment. Please support these Companies as they are our partners as we move into the future.

I look forward to seeing you in Adelaide and welcome any comments you may wish to make as we all seek to grow our Association.

Best regards,

RICHARD CROMMELIN

HIRE and RENTAL

Industry Quarterly

Contents

Features

1995 Hire & Rental National Convention and Exhibition

Full Programme	17
Exhibitors Showcase	25

Mike Wilton- Mixing a bit of magic with hire. 14

Mike Wilton has been in the hire industry since he left school, but had a spell away from it.

Kango looks to the future. 6

Kango looks to the future as it releases four new products at the 1995 Hire Convention.

Stock Watch 10

We follow the progress of hire companies that are listed on the Stock Exchange.

From the Editor 5
A case of unfair dismissal

Hire to play part in Cable Television. 67

The hire industry looks set play a significant role in the installation of cable television in Australia. While Jeff Griffin, reports on one area of hire in America that is reaping the reward of underground installation.

Finance 62
The case for shares

HIRE and RENTAL Industry Quarterly

3/112 Garden Street
Maroubra NSW 2035
Tel: (02) 387 7858
Fax: (02) 389 8348

PUBLISHER:
C & I Publishing
P.O.Box 308
Rose Bay, NSW 2029
AUSTRALIA

EDITOR:
Greg Kelson

PRINTED BY:
Promail Pty Ltd
14 Dunlop Street
Enfield 2136

Official Journal of the **Hire and Rental Association of Australia**

Industry News

Presidents Message	1
JLG'S new Accessmaster	7
Two new models added to JLG's electric scissor range	8
A Hireman at large	31
Hitachi the quiet achiever	32
Kubota's new petrol engine	37
Compaction in restricted area a speciality of Wacker	38
Top Pro is hot	43
Multi purpose pump	47
Adelaide hire firm wins U. S. award.	50
Trilogy's user conference	55
Atlas Copco TEX 180H, first choice in Hydraulic Breakers	63
New hire guide on offer	65
The Ditch Witch 1020	80

Regular Items

Safety News	34
New Zealand report	52
Party Hire	56
NSW Report	70
Advertisers Index	73
NSW Hire Rates	74

TYPESET AND LAYOUT

Publishing for the 90s
226 Darling Street
Balmain, NSW 2041
Ph: (02) 810 3249
Fx: (02) 818 5403

All statements and opinions expressed in Hire and Rental Industry Quarterly are published only after due consideration of information gained through sources believed to be authentic. No responsibility is accepted for the accuracy of the matter published therein. No portion, in whole or in part, may be reproduced without the written permission of the publisher.

CONTRIBUTIONS AND PRESS RELEASES:

Please forward to:
Greg Kelson, Editor,
Hire and Rental Industry Quarterly
PO Box 308
Rose Bay, NSW 2029

Try telling your kids you have to sell your home.

It's frightening.

Not just the prospect of losing your home,
but possibly your business as well.
And everything you own.

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

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

But it does.

A client, visitor or employee might slip and fall.
A piece of equipment might fail. Or a host of other things.
And, if you're not correctly covered, you could lose the lot.
Even if it isn't your fault.

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

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

Free advice and quotation.

HIRE AND RENTAL

INSURANCE BROKERAGE

Formerly HARIB



A DIVISION OF OAMPS AUSTRALIA LTD. (A.C.N. 005 543 920) ENDORSED INSURANCE BROKER TO THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

NEW SOUTH WALES: Sydney (02) 601 5333, Leeton (069) 53 3000, Coffs Harbour (066) 52 5144, Dubbo (068) 84 3103, Merimbula (064) 95 1544 Cooma (064) 52 4111
VICTORIA: Melbourne (03) 483 6300, Northern Victoria (057) 21 7688, Warragul (056) 23 5744, **QUEENSLAND:** Brisbane (07) 371 9188, Cairns (070) 31 3150
SOUTH AUSTRALIA: Adelaide (08) 373 1650, **WESTERN AUSTRALIA:** Perth (09) 430 5650, **TASMANIA:** Launceston (003) 31 3055, Hobart (002) 31 1288

A case of unfair dismissal

The announcement recently by the Minister for Industrial Relations, Laurie Brereton, of changes to the unlawful dismissal Act, was welcomed by Employer groups and Unions, although most agreed they were long overdue.

Despite the continuous defence of the Act by Mr. Brereton it has been evident since its beginning that employers were clearly disadvantaged, causing a stampede to the claims Court by employees. Since the Introduction of the controversial Act in March 1994 up till June 1995, there have been 10,370 claims made by employees. Of these 47 % were in Victoria, 26 % in NSW, the rest of the states making up the remainder.

Not all of these cases have come before the Court, but some have produced controversial results. One case saw the court award an employee \$20,000 compensation for unfair dismissal, because the employer had not complied with the the strict rules governing the termination of an employee, by not telling him his job was at risk. This decision was made despite their finding that the employer had every right to terminate the employee. Other cases have bought similar results, due to minor technical faults by the employer in their handling of the dismissal.

This is the third time Mr.Brereton had been forced to introduce changes to the Act. Twelve months ago he gave into employer pressure. One week later he made more minor changes, but he has resisted the calls for any changes since. The announcement, a timely one, came shortly before the Government tabled the new

Accord agreement with the ACTU. Undoubtedly the dissention caused by the previous Act would have been a thorn in the side of the new Accord's target of 600,000 new jobs

Under the old Act:

- Employers had to follow comprehensive procedural fairness guidelines before sacking an employee.
- Failure to follow guidelines could render sacking unfair even if grounds for dismissal were valid.
- Industrial lawyers recommended: verbal warning, written warning, counselling, and a disciplinary inquiry, followed by a final written warning. Then the employer could be sacked.
- Claim is either conciliated through the Industrial Relations Commission or sent to Industrial Court for a binding ruling.

Changes:

- Same rules apply but Industrial Court can excuse breaches where dismissal is held to be valid.
- Parties can choose cheaper course of arbitration through Industrial Relations Commission rather than Court.

The new laws give the court the opportunity to judge each case on its merits, by taking all the circumstances into consideration.

While the hearing of cases by the Industrial Relations Commission will help free up the back log in the Industrial Court.

It is hoped the ammendments to the Act prove satisfactory to all concerned, as previously it has been disruptive to industry and an embarrassment to the Government.

Greg Kelson

Hire & Rental Industry Quarterly

November Issue

Our November issue includes a feature on the Access Industry, looking at its progress both in Australia and overseas.

- We review the 1995 Convention
- Look at any new products from the exhibition
- Profile one of our leading hireman
- Look at safety issues
- Equipment News
- Industry News
- Plus our regular items which keep you in touch with what is happening in the hire industry.

The Hire & Rental Industry is published on behalf of the Hire & Rental Association of Australia by C & I Publishing and tries to be informative, helpful and interesting. If you have any news, views or any comments you wish to make relating to the hire industry. Please address correspondence to the Editor, and we will do our best to include them in forthcoming issues.

Kango Looking To The Future

Kango's strategy for the future is to concentrate on what the company is best at - that is the design, manufacture and distribution of a world class range of electric and pneumatic hammers and hammer/drills stated Stephen Joseph, National Manager, Kango Construction Tools.

Since being purchased by the Atlas Copco Group, Sweden, in 1993, Kango have had some internal reorganisation, reflecting the philosophy of their Swedish parent. Kango are confidently looking to the future with new product and new technology and this is shown by the investment in research and development. The result



The new Kango 700 demolition hammer which has a higher single blow energy rating

being that this year Kango will release four new products, the KS 270 Super Saw (see our advert page 12-13), the Hammermate - hammer carrier, and the new Kango 700 demolition hammer and 750 combination hammer/drill. All these new products will be on show at the 1995 Hire Convention in Adelaide.

Whilst Kango's strategy is firmly focused on electro pneumatic hammers, it doesn't mean that when opportunities like the new KS270 Super Saw comes along, Kango won't grab the product with both hands.



The new Kango 750 combination hammer with a multi-positional soft grip handle

"The KS 270 Super Saw" states Stephen "is a revolution in cutting technology that will provide the construction industry with a completely new and easy method of cutting block walls, common brick and wallboard". A unique feature of this product is the small amount of dust created when cutting, due to the unique cutting method. The potential of this product is enormous, as its inherent safety features makes the KS 270 Super Saw much more attractive than conventional saws.

The Hammermate takes away the problem of weight when using a hammer for long periods of time as well as reducing vibration by up to half. There are three kits available to fit the Kango's 1400, 2500 and 900K.

The new Kango 750 is a combination hammer designed to drill up to 38mm using a solid hammer bit and up to 90mm using a hammer core. The new 750 has a multi-positional soft grip handle which may also be fixed at the rear of the machine for better access to the job when the operation is carried out below waist level. Variable speed and soft start make the start of the drilling operation easier. With a weight of only 6.8kg, the 750 is easily used with chisels or points for breaking operations.

There is a demolition only version of the 750, the 700, which has, as usual, a higher single blow energy rating. Since this machine has been built specifically with neither drilling mode or the internal components it's weight is much lower than the 750 at 6.4kg.



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

One of the most attractive features of the 700 and 750 for the hire industry is the standardisation of accessories. These models are designed to take the Kango 900 and 950 accessories which will enable hire companies to offer customers a variety of Kango models whilst only having to carry one range of accessories.

The hire industry remains one of the most important markets for Kango and for this reason Kango will continue to develop and produce quality and cost effective tools that meet the requirements of both the hire companies and their customers.



GIB COMPUTER SYSTEMS

- Consulting
- Software
- Stock Management & Accounting
- Multi-User Integrated Packages
- Computer Hardware

293-295 ST PAUL'S TCE,
FORTITUDE VALLEY
QLD 4006

FAX (07) 3257 1827
PHONE

(07) 3252 2425

GIB Computer Systems are Pleased to Present...

ALERT Easy★Pro™

The Computer System For The Rental Industry

ALERT EasyPro gives your rental operation a powerful, professional rental package that automates your front counter and Accounts Receivable.

With **ALERT EasyPro**, you'll have more control of your business, streamline back office functions, and be able to focus on giving your customers the best service that you can provide.

Software is only as good as the company that develops it. **ALERT EasyPro's** reputation for integrity, full-featured software, and exceptional customer support has made it the leader in automating rental operations. **ALERT EasyPro** has the strong building blocks

necessary to make your computerization a success.

If your rental organization needs a helping hand with software to gain more control and more profits, contact **GIB Computer Systems** **(07) 3252 2425** *now...*



POWERFUL FEATURES AT A PRICE YOU CAN AFFORD

JLG's Accessmaster Personnel Lifts Aid Safe Working In Building Maintenance

JLG Industries has released a new Accessmaster range of personnel lifts, specifically designed for safe personnel elevation to handle building maintenance and servicing tasks.

The first two models released in the Accessmaster range provide platform working heights from 5.8 to 9.4 metres (19 to 30 feet). Two additional models in the range will have working platform heights of 10.97 and 12.80 metres (36 and 42 feet). The new Accessmaster range offers the largest platform size available. The working platform can be an all welded aluminium construction with a railing height of 1.14 metres and a full perimeter kickboard for the safe containment of tools or fittings. Or alternatively a heavy duty moulded plastic basket is available where full, secure retention of tools or fittings within the basket is required.

There are both ground level and operator platform controls and a series of safety interlocks which prevent the operation of the platform controls unless all outriggers are properly installed and all jacks are positioned.

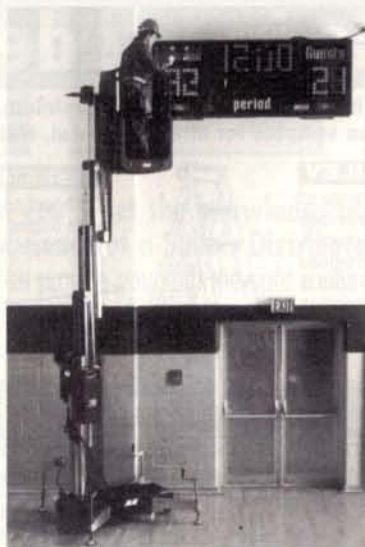
The Accessmaster range is powered by a rechargeable 12 volt battery pack and hydraulic motors with an on-board charger which connects to a 240 volt mains supply for charging between use.

Accessmaster's advanced design provides the smallest footprint and highest reach capacity of any form of platform access equipment.

The exterior dimensions of the two smaller models in the range enables both models to travel conveniently through a standard doorway opening. All four models in the range can be loaded by one person on to the tray of a utility or light truck for ease of transport between sites. An adjustable height pivot and slide system facilitates the one man loading and transfer of the weight as it is loaded on to the vehicle.

Accessmaster's compact dimensions also provide for convenient stowage on site between use.

A detailed brochure on the JLG Accessmaster range is available on request from JLG Industries (Australia), PO Box 872 Port Macquarie NSW 2444. Telephone (065) 81 1111 or fax (065) 81 0122.



The JLG Accessmaster range of personnel lifts provides platform heights from 5.8 to 11 metres (19 to 36 feet for building maintenance and servicing including light replacement, cleaning, painting or checking and servicing building fittings. The four models in the range feature advanced designs, safe working and very compact dimensions for storage or ease of transport between sites.

Two New Models Added To JLG Electric Scissor Lift Range

JLG Industries (Australia) has released two new additions to its range of electric scissor lift work platforms. Both machines are designed specifically for in plant or factory, shopping centre or similar maintenance and construction applications. The units are also being added to the fleets of Australia's leading equipment hire contractors.

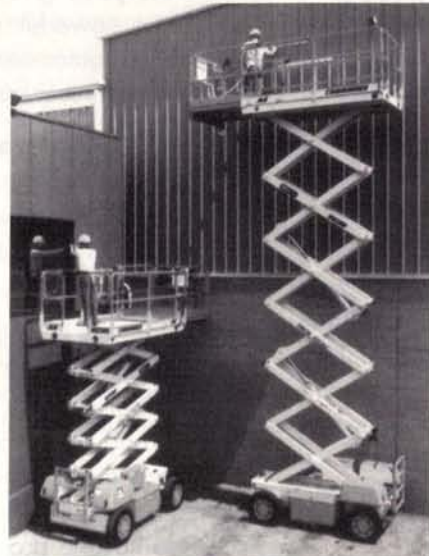
The new model 3369 has a maximum platform height when raised of 10.06 metres (33 feet) whilst the larger 3969 model reaches a platform height of 11.90 metres (39 feet).

Notwithstanding the impressive platform height features, both models can pass through a standard double doorway opening of 1.75 metres width. The standard fold down handrails of the platform limits the total folded height to 2.01 metres (6 feet 7 inches). This enables the access through standard doorway openings and also improves the clearance when the scissor lift is transported on a tray truck.

State of the art electronics significantly increase the battery life and the interval between recharging. The efficient electric drive system uses dual traction motors operating through planetary reduction hubs to provide highly accurate proportional speed control. The design also provides gradeability up to 25 degrees to allow for travel between worksites or for traversing uneven surfaces or ramps in an in-plant or site situation.

The onboard mains rechargeable battery pack provides for extended duty cycles and easy recharging. An optional electronic controller is available which calibrates all machine functions avoiding the need for manual adjustment to electrical settings.

Control features include an easy to use, operator control box which is readily moveable along the platform handrails for increased productivity. The ground level control station is housed in a recessed compartment for protection from possible damage.



The two new JLG models 3369 and 3969 electric drive scissor lift platforms provide maximum work platform heights of 10.06 and 11.90 metres (33 and 39 feet respectively), while both models in their closed down form will fit within a 1.75 metre by 2.0 metre standard double doorway opening.

Another standard feature is the rollout extension to the work platform giving an addition deck extension of 1.2 metres and a total work platform length of 3.92 metres.

A detailed colour brochure on the new JLG 3369 and 3969 electric drive scissor lift platforms is available on request to JLG Industries, PO Box 872, Port Macquarie NSW 2444. Telephone (065) 81 1111 or fax (065) 81 0122.



INDUSTRIAL PRODUCTS DIVISION

All the Options in Ladders & Trestles

Hills Industrial Products Division have all the options in Aluminium, Timber and Fibreglass ladders. And when it comes to trestle tables suitable for hire and rental, Hills Industrial have all the answers.



LADDERWELD

Heavy Duty Welded Aluminium Ladders

For Custom built Aluminium climbing equipment. Phone for a quotation



BAILEY

Large range of Punchlock Aluminium & Fibreglass Step & Extension Ladders

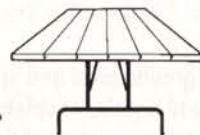


High quality Timber Ladders



TRESTLE TABLE CO.

Compact trestles with folding or telescopic legs



TRESTLE TABLE CO.

Round trestles with telescopic legs. Round tops also available

TRESTLE TABLE CO.

Traditional pine trestles with folding or telescopic legs



FOR FURTHER INFORMATION ON THESE OR ANY PRODUCTS IN HILLS INDUSTRIAL PRODUCTS DIVISION'S LARGE RANGE CONTACT:

National Distributor: GNK Kwikform. - Consult White Pages for branch locations.

NSW: Kennards Hire, 16 Herbert St, Artarmon. Ph (02) 439 5066, Fax (02) 437 6240

VIC: No Bolt Scaffolding P/L, 22 Dingley Ave, Dandenong. Ph (03) 9 793 2355, Fax (03) 9 794 5300


QLD: All Coates Hire Outlets. - Refer White Pages.

SA: Flextool Australia P/L, U25/937 Marion Rd, Mitchell Park. Ph (08) 298 1388, Fax (08) 296 3201

WA: Cockburn Hire, 6 Hargreaves St, Belmont. Ph (09) 479 1985, Fax (09) 479 1987

20 REASONS TO CHOOSE SULLAIR: YOUR CHOICE OF THE PORTABLE AIR COMPRESSOR YOU NEED PLUS THE BENEFITS OF A SULLAIR DISTRIBUTOR.

THE SULLAIR
100
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
125
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
175
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES




SULLAIR

THE SULLAIR
185
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
185H
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
250
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
300H
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
375
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
375H
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
600H
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
750
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
750H
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
825
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
900
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES




SULLAIR

THE SULLAIR
900H
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES




SULLAIR

THE SULLAIR
900XH
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
1050
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
1300H
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR

THE SULLAIR
1600
PORTABLE AIR COMPRESSOR
FOR ONE OF THE MOST VERSATILE USES



SULLAIR



You're getting the broadest choice of compressor capacity, pressure and running gear. 19 models from 100 to 1600 cfm; 100 to 350 psig; single-, tandem-, tri-axle and 4-wheel steerable models; models without running gear and special utility-mount compressors.

And you'll get the knowledge and experience of a Sullair Distributor. He can provide you with the right compressor for your job and back that sale with factory-trained service and Sullair service parts.

Before you buy a compressor, look at the product range and choices. Look at time- and cost-saving features of the equipment. Then look at the company that builds it and the people who stand behind it. With Sullair, you'll see that you're getting more than just an air compressor.



FOR MORE INFORMATION CALL YOUR LOCAL CHAMPION/SULLAIR OFFICE:

VICTORIA
Ph: (03) 796 4000
Fax: (03) 796 4053

NEW SOUTH WALES
Ph: (02) 772 4488
Fax: (02) 772 1940

QUEENSLAND
Ph: (07) 277 7111
Fax: (07) 277 7775

SOUTH AUSTRALIA
Ph: (08) 340 1422
Fax: (08) 340 1421

WESTERN AUSTRALIA
Ph: (09) 455 4911
Fax: (09) 455 4900

NEW ZEALAND
SECAIR N.Z. LIMITED
Ph: (09) 634 4211
Fax: (09) 634 4212



STOCKWATCH

The June quarter was a dull month for listed companies with interests in the hire industry. The Stattons Hire Industry Index (see Table 1 below) fell 2.7% over the period compared with a 0.4% fall in the overall market.

TABLE 1

		Market Capitalisation		
		<u>20/4/95</u>	<u>28/6/95</u>	<u>% Change</u>
		\$m	\$m	
1.	Boral	3,925	3,842	- 2
2.	Brambles	3,011	2,946	- 2
3.	ANI	1,022	959	- 6
4.	Loscam	35	40	+14
5.	Waco Kwikform	41	34	-17
6.	Cockburn	29	27	- 7
7.	Oldfields	11	10	- 9
8.	Chieftain	7	6	-14
9.	Moorland Hire	3	2	-33
		8,084	7,866	- 2.7
Stattons Hire Industry Index		100	97.3	

TABLE 2

		Share Price Performance		
		<u>20/4/95</u>	<u>28/6/95</u>	<u>% Change</u>
		\$	\$	
1.	Loscam	0.28	0.32	+14
2.	Brambles	13.58	13.44	- 1
3.	Oldfields	2.20	2.15	- 2
4.	Boral	3.64	3.49	- 4
5.	ANI	1.31	1.22	- 7
6.	Cockburn	0.90	0.82	- 9
7.	Chieftain	1.10	0.98	-11
8.	Waco Kwikform	0.17	0.14	-18
9.	Moorland Hire	0.18	0.12	-33
All Ordinaries Index		2036	2027	-0.4

General Economic Trends

The chief profit driver for plant hire companies is the level of economic activity in Australia. Just what is happening in the economy at present?

Overall economic activity, as measured by Gross Domestic Product (GDP) peaked at a real rate of growth of 5.37% p.a. in December 1994. The economy was growing at a real rate of 5.0% p.a. by March 1995, but this is still a very high level of growth.

The real rate of growth of the economy has slowed in response to rising interest rates which started to rise in March 1994. As usual there has been a lag between when interest rates started to rise and when the growth of the economy started to slow.

Interest rates peaked in January 1995 (90 day bank bills reached 8.45%, up from 4.80% in February 1994 and

have since fallen to 7.60%). It remains to be seen whether the rise in interest rates will cause a mild slow down in the rate of growth of the economy, a severe slowdown in the rate of growth or an actual fall in GDP which means a recession.

If it took 9 months for rising interest rates to slow the economy down, it will presumably take 9 months for falling interest rates to speed it up again.

Inflation is currently running at an annual rate of 3.9%, up from 1.4% a year ago. Inflation is a by-product of the rapid growth of the economy. However, until inflation begins to fall, the Government will be reluctant to lower interest rates too much.

The current very high real rate of growth in the economy is not evenly spread. The strongest area of growth is in the production and distribution sector which includes manufacturing, construction, wholesale and retail trade and transport. This sector is growing at a real rate of 8.68% p.a. and has not yet peaked. However, while the growth rate has increased over the last 5 quarters, the amount of each increase is getting smaller, suggesting the growth rate is about to ease.

The services sector (which includes government services) is currently growing at a real rate of 4.65% p.a. This rate of growth has also not yet peaked but may be about to ease given a lower rate of growth in the March quarter.

The mining and forestry sectors peaked at a real rate of growth of 4.69% p.a. in the December quarter. This sector is now growing at 4.38% p.a. Base metal prices remain buoyant.

The rural sector is extremely weak. It is currently contracting at a real rate of 14.77% p.a. Rural commodity prices have been rising over the last 18 months indicating that the fall in production is due to the drought. The decline in rural production has not finished although the rate of decline appears to be slowing. The breaking of the drought should produce a significant turnaround but only after a time lag.

Consumption expenditure (money spent on goods and services bought for immediate personal consumption such as food, clothing or entertainment) is growing at a real rate of 4.64% p.a. This rate of growth has not yet peaked but is showing signs of slowing down given a lower increase in the March quarter.

Growth in investment on residential housing peaked at a real rate of 11.55% p.a. in the June 1994 quarter. Residential housing responded quickly to the rise in interest rates. The sector is still growing at the high real rate of 7.43% p.a. but the rate of increase is rapidly falling.

By contrast, non-residential construction has begun to pick up rapidly. Expenditure on non-dwelling construction is growing at a real rate of 11.83% p.a. compared with a rate of only 0.07% p.a. a year ago.

Growth in expenditure by Governments peaked at a real rate of 4.57% p.a. in the December 1994 quarter. Expenditure by governments is now growing at a real rate of 3.73% p.a.

Investment in equipment is also growing extremely rapidly at a real rate of 27.43% p.a. This rate of growth has not yet peaked but the rate of increase may be slowing based on a lower increase in the March quarter.

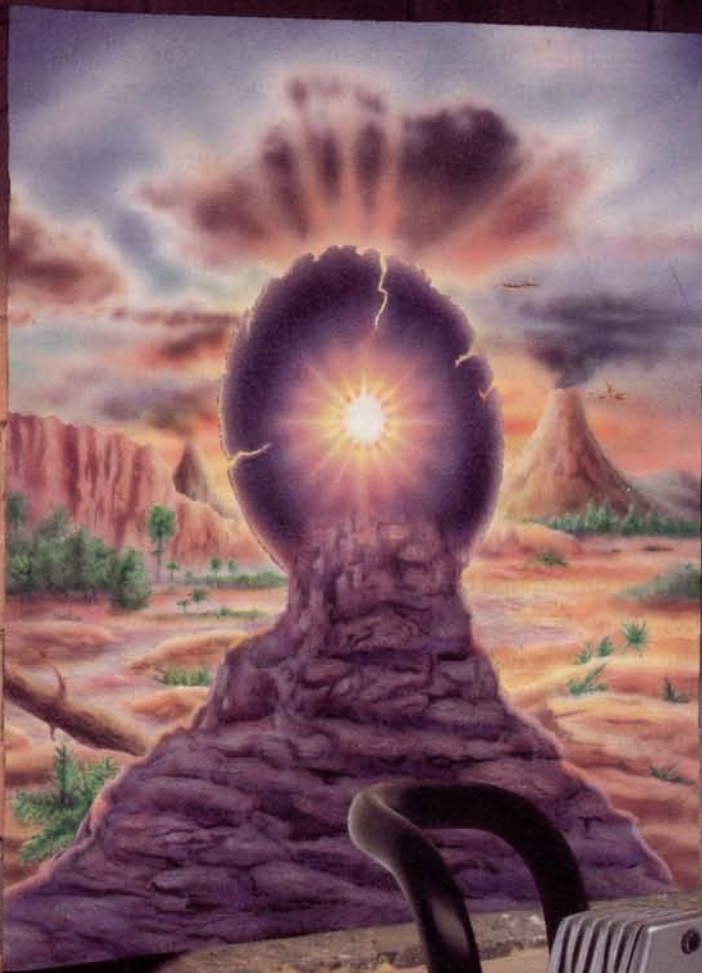
The rapid growth in equipment investment reflects the growth in the non-rural sectors of the economy. This growth has encouraged enterprises in those sectors to invest in new plant and equipment. Unfortunately, as a lot of plant and equipment is imported, this has led to a blow out of our current account deficit which is currently running at about \$25 billion (or over 6% of GDP).

This, in turn, upsets foreign investors in Australia and puts pressure on our exchange rate and our interest rates. In effect, like inflation, it makes the Government reluctant or unable to lower interest rates.

Conclusion

The economy is still growing strongly overall - too strongly for its own good. However, this growth is spread unevenly through the economy with some sectors very strong and others quite weak. The Government has tried to slow the economy down through raising interest rates. Sectors where the growth is strongest are now showing signs that growth is about to peak. In some sectors where growth has peaked the fall off in growth has been rapid. Consumer confidence peaked in June 1994 and has fallen from a very optimistic level to a level where optimism and pessimism are fairly evenly balanced. Business confidence in the short term outlook peaked in September 1994 and has fallen from a 65/35 belief in improving business conditions to a 59/41 belief in improving business conditions. Will there be a mild slowdown, a severe slowdown or a recession? It is too early to say but a recession seems unlikely. However, the Government's ability to lower interest rates to preserve growth may be hindered by the extent of inflation, the extent of the current account deficit and/or the uncertain response time between when interest rates fall and when the economy picks up.

THE END OF THE DISK AGE



THE ALL NEW KS270 FROM KANGO - DAWN OF A NEW ERA IN CUTTING TOOL TECHNOLOGY



- ELIMINATES OVERCUTTING AND THE NEED FOR HAND CHISELLING
- PLUNGE CUTS THROUGH A DOUBLE BRICK WALL
- MAKES SMOOTH SQUARE CUTS IN BRICK, NON-REINFORCED BLOCK AND MANY OTHER MATERIALS
- CREATES OPENINGS FOR DOORS, AIR CONDITIONING UNITS, STAIRWAYS AND MORE
- PRODUCES VERY LITTLE DUST IN THE CUTTING PROCESS
- PROVIDES A UNIQUE AND INHERENTLY SAFE CUTTING ACTION

For more information call us on
(02) 831 1611 or fax (02) 622 2129



A member of the Atlas Copco Group
Kango is a registered trademark of Kango Ltd.

WHY USE A CIRCLE TO CUT A SQUARE?

Kango Construction Tools Australia
A.C.N. 000 086 706
an operating company of Atlas Copco Australia Pty Ltd.
3 Bessemer Street
Blacktown NSW 2148



Mike Wilton Mixing a bit of Magic with Hire

Along the way Mike and Loris become further involved in magic, both doing regular shows in Theatres and Restaurants. At the 1980 Magicians Conference in Melbourne Loris was named Australia's Champion Magician. They became so well known and respected in the Magic industry that the following Magicians Convention held in Melbourne Mike was chosen to stage a publicity event to commemorate the opening of the Convention.

The task he chose was not for the faint hearted. In 1910 Harry Houdini had jumped off the Queens Street Bridge into the Yarra River while covered in chains and handcuffed. So at 12.30 on June 3rd. 1984 Mike was handcuffed, tied in a sack, wrapped in chains, locked into an iron cage and lowered into the Yarra. In just over a minute he appeared free of all manacles. Although Mike has since retired from performing magic he still refuses to reveal the

secret of how it is done. The only information he would volunteer was that the water was very cold at that time of the year.

In the meantime it had become apparent that Bernard's did not have a great deal of scope for growth, so in 1982 Mike accepted an offer to return to the hire industry to manage Moorland Hire, a general plant hire company operating out of Blackburn. Mike's return to the hire industry was a timely one as it was the start of period of unprecedented growth and profitability which was to continue through the 80's. Mike continued managing Moorland Hire at Blackburn until 1988 when he moved to their present address in Springvale. Unfortunately boom times like the 80's don't last for ever and the early 90's

Mike Wilton went straight into the hire industry upon leaving school, and thirty years on he is still involved. In fact it took a spell of magic to prise him away from it.

Mike Wilton's first job after leaving school was with Wreckair in Victoria, where Mike spent the first ten years of his working life. It was in the later part of this period that Mike and his wife Loris developed an interest in magic. So when Bernard's Magic Shop was put up for sale Mike jumped at the opportunity to buy the business.

Bernard's was a long standing business, involved in the retail sales of magic equipment, operating out of Elizabeth Street in the city. The purchase served two purposes, it gave Mike the opportunity to own his own business as well as giving Mike and Loris the chance to become more involved in their hobby.

Mike soon found that coming from the protectiveness of a big business like Wreckair with everything provided, to a do it yourself situation of having to build a small business up, was a challenge which was both rewarding and educational.



*Mike (Houdini) Wilton
emerges from a lunch time dip*

bought the recession we had to have. There were times during the recession that Mike wishes he could have waved a magic wand, but unfortunately this trick was not in his repertoire, so like all others he had to wait it out. Like all others involved, he is glad these hard times are behind us.

Looking at changes over the years in the industry Mike cites the Access Industry which has progressed so much. The Booms and Platforms, once part of the hire fleet of only a minimal amount of hire companies, today are so versatile and adaptable that they have become one of the major pieces of equipment of all hire companies. Asked what his involvement in the industry had taught him, Mike said, the most important lesson he had learned, "was to always have a relentless attitude to detail, always dot the I's and

cross the T's no matter how small or large the task".

Mike has always been a great supporter of the Hire Association, serving as Victorian President for three years as well as National President for two years. At the 1994 National Convention in Perth, Mike was honoured by being awarded the annual service to the industry award for his contribution to the industry. He sees the Hire Association playing a more important role these days, the industry needs its guidance as it faces up to more responsibilities in the area of safety and liability.

Overall Mike sees the hire industry as a steady growth industry which can absorb the downturns of the early 90's while still experiencing the bonus periods of the 80's and feels it can look to the future with a great deal of confidence.

SIP Australia Releases New Belt-Driven Air Compressors

The *Workshop* range of belt-driven electric air compressors has just been released by SIP Australia Pty Ltd. The new units are wholly manufactured by the SIP Group in Italy, to upgraded specifications based on Australian Standards. A result of close collaboration with SIP Australia, the new specifications provide a higher degree of mechanical accuracy and improved quality control.

Heavy duty, yet portable, *Workshop* air compressors range in capacity from 10 cfm to 17 cfm. The rugged twin cylinder pumps are made of aluminium for maximum heat dissipation, with cast iron cylinder liners for superior wear resistance. The units are driven by heavy duty industrial

fan-cooled induction motors through a V-belt safety guard.

The V-belt guard is made of heavy duty PVC and is moulded to provide greater air flow through the pump vanes. Each unit is fitted to an approved Australian Standard air receiver, fitted with a Maxi filter regulator. On the 10 cfm and 12 cfm models, a specially designed spring pushes the electric motor with pulley to the best location on the saddle to provide optimum tension on the V-belt between the motor and pump.

The four models in *Workshop* range feature fully automatic operation— controlled by a pressure switch. The motors have an integral overload cut out for added protection. The units work off a standard 240 V mains connection. Maximum pressure is 130 psi.

SIP Australia, part of the worldwide SIP Group, with over 26 years experience in producing quality air compressors, provide the new compressors with a **three year warranty** on the pump and a **unique five year warranty** on the air receiver. Full parts and service backup is available locally through SIP Australia.



A belt-driven air compressor from the Workshop range

For more information, please contact:
Mr. Philip Ippaso or Mr. Glenn Dobson
SIP Australia Pty Ltd
26 Hargraves Place
Wetherill Park NSW 2164
Ph: (02) 756 1719
Fax: (02) 756 1599

Now IS the right time

come and find out why!

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

National Convention and Exhibition 26-30 August 1995



Adelaide Convention Centre Adelaide

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 1 995

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

Monday 28 August 1 995

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 1 995

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

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:

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

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 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	<i>All Hotels are located adjacent to the Adelaide Convention Centre</i>
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

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,
PO Box 8102,
Hindley Street,
Adelaide, SA

Ph (08) 210 6776 Fax (08) 212 5101



ANSETT AUSTRALIA

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

To ensure that you are advised of all fares
and services available, please contact
your nearest

**ANSETT AUSTRALIA
RESERVATIONS OFFICE**

and quote the master file number
highlighted below.

**TELEPHONE 131 300
AUSTRALIA WIDE**

Similarly, if you book through a Travel Agent
please ensure your agent contacts the Ansett
Australia Reservations Office to quote the
following master number:

Master File No.: MC06194

For Official Use Only

Chq. No: _____

Drawer: _____

Bank: _____

Branch: _____

Amount: _____

PARTY HIRE SESSION

HIRE & RENTAL ASSOCIATION OF AUSTRALIA NATIONAL CONFERENCE & EXHIBITION

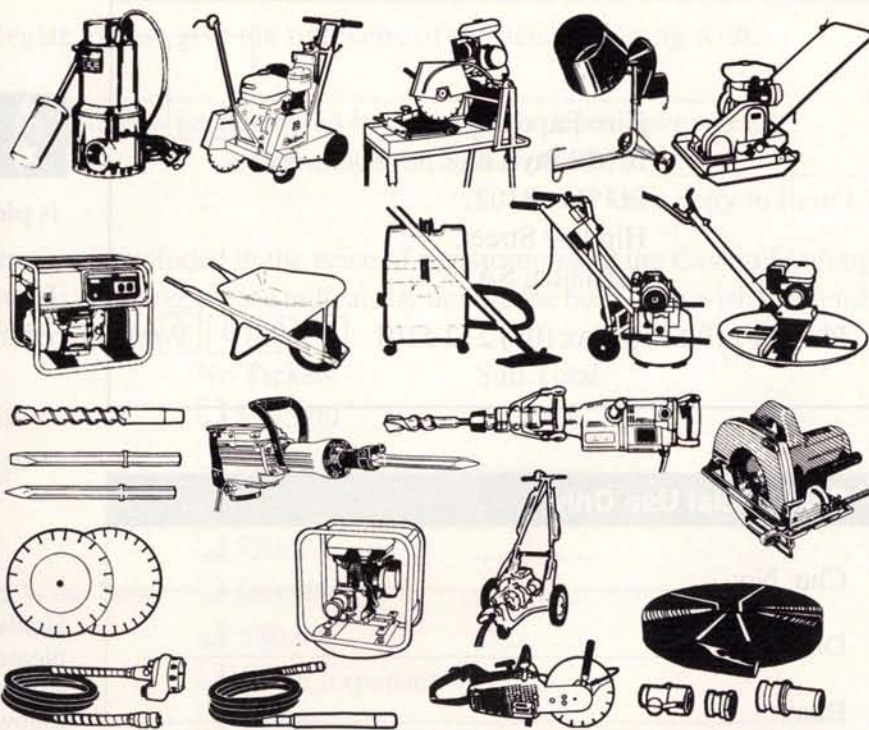
This is the first time that an entire session has been devoted entirely to Party Hire. If a success, the session could become an integral part of the Conference in the future, however it requires support from the industry to make this happen.

The session will be chaired by Gordon Elley from Event Rentals. A proposed agenda has been put together, however if you have any further ideas, please contact Gordon on (08) 371 1877.

PROPOSED AGENDA

1. Participating **exhibitors** to have the floor for between three and five minutes each to talk about their products - after which they will be invited to stay, or leave as they wish.
2. **Delegates** to briefly introduce themselves and their companies.
3. Rodger Haebich, Marshall Hire (VIC), to talk on the **Victorian regulations regarding the installation of temporary structures and marquees**. How Victoria has been affected and how they have solved any problems relating to this.
Time permitting, Rodger will introduce Spencer Tankard, Bay Manufacturing (New Zealand), to highlight New Zealand's situation with this matter.
4. The session will then be open to questions regarding the above.
5. Spencer will then discuss **marquee pegging techniques** - the do's, the don'ts, loading and methods of pegging, etc.
6. Time permitting, the floor will be open for delegates to bring up **any other business** for discussion.

**FOR ALL
YOUR
HIRE
EQUIPMENT
NEEDS**



- SALES
- SERVICE
- SPARES
- SATISFACTION



EXHIBITORS SHOWCASE

All Access Applications

P.O.Box 58
Warners Bay
NSW 2282

Tel: (049) 573 325 Fax: (049) 573 035

All Access Applications Pty. Limited will be exhibiting several of their versatile, hard wearing and top performing lifting devices. These include:

1. Genie Superlifts - Manually operated material lift for construction and industrial applications.
2. Genie Self Propelled Telescopic Booms.
3. Scissor Lifts.
4. Handy Lifts.
5. Load Lifters

The right equipment enables trademan to get the job done faster and safer. Hire companies can be confident that their customers will hire this equipment time and time again.

Stand Nos.80, 81, 82, & 83

Atlas Copco Compressors Australia

3 Bessemer Street
Blacktown NSW 2148
Tel: (02) 622 4444 Fax: (02) 622 2098

Atlas Copco Compressors Australia will feature one of their extensive range of small portable compressors as well as a range of accessories.

Stand Nos. 100 - 113

Atlas Copco Tools Australia

3 Bessemer Street
Blacktown NSW 2148
Tel: (02) 622 4444 Fax: (02) 622 2098

Atlas Copco Compressors Australia will display their full range of hand held power tools including Atlas Copco electric tools, AEG electric tools, Chicago Pneumatic (CP) air tools and Acta 14 inch Chopsaw including all accessories and attachments.

Stand Nos. 100 - 113

Australian Portable Dance Floors

2 Townsend St.
Phillip ACT 2606
Tel:(06) 285 2896 Fax: (06) 285 2242

With Australian Portable Dance floors you can accommodate the evening dance requirements simply and effectively. It is designed for extremely easy assembly and storage and gives you the flexibility to transform the ordinary floor space into a beautiful dance floor and back again as your needs change.

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

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

The dance floor transporter/ storage unit holds up to 25 sections and is made of steel, with a baked enamel finish.

Stand No .77

Baytex Manufacturing

P.O. Box 2571
Tauranga
New Zealand
Phone: 640-7-578 8022 Fax: 640-7-578 8978

Baytex will have on display a cut down kitset showing the main features of their all new Channelspan Structure System.

Available in both lightweight channelbeam profiles the Channelspan system is engineered to span from 10 metres to 15 metres on a standard 5 metre bay.

The channelspan system is designed to compliment Baytex's existing range of marquees and accessories and will be of particuar interest to those involved in the medium sized function, event, hospitality and wedding markets.

Stand No.1

Robert Bosch Australia PTY LTD

128 Main North Rd.
Prospect
SA 5082
Tel: (08) 344 6888 Fax : (08) 344 9981

Stand No. 2 & 3

Briggs & Stratton

8 Dansu Court
Hallam
Vic. 3803
Tel: (03) 9796 4900 Fax: (03) 9702 3622

Briggs & Stratton Aust. Pty ITD, the Worlds largest manufacture of air cooled petrol engines from 2 hp to 20 hp, in both vertical and horizontal shaft. see the range of Vanguard O.N.V. engines from 4 hp to 20 hp.

Stand No. 31

Champion Compressors

Princess Highway
Hallam 3083
Tel: (03) 9796 4000 Fax (03) 9796 4053

Champion Compressors LTD will be displaying a Sullair compressor from Sullair's 19 model range that encompasses capacities of 100-1600 CFM (3.5 To 45 M3 MIN), pressure ratings 100 to 350 PSIG (7 To 12 Bar), and 31 To 440 HP (23 To 238 Kw) plus an assortment of Sullair's pneumatic tool range.

Stand No. 7

Compair

34-40 Ricketts Rd.
Mount Waverley
Vic. 3149

Tel:(03) 9544 0777 Fax: (03) 9562 8894

CompAir Australasia will be exhibiting several products which are of particular interest to hire companies, including Portables Compressors, Rammer Hammers and Vibration Reduced Breakers.

CompAir will introduce its new range of 2000 Series portables including the Holman built 2180P.

The Holman 2180P is a lightweight compressor with an output of 180cfm at 100 PSI and is powered by a Duetz diesel engine.

also on display will be the latest range of vibration reduced road breakers. With up to 90% less vibration at the hand compared with standard breakers, all of which is achieved with no reduction in power.

Stand No. 32 & 51

Crommelins Machinery

139 Welshpool Rd.
Welshpool
WA 6106

WA: Ph: (09) 350 5588 Fax: (09) 451 6381
SA: Ph: (08) 262 3390 Fax: (08) 262 3390
VIC: Ph: (0418) 315 203 Fax: (03) 9888 6649
NSW: Ph: (0418) 227 712 Fax: (02) 896 3471
QLD: Ph: (0418) 870 653 Fax: (07) 274 5768

Crommelins look forward to welcoming all Hirers to the 1995 Hire Expo in Adelaide.

On display this year will be the full range of Robin Engines, Generating Sets and Pumps, Silver-Line Sanders, Ground Hog Trenchers, General Wire Drain Cleaners, General Equipment Post Hole Diggers, Square-Buff Orbital Sanders, and Graco Airless Sprays.

In addition, Crommelins are the newly appointed Australian and New Zealand representatives for the range of Bluebird Engine Cranes and Lawn Care Products.

On display for the first time will be the Bluebird Lawn Comber designed for de-thatching lawns.

**Meet the Crommelins Representatives on
Stand No. 8, 9, 10, 11 & 12**

Dembicon Australia

27-29 Kincaid Ave.
North Plympton
Adelaide
SA. 5037

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

Dembicon is Australia's diamond tool and construction equipment specialist. Dembicon products are strong and reliable and are proven to be "hire tough". Visit Dembicon at our stands and ask us about our range of diamond tools and associated machinery and the PARTNER Active range which is having a huge impact in the hire industry.

Stand No. 72, 73, 90 & 91

Fein Australasia PTY LTD

2/110 Bonds Rd.
Riverwood
*2210

Tel: (02) 534 3533 Fax : (02) 533 2650

Fein Australia will be jointly exhibiting with their South Australian agent North East Power Tools at this year's "Convention".

Fein will present a range of new equipment which includes Diamond Core Drills, 115 mm Angle Grinder with Rapid Clamp and a new range of magnetic core drilling units complete with cutters. We look forward to seeing you there.

Stand No. 71

Flextool (Aust) Pty. Ltd.

P.O.Box 1102
Collingwood
Vic, 3066

Tel: (03) 9419 6300 Fax; (03) 9417 1391

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

Products displayed will include Australia made Flextool Vibrators, Pumps, Drive Units, Plate Compactors, Brick & Floor Saws, Power Trowels and Diamond Blades. Respected international brand name such as Hitachi, Kango, Bosch, Bartell and Stihl will also be represented by electric hammer/drills, cutting saws, floor preparation machines, accessories and more.

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

Stand No. 15, 16 & 17

GIB Computer Systems

293 St. Pauls Terrace
Fortitude Valley
4006

Tel: (07) 252 2425 Fax: (07) 257 1827

GIBCOMPUTERSYSTEMS will be demonstrating the ALERT Easy*Pro computer system for the Rental Industry. Mr. Bill Veneris from the USA will be present during the convention and his experience in installing over 250 systems will be an advantage for anybody requiring information. Alert Easy*Pro is a comprehensive computer package of power features in an easy to use environment at an affordable price.

Stand No. 33

Hills Industries LTD.

944-956 South Rd.
Edwardstown
SA 5039
Tel: (08) 301 3267
Fax: (08) 297 4468

The Industrial Products Division of Hills Industries LTD will feature a comprehensive range of building and material handling equipment including:

Bailey Aluminum, fibreglass and timber ladders covering all the options

Kelso builders wheelbarrows with metal and poly tray options. Kelso handtrucks featuring the revolutionary easy tilt feature.

Wesco USA platform trucks and lifting equipment.

Range of trestle tables in pine and melamine finishes suitable for all catering and hospitality applications.

Hills have branch warehouses in every state of Australia and in several centres and offer a complete service to the hire industry.

Stand No. 92 & 93

Hitachi Sales Aust. Pty.Ltd.

153 Keys Rd.
Moorabbin
Vic. 3189

SHOWROOMS IN EACH STATE

Tel: (03) 9555 8722
Fax : (03) 9532 1275

Future demolition hire tools will be on display for your perusal. A new slide compound mitre saw, designed with the hire industry in mind, will be available for purchase.

Other "hire proven" tools include demolition hammers, hammer drills, cut-off machines, grinders, circular saws, routers, shears and nibblers.

Stand No.

Hoecker Structures Pty Ltd

8 Fairbank Crescent
Lower Templestowe
Vic. 3107
Tel: (03) 9850 7053
Fax: (03) 9850 7833

Hoecker Structures of Germany formed their own subsidiary in Australia in 1987 to service their existing Hire Company customers and since then have established themselves in both the permanent and temporary building industries.

Hoecker built both the prestigious Hyatt Regency Coolum's Convention Centre and the Penrith Exhibition Centre at the Panthers RLC. Hoecker have recently released a new range of add ons features to their existing structures and these plus the LARGEST structure ever to come to the Southern Hemisphere, 50 metres CLEARSPAN, will be shown at an exhibition in Canberra on the 7-9 September 1995.

Stand No. 4

Ingersoll-Rand (Australia) Ltd.

393 South Road
Mile End South SA 5031
Tel: (08) 352 6122 Fax: (08) 352 7664

The Ingersoll Rand will be exhibiting their V4 Contractors Pump. The V4 is capable of self priming with its on-board vacuum pump. It is a close volute type pump with a semi-open impeller, which can handle solids up to 44 mm diameter.

The package is the same as our P130 Portable Compressor and capable of highway speeds with heavy duty running gear and override mechanical brakes with park brake. The pump enclosure has a single hinged canopy allowing ease of servicing and maintenance. Canopy top has a central locking point, gas lift spring and easily removed for engine and pump accessibility.

The water pump and vacuum pump are both driven from the Duetz F3L1011 air cooled diesel engine, providing 21 Kw output power providing 21 Kw output power at a constant speed of 2,000RPM.

The combined water pump and vacuum pump absorb only 13Kw of power. Therefore with this considerable power margin the engine is rated for continuous operation.

Fuel capacity is 112 litres and with a full load fuel consumption of 3.9 litres per hour, the unit will run for 28 hours of continuous operation.

Applications include de-watering of excavations, flood protection for quarries and mines, emptying pits and well pointing.

Stand No. 13

Jetwave

59 Manton Road
Adelaide
SA 5007

Tel: (08) 346 9123 Fax: (08) 346 9141

Stand No. 49

Jaden Loaders

43 Alec Fisher Drive
Burleigh Heads
Qld.4220

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

Jaden Loaders will be exhibiting the latest products for the hire industry. Jaden Loaders will also be demonstrating the loaders and attachments on Wednesday 30 August at demonstration site for all interested delegates.

See Brent at Stands 85 & 86 for all the latest information about Jaden Loaders and attachments.

Stand No's 85 & 86

JLG

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

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

JLG Industries (Australia) is proud to be a major sponsor of the Hire & Rental Association National Conference and Exhibition in Adelaide.

JLG is using the convention to launch a number of new access products, specifically, the KA 12 and KA 16 trailer mounted articulated boom lifts, the RTS rough terrain scissor lift and the 3969 electric scissor lift. All the new releases will be on display on the JLG stand.

The new releases reflect JLG'S commitment to excellence in product in product quality, customer and after sales support, safety and compliance with Australian and International standards, which has been well demonstrated since JLG industries Australia was established in Port Macquarie in 1983.

Internationally, JLG Industries Inc. has announced significant growth, with the new access equipment products released in the last two years, already providing 20% of total group sales. A major manufacturing expansion also just approved in the USA, will increase scissor lift production capacity by 50% and enable market demand in the USA, International and Australian markets to be met.

Stand Nos. 39, 40, 41, 42, 43 & 44

Kango Construction Tools

3 Bessemer Street
Blacktown NSW 2148
Tel: (02) 622 4444 Fax: (02) 622 2098

Kango Construction Tools - a business unit of Atlas Copco Construction and Mining Australia - will be exhibiting their full range of electric and pneumatic hammers and hammer/drills by Kango and Atlas Copco Construction Tools, featuring the new revolutionary KS270 Super Saw for cutting through brickwork, and the new 750 combination hammer/drill and 700 Kango demolition hammer as well as the Hammermate - hammer carrier.

Stand Nos. 100 - 113

Kubota Tractors (Australia) Pty Ltd

9 - 23 King William Street
Broadmeadows
Vic. 3047
Tel: (03) 9309 2000 Fax: (03) 9309 1343

Kubota offers an extensive range of power equipment ideally suited to the Hire Industry, as well as engines for machinery OEMs and for repower.

The full range of generators, pumps and engines is available nationally, and is supported by superb spare parts and service performance. Kubota's Expo display features diesel generators, petrol engines and portable pumps which have passed the test in the harshest conditions. Tough Stuff for a demanding industry.

KUBOTA MEANS BUSINESS. Come and talk to us about our Special Expo Offer.

Contact **Chris Ludekens**, Product Manager, Power Equipment

Stand No. 53 & 54

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

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

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

Weldanpower models 175 and 225 provide on-the-spot welding with auxiliary power as does the Weldanpower G3000LX, a lightweight, compact and portable unit. In the heavy duty welding area, Lincoln provides the muscle with the 400A550 diesel powered model, a workhorse in the construction industry.

Also on display will be the Lincoln Arc Welding Wire Feeders. Model LN22 is a lightweight and portable unit bringing the economics of semi-automatic welding to a hard-to-reach places.

Another portable unit is the LN25, suitable for use with steel and aluminium solid wires (MIG welding) plus flux-cored gas shielded and self shielded wires (Innershield and Outershield). Voltage and wire feed speed controls at the wire feed.

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

Stand No.

Mole Engineering Pty. Ltd.

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

Mole Engineering's static and working displays will include: Continuous chain type pedestrian trenchers by Ditch Witch Hydraulic hand tools by Stanley Hydraulics Tools. Stump and root grinders by Levco. Brush Chippers by Morbark, the E-Z Beever series. Pedestrian operated compaction equipment by Mikasa. Heavy self-propelled impact rollers by Lebrero.

Stand No. 114 & 115

Quins Canvas Goods

10 Kyle Place
Port Adelaide
SA 5015
Tel: (08) 471 489 Fax: (08) 478 622

Quins Canvas Goods will be exhibiting Marquees for party hire, field days and general hire. From the large 15 MM series to the small 6 MM series in both peg & pole and frame type. We will be available to discuss your individual needs as we specialise in custom made marquees and silk liners.

Stand No. 29

Red Roo Manufacturing Co. P/L.

19 Manton Rd.
South Oakleigh
3167
Tel: (03) 9544 4066 Fax: (03) 9544 0342

The Red Roo Mfg. Co. P/L. is again proud to be associated with the Hire & Rental Trade Show. Our display will centre around our "Green Waste Recycling" theme. On site will be Australian made woodchippers and mulchers with capacities from 75 mm to 150

mm. A leader in the hire industry, the RH 2000 Rotary Hoe (formerly (MANG)) will also be available for inspection. In addition to our line of slashers, hydraulic post hole diggers, and front tyne tillers, Red Roo will introduce the T300 Tote Trailer at this years show. Come by and let us show you what a Red Roo can do for you.

Stand No. 65, 66, 97 & 98

Rental Industry Equipment Supplies

P.O.Box 136
Bulleen
Vic.3105

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

Wholesale and Trade Suppliers to the Hire & Rental Industry in Australasia.

Competitive suppliers of most popular brands of equipment, accessories, consumables and spare parts for hire and rental fleets. When next purchasing plant and equipment call us for a quotation or friendly advice.

Special prices and new equipment details are regularly listed in the 'yellow pages' of Hire & Rental Australasia.

Stand No. 37, 38 & 46

Rubbish Systems Australia

21 Moreing Rd.
Attadale
WA 6156

Tel: (09) 330 5482 Fax: (09) 317 4050

Stand No. 14

Sewer Equipment Co. Aust.

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

Tel: (02) 559 5622 Fax: (02) 559 5076

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

Stand No. 52

Skyjack (Asia Pacific)

Flat 15 B Tower 1
18 Pak Pat Shan Rd.
Tai Tam

Tel : 852 2813 7840
Fax: 852 2813 7840

Stand No. 26 & 57

The Software Link Aust. P/L.

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

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

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

Models include: Stock control, Contract management, All Accounting functions, Purchase base Orders, Management and Tax depreciation, Equipment Maintenance Scheduling, Customer Repairs, Automatic Invoicing and many other industry specific functions. Demonstration programs are available.

Stand No. 70

Snorkel

26 Redfern St.
Wetherill Park
N.S.W. 2164

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

The Snorkel Slab Scissorlift SL 25 - the safest scissor on the Australian market, the NEW Snorkel EPV 12 Truck Mounted unit with work height to 11 metres, requiring no licenced operator and able to be delivered to the work-site with a car licenced driver, and the amazing TV 25 One Man Platform will also be displayed on the Snorkel stand.

Stand No. 74, 75, 76, 87, 88 & 89

Stihl Pty Ltd

Unit 3/ 36 Birralee Rd.
Regency Park 5010

Tel: (08) 347 1515 Fax: (08) 347 1842

Stand No. 34 & 35

Trilogy Business Systems Aust.P/L.

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

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

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

With over 100 installed sites in 4 years TRACS (The Flagship of the Business Systems division) has very quickly established itself as

the leading computer system for Hire Companies in Australia. A fully integrated business package, TRACS boasts an extremely fast counter processing system which allows Hire Companies to provide a better and more efficient service to their customers.

Stand No. 48

Victa Ransomes

P.O.Box 118
Homebush
2140

Tel: (02) 648 3122 Fax: (02) 648 5452

"Victa Commercial Division" offers the largest range of turf maintenance equipment in Australia and New Zealand, from the legendary Victa 2 stroke mowers to the mighty Ransomes 3500 DX fairway mower. Victa also offers a wide range of turf aerating machines from "Ryan" the worlds leader in this field. All backed by Victa's Nationwide spare parts and service network. Our display features the "Ryan" family of quality aerators and the new professional range of Victa lawnmowers specially designed for the hire industry.

Stand No. 36 & 47

Viking Powerclean Pty.Ltd.

Cnr. Newbridge Road & Kelso Crescent
Moorebank N.S.W. 2170

Tel: (02) 602 3666 Fax: (02) 601 3527

See the new generation of upright Gerni Turbo laser models in both hot and cold water units, more compact easier to transport and automatic.

The new HT 8-2 floor sander and the HT7-2 edge sander now both have low voltage and overload switch (about to be compulsory for all hand held tools) protecting the operator from accidentally leaving machines switched on and protecting the machine against burn outs. For the environment and ease of cleaning disposable bags.

All Hiretech machines have a 2 year warranty.

Stand No.27, 28, 55 & 56

Wacker Australia Pty.Ltd.

913 Princess Hwy.
Springvale 3171
Tel: (03) 9547 4033
Fax: (03) 9562 3371

Besides their standard machinery, visitors to Wacker Australia's stand can inspect the newest addition to the most comprehensive range of compaction plates, They are the model BPS215 A- a single direction vibration plate performing like larger machines, and model BPU 4045- a reversible vibration plate which features 20 % improved performance to its predecessor.

Also available for you are Wacker's recently released petrol and electric breakers as well as hammer / drills. If your interest is more directed to internal concrete vibrators, Wacker display samples of their vast range of flexible shaft, pneumatic and high frequency electric motor- in- head internal vibrators.

Stand No. 117, 118 & 119.

OPTIONAL
POLYETHELENE
NON-RUST
BOWL

EASYMIX



Handyman
2.2 CU FT.

Compactors



Power Trowelling Machines
Generators
Bricksaws



Tip up
3.5 CU FT.



3.5 CU FT.
2.2 CU FT.

Head Office: 49 Felspar Street, Welshpool, WA. (09) 350 6255 Fax: (09) 451 2312
VIC: (03) 439 2055 / 775 0000
NSW: (02) 790 0202 / 636 6122
NT: (089) 471 1623 / 722 000
QLD: (07) 354 3033
SA: (08) 349 7388

Your Lifestyle

Why are you in business?

Why are you in the hire business?

Why do you own or manage a hire business?

Have you asked yourself these questions lately? I put it to you that they are better questions than the typical - where have the profits gone or will we ever get back to the good old days.

The questions of why do you own or manage a hire business lead you to the answers of lifestyle, income and security. This is a different answer to "buying" yourself a job. Lifestyle, income and security imply freedom. Buying a job is a chore. To have the freedom you need a business that is profitable, growing and has a structure that allows for delegation of authority. Freedom does not mean you abdicate authority and commitment. It does not mean you can do as you choose rather than being dictated to by the day to day needs of business.

So how do you change from chore to freedom. Well first define freedom and put a time frame around when you want freedom. Next understand that the freedom is three part - lifestyle, income and security. The lifestyle is part time. You have to decide what you want to do with your time - fish, sail, garden, collect, golf or learn. Then you need the disposable income to afford the past time. You may also need the management team that will ensure the business continues to be profitable and grow. You want to be

assured of tomorrow's disposable income, lifestyle and security.

Security means that you have a viable business that over a long period of time will provide an income and be a saleable commodity when you decide to retire.

All of the above require profits and in some cases addition costs on the business. Extra management and reporting systems cost real money. There is only one way to achieve this. Make your existing business/investment (time or money) return greater than the current.

So the ball is in your court. If you want more, make what you have got return more. Get real and tangible rewards. Do not wait for tomorrow. DO not blame the market. You are the market. If you truly want the freedom you need to extract extraordinary returns from your business. This does two things: gives you cash to do what you want and makes your business a desirable purchase and consequently gives security.

Be like your mates, doctor, lawyer or accountant and give yourself the opportunity to sail or play golf on Wednesdays.

Happy hiring

A Hireman at Large

NO DOWNTIME

Crommelins Machinery "Our gear won't let you down".

The Hire and Rental Industry requires only the best and most reliable equipment. Crommelins Machinery has been supplying the industry for over 30 years - Quality gear that won't let you or your customers down. Crommelins have the exclusive representation for the following Internationally manufactured products:

- Robin / Subaru Engines, Generators & Pumps.
- Bluebird Lawn Care Products, Aerators, Combers and Seeders.

- Groundhog Trenching Machines
 - General Post Hole Diggers
 - 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.

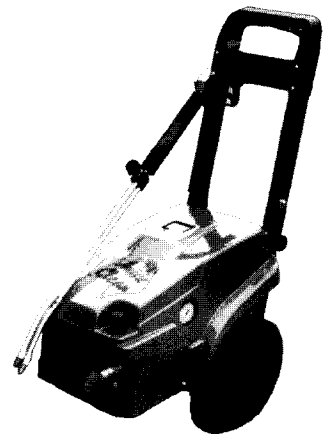


Crommelins

Melbourne	Sydney	Brisbane	Adelaide	Perth
Frank Calleja 018 315 203	Lindsay Ryan 018 227 712	Graham Paul 018 870 653	Mark Flanagan (08) 262 2022	Sales Department (09) 350 5588

AUSSIE BLASTER

- Priced from \$367
- Petrol drive from \$943
- Big Range of industrial machines
- Pressures to 4000 psi
- Hot, cold and steam blasters
- Wet, dry vacs and extractors
- Full range of parts and accessories
- Quality products,
- Sales Tax not included



RELIABLE PRODUCTS...RELIABLE PEOPLE



AUSTRALIAN PUMP
AUSTRALIAN PUMP INDUSTRIES PTY LTD A.C.N. 061 619 234

Ph: (02) 655 1541
Fax: (02) 655 1689

Hitachi Quiet Achievers

We are all familiar with the success of the Hitachi breakers, rotary hammers, cut-off machines, mitre saws and angle grinders! They frequently steal the limelight due to value for money and quality after-sales service!

Listed below are a number of products, all equally value for money, and backed by Hitachi's quality after-sales service.



Drill model D13

13mm. chuck
reversing low
speed 410 RPM.
Ideal for fence
post drilling,
tapping and
tube rolling



Sander/Polisher model SAT180

180mm. Pad size,
Two speed - 1600
+ 2000 RPM.
Most suitable for
auto polishing,
timber and metal
polishing.



Blower model PB20

335W, 2.3m³ air
volume.
Large area dusting,
drying and cleaning.



Chain Saw model CS350A

350mm. bar
1140 watt motor
with chain guard.
Powerful motor,
hire proven for
tree and fence
applications



Impact Wrenches models WH16 and WH22

1/2" and 3/4" sq. Drive
700 + 950 watt
motors. Rocker
switch for quick
reversing.
Suits home mechanic
and factory
maintainence.



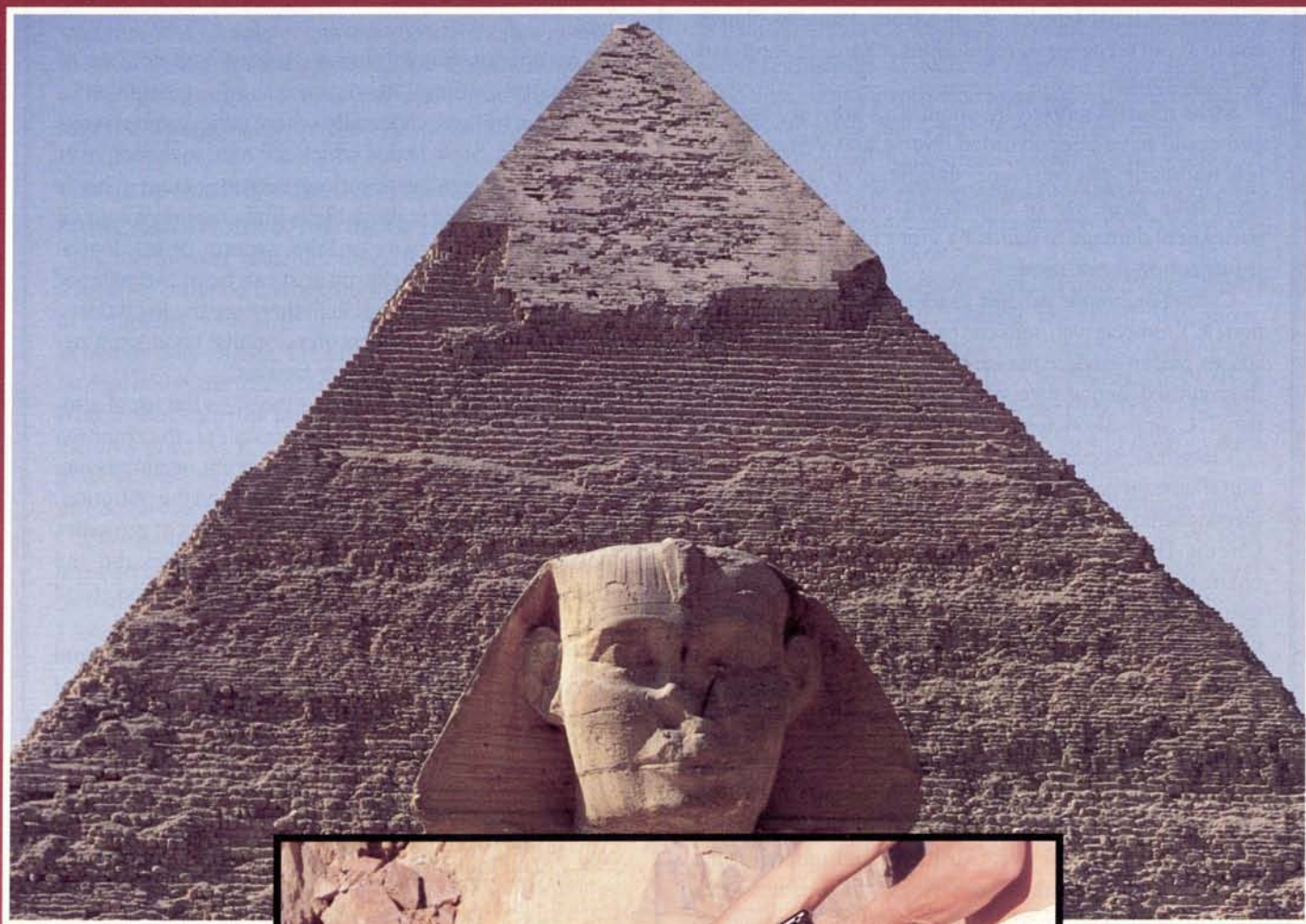
Nibbler model CN16

1.6mm. cap. Steel
+ 1.2mm. in. stainless
480 watt motor.
Downward cutting
action reduces
maintainence, and
swivel stem cuts
corrugated iron,
etc.

All of the above tools have been in the Hitachi stable for years, and will offer you the same excellent return on investment as the more popular hammer and hammer drills, etc.

For a comprehensive catalogue on the range of hire proven Hitachi tools, visit the boys at the Hire Expo, or phone toll free 008 032 689.

“The eighth Wonder of the World...” Hitachi’s Hammer Tool Power!



Just imagine how many more perfectly shaped Pyramids those clever Egyptian engineers could have created if only they'd had powerful Hitachi H 65SA Hammers.

Delivering a mighty 1400 blows per minute, those big quarry blocks would have been cut years quicker.

HITACHI POWER TOOLS

Unlike the Egyptians, today there's no need to slave over those monumental jobs when you've got Hitachi Power.

The H 65SA hammer features a powerful 1500 Watt motor, heavy duty steel retainer yet weighs only 16kg - ideal when you're out working at the diggings.

Create your own wonder of the world in next to no time, with Hitachi Power Tools.

Phone Hitachi Sales (Australia) Pty. Ltd. on FREECALL (008 33 8819) for more information

CHAINSAW SAFETY

Companies which rent this kind of equipment need to take special care with its safety maintenance and also make sure that the customers are warned of the dangers. This is to prevent possible injury of operators with consequent legal hassles arising from damages claims and to avoid breaches of regulations regarding supply of safe equipment.

Most injuries caused by chainsaws are very serious and could have been avoided. Noise and vibration are less traumatic, but can cause significant ill health. Constant long term use of chainsaws may cause serious permanent damage to hands by vibration and to hearing if protection is not used.

Carbon monoxide exhaust gases from internal combustion (IC), motor driven units can cause poisoning in confined spaces, and an exposed person may be further injured due to the confused mental state following exposure to poisonous gas. I. C. units also have fire risk from fuel spillage.

Electrically operated saws have danger of electrocution if normal precautions are not taken as with portable electric hand tools. It is advisable to have Earth Leakage Circuit Breakers (ELCB's), installed for use with chainsaws. A separate portable unit can be supplied if there is not already a central unit incorporated in the circuit at the switchboard where it is used.

Environmental Issues for Rental Businesses

Care of the environment has become an important issue in the community all over Australia, and indeed in the whole world, and taken so seriously in business risk management today, that The Hire and Rental Association of Australia has decided to assist members by providing a "Guide to Environmental Awareness", specially written for equipment rental operations. It is expected to be available at the end of August. The guide will supplement the Occupational Health and Safety Manual in addressing two critical areas of managing risk for your business.

This document is designed to raise the awareness of Equipment Hire and Rental business operators to the very significant penalties for breaches of environmental control regulations, the savings that can come from energy and waste reduction and at the same time, the real help we can give the national effort on environment protection.

Following is a summarised extract from the Guide:

Legal and Cost Implications of Contaminated Land

While it would not at first seem to be a matter of importance for equipment rental operations, a closer look reveals some critical issues, especially for those owners about to engage in divestment or acquisition of a property for business, or to expand or change the nature of use of their property.

Owners and operators need to be aware of the legal implications in contractual arrangements and obligations under Trade Practices and Fair trading Law, as well as under Environmental Acts. Liability could follow if a vendor engaged in deceptive conduct concerning contaminated land as well as being faced with clean-up costs.

Any operation involving dispensing and holding of fuel,- petrol or diesel, has some risk of accidental contamination of land, especially where underground tanks are involved. Slow leaks, which are hard to detect, over a long period can cause serious contamination. This is compounded if the water table is high, there are council drains and or waterway or lake, swamp or residential occupancy nearby. Clean-up cost can be of the order of \$10,000 to \$200,000. And then there are the legal costs, regulatory breach costs, professionally conducted assessment of the site and other hassles!

'Polluter and Current Owner Pays', is the usual situation in most states. The current occupier is the common initial target, but in some states, innocent occupiers can claim compensation from whoever caused the pollution. But regardless of legal rights, effectiveness of remedies depends on whether it can be proved who did the polluting and whether they are still in business, (and solvent!).

The statutory powers concerning assessment and remediation of contaminated land vary in each state and territory. Potentially, the following might be responsible and bear the costs:

- the polluter
- the owner and current occupier (whether or not they were the owner at the time of the contamination) .
- the local authority or state government, which may then claim compensation against the polluter.

Note that for continuing operations on the land, mortgagors and insurers may impose conditions with evidence of continuing compliance of environmental laws and procedures which limit or reduce contamination. Financial institutions will not usually lend money unless an environmental audit proves land is uncontaminated.

As a result of these legal and commercial pressures it is recommended that owners of property and land used for equipment hire and rental operations should:

- put into practice an Environmental Management System, including identification, assessment and control of risks associated with contamination.
- include conditions in sale or purchase of land which clearly identifies responsibilities and liabilities for assessment and remediation of contamination.

Mobile scaffolding accident results in serious injury and fine.

A man suffered severe spinal and other injuries when he fell from a mobile scaffolding. The scaffold's safety handrail was not properly secured and parted from the

upright standard. Components of the scaffold were not of the same type but were 'mixed and matched'. There were no toe boards, (kick boards), and the castors were locked. The unit did not comply with Regulation 86 of the *Construction Safety Regulations* as it was not "suitable and safe for its intended use". The magistrate said that "the structure was completely unsafe such falls often resulted in death", and imposed a fine of \$7,500 on the employer of the injured carpenter who was working on a ceiling at the time of his fall. (*Extract from WorkCover News, NSW*)

Crane operation without certificate and threatening behaviour towards an Inspector.

A WorkCover inspector found that an operator using a loading crane on a worksite did not have a certificate of competency to do so and that the crane had defects. While he was on site, the employer of the crane-driver arrived and made threatening comments to the inspector, which resulted in the police being called. While making a conviction, the Chief Industrial Magistrate remarked that "it was always very serious when a WorkCover inspector was threatened"

Comment: It is illegal to hinder inspectors while they are carrying out their lawful duties. This is a definite 'no-no' and will inevitably lead to an increased fine. Make sure that all your employees know this.

Boilermaker dies when tank rolls on him.

A casual boilermaker died when a five -tonne cylindrical tank on which he was using an oxyacetylene torch to remove lugs, rolled on him. The court found that the system of work he was using failed to ensure his health and safety, (as required by safety acts in all states and territories), - because the defendant had not provided suitable restraint to stop the tank moving. Chocks had been provided, but they were inadequate, and there were no positive stops at the end of the rails on which the tank was resting.

A fine of \$30,000 was imposed

Comment: The employer got off lightly! The maximum penalty for a breach of safety at work which causes death, in NSW, is \$250,000. There must have been some very special circumstances to result in such a small fine!

Portable tester for electrical safety.

How would you like to be prosecuted by authorities for breaching regulations on electrical safety of your equipment and then get a monster claim for damages by an injured person, or worse still, a claim from the relative of a deceased person?

Not at all, I venture to say, especially when you thought you were doing a good job of testing the equipment concerned! Such circumstances could destroy your business. And any exposure to adverse publicity following an accident involving electrical safety of your equipment, is guaranteed to not help business.

The equipment hire industry is a prime target for investigation and prosecution by state safety authorities when members of the public, do-it-yourself customers, or tradespersons are injured or killed by rented electrical equipment. Those who rent equipment which is alleged to have caused injury may also be liable for damages claims at Common Law, as well as suffer fines for breaches of safety regulations. To warrant a fine for a breach, it is not even necessary for someone to be injured. The inspector only has to show that a regulation was breached.

Most people in the business of renting equipment will agree that these are good reasons for making absolutely sure that all items are safe and comply with regulations when supplied to customers.

A testing package for both Class 1, (Protectively Earthed) Appliances and Class 2, (Double Insulated) Appliances, and Extension Leads together with accredited training and certification is available from BSA Instruments of P O Box 384 Potts Point, NSW, 2011, phone: (02) 358-3344, fax: (02) 358-5385. With this package you can do your own testing without using an electrician.

Mr Ron Daley, owner of BSA Instruments and a trainer accredited by WorkCover Authority NSW, says that if purchased complete with training package, and your employees take this training and become accredited, (which can be done on site), you do not have to send employees to a TAFE college for certification, or engage an electrician to carry out electrical testing.

According to Mr Daley, this could result in a considerable saving, as he says that electricians charges are generally high, for the compulsory testing and tagging.

Features of this new tester are:

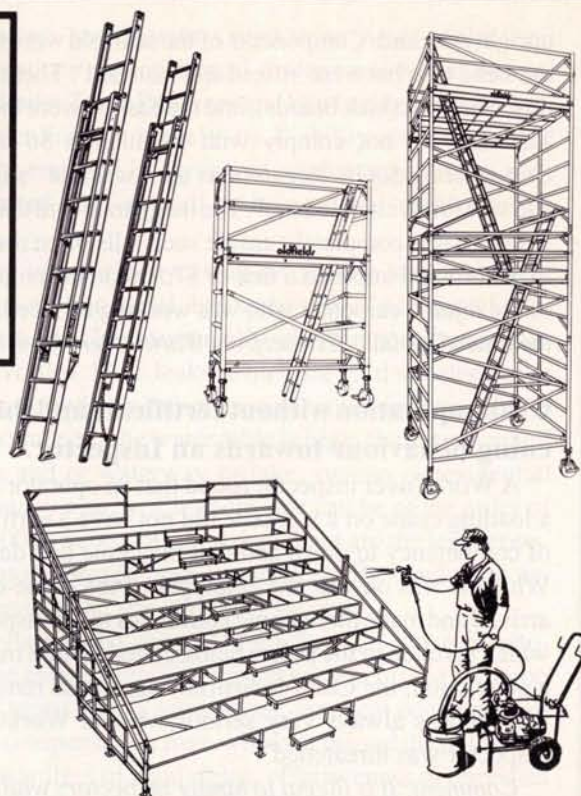
- tests all extension leads, appliances and power tools by the press of a button
- handles single and three-phase equipment handles Class 1 and Class 2 equipment
- indicates clearly "pass" or "fail" and has an audible "beep" for faults.
- complies with Australian Standard, AS 3760, 'In Service Safety Inspection and Testing of Electrical Equipment'
- assessed for safety by WorkCover NSW and accepted by prominent unions
- approved for use in South Australia, Victoria, New South Wales and Australian capital territory.

A number of prominent hire companies are in the impressive list of users in Mr Daley's literature. You may need to confirm acceptance by your local electrical and, or, safety authority in states and territories other than NSW. You can contact Mr. Daley at the above address, phone or fax, for more information.

Comment: This article is not a recommendation for the above services or equipment by Safety Newsletter. It is to draw readers' attention to a safety product which looks useful, especially for renters of electrically powered equipment.

oldfields scaffold & hire

- Mobile **Aluminium Towers** in all shapes & sizes
- All types of **Scaffold** - Staircase, Cantilevered, Bird Cage, Lift Well etc...
- As New **Airless Sprayers** for Sale and Hire
- All Swing Stage Equipment & Roof Rigs
- **Seating** and Concert Staging
- Fibreglass & Aluminium **Ladders**



YES, WE DO Deliver - Pick Up - Erect - Dismantle

NSW - (02) 718 5577 • QLD - (07) 273 1755 • VIC - (03) 326 6411 • NZ - (03) 634 5313 • (03) 349 4664

DEMBICON AUSTRALIA

**FOR TOTAL
DIAMOND CUTTING AND
DRILLING SOLUTIONS**

When you're working, time is money. You rely on dependable products and great service. That's where Dembicon Australia fits in. Dembicon is Australia's premier manufacturer and supplier of diamond tools and associated machinery. We also specialise in custom-made diamond products, to suit all your cutting and drilling needs. And we can deliver anywhere in Australia overnight.

NOW THAT'S SERVICE



Laser masonry blades



DEMBICON AUSTRALIA

'Australia's Diamond Tool Specialist'

ADELAIDE BRISBANE SYDNEY MELBOURNE PERTH
(08) 297 4022 (07) 808 2806 (02) 796 2255 (03) 544 8666 (09) 361 7900



Partner power saws



Masonry saws



Concrete saws



Tubbie tile saw

FREE CALL 1-800 888 343
FREE FAX 1-800 626 144
SPARE PARTS 1-800 813 498

Profit from our performance.

The most popular engine-driven welders in the world.



**Give the people what they want!
Lincoln are the trusted name
in engine-drive welders.**

- ◆ Everyday maintenance and repair welding including fabrication and construction work on all types of material from sheet metal to plate.
- ◆ Hardfacing rebuilds worn parts.
- ◆ Weld steel, stainless steel, cast iron
- ◆ Weld and use auxiliary 240V power at the same time
- ◆ MIG welding with WP225 and WP300+
- ◆ TIG welding for stainless and aluminium
- ◆ At home, in the field, on the job or emergency
- ◆ Operate drills, grinders, saws, sanders, etc.
- ◆ Run a pump, power a spray painter
- ◆ Continuous transportable power for your regular needs - how handy is that?

Ask about our special rates for the Hire Industry. Lincoln are Australian made and there are over 70 field service shops located around Australia.

You'll profit with Lincoln's state-of-the-arc welding.

**LINCOLN[®]
ELECTRIC**

The Lincoln Electric Co. (Aust) Pty Ltd
35 Bryant Street, Padstow NSW 2211
Ph: (02) 772-7222 Freecall 008-620-001

Kubota Petrol Engines Deliver Benefits For Hire Companies

Kubota has a reputation for manufacturing reliable and durable equipment and has adopted the badge of "Tough Stuff" so often used by owners and operators in the construction industry, local government, public utilities and the rural sector.

Kubota's petrol engines have been adopted by many Australian manufacturers, impressed by their proven reliability and value for money.

Adding to its line-up of four stroke petrol engines, Kubota has released the GS200 D1, offering a 20mm diameter parallel shaft with keyway.

The GS petrol engine design features a cast iron cylinder liner, low oil consumption piston rings, ball bearings on the crankshaft, replaceable valve guides and stellite valve faces; all resulting in longer engine life and reduced maintenance costs.



Nobody is tougher on industrial machinery than the Hire and Rental industry, with high standards to be met, and customers who expect trouble-free performance. The GS200 engine is a proven performer on pumps, generators, plate compactors and cement mixers.

The "knock about" treatment dished out to portable power equipment, often requires major rebuilds, and sometimes engine replacement. Kubota's GS200 D1 offers Service Managers the option of a reliable re-power engine, suitable for a broad range of industrial equipment.

The Kubota GS200D1 offers reliable, cost-effective re-power.

You'll find authorised Kubota Power Equipment dealers across Australia, with advice on product and applications, as well as excellent Spare Parts and Service support.

**FOR FURTHER INFORMATION CONTACT:
CHRIS LUDEKENS, PRODUCT MANAGER
OR
BRUCE HAWKEY, MARKETING MANAGER
Kubota Tractor (Australia) Pty Ltd
9-23 King William Street
BROADMEADOWS VIC 3047
Ph: (03) 9309 2000 Fax: (03) 9309 1343**

Compaction In Restricted Areas – A Speciality of Wacker –

VIBRATION RAMMERS

WACKER rammers are designed to compact granular, mixed and cohesive soils especially in confined areas.

Construction

- Backfill around foundations and forms.
- Sub-grades underneath footings.
- Base preparation for concrete work.

Utilities

- Base preparation for pipelines.
- Around and over pipelines.
- Cable and pipeline trenches.
- Around utility poles.

Municipalities

- Base preparation or asphalt patching for street repair work.



Features that make WACKER rammers the world's most popular.

- The exclusive WACKER high capacity, self-cleaning air filter, which under normal working conditions will last the life of the rammer.
- Large capacity, corrosion proof fuel tank with self-cleaning, in-tank filter offers long life and requires very little maintenance.
- A combined fuel and engine shut-off switch ensures the fuel valve is closed when the engine is not running.
- New roller guide handles makes loading and unloading WACKER rammers easy.
- The WM 80, 2 cycle engine is designed specifically to withstand rammer applications.
- Shock-mounted guide handle with lifting point minimises operator fatigue and eases lowering into trenches.
- Fully sealed, oil lubricated ramming system ensures trouble free operation and fast cold weather start ups.
- Exceptional performance with safe and comfortable operation and long service life.

WACKER AUSTRALIA PTY. LTD.

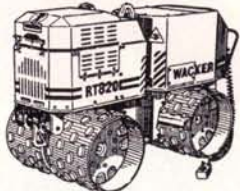
A.C.N. 004 659 590

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



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.

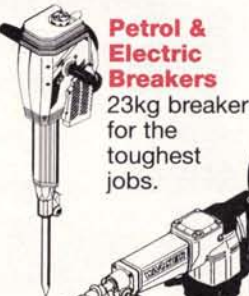
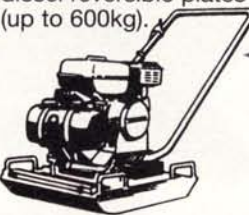


Trench Rollers

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.

WACKER CONCRETE VIBRATORS- ALWAYS AT THE LEADING EDGE OF TECHNOLOGY

**MANUFACTURED
SINCE 1945**

**MADE IN
AUSTRALIA**



Available in:
Flexshaft, Pneumatic
and Electric-
High-Frequency



Trash Pumps

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

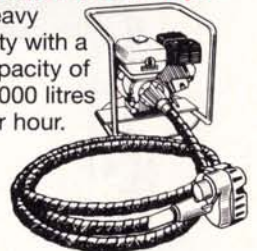


Rammers

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 & 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.

WACKER AUSTRALIA PTY. LTD.

A.C.N. 004 659 590

Victoria: Phone: (03) 9547 4033 Fax: (03) 9562 3371

New South Wales: Phone: (02) 748 0366 Fax: (02) 748 0774

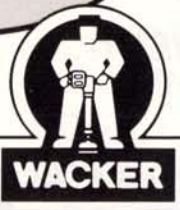
Queensland: Phone: (07) 3208 9577 Fax: (07) 3808 3280

South Australia: Phone: (08) 362 2331 Fax: (08) 362 8469

Western Australia: Phone: (09) 445 2911 Fax: (09) 445 2361

Tasmania: Freecall: 1800 657 995

COSENTINO COM 331



**WACKER
CONSTRUCTION
EQUIPMENT**



**Quality
Endorsed
Company**

AS 3902 LIC 1231
HEADQUARTERS ONLY

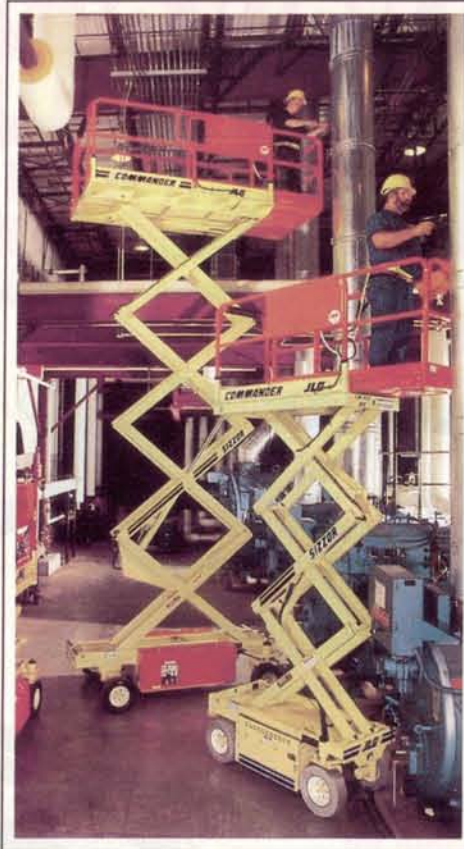


PERFORM AT A HIGHER LEVEL

WITH A



JLG
PERSONNEL
LIFT



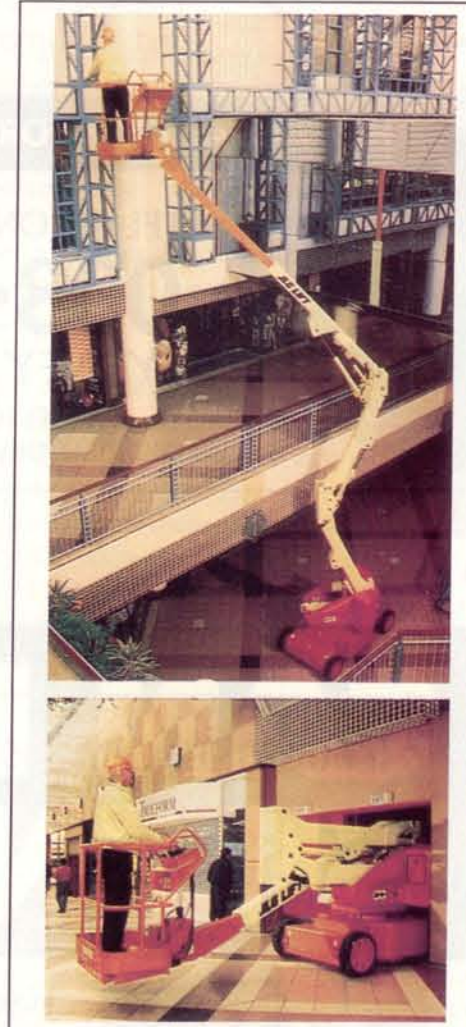
JLG
ELECTRIC SCISSOR
LIFT



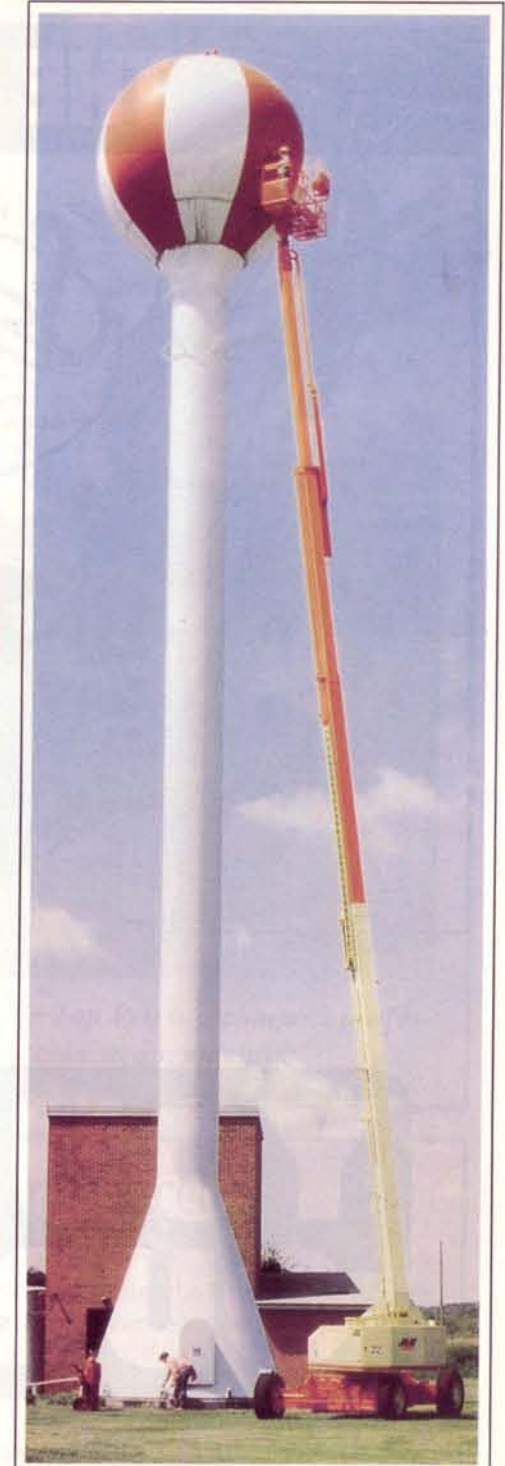
JLG
ROUGH TERRAIN
SCISSOR LIFT



JLG
TRAILER MOUNT
BOOM LIFT



JLG
ELECTRIC BOOM
LIFT



JLG
ROUGH TERRAIN
BOOM LIFT

FOR MORE INFORMATION CONTACT:

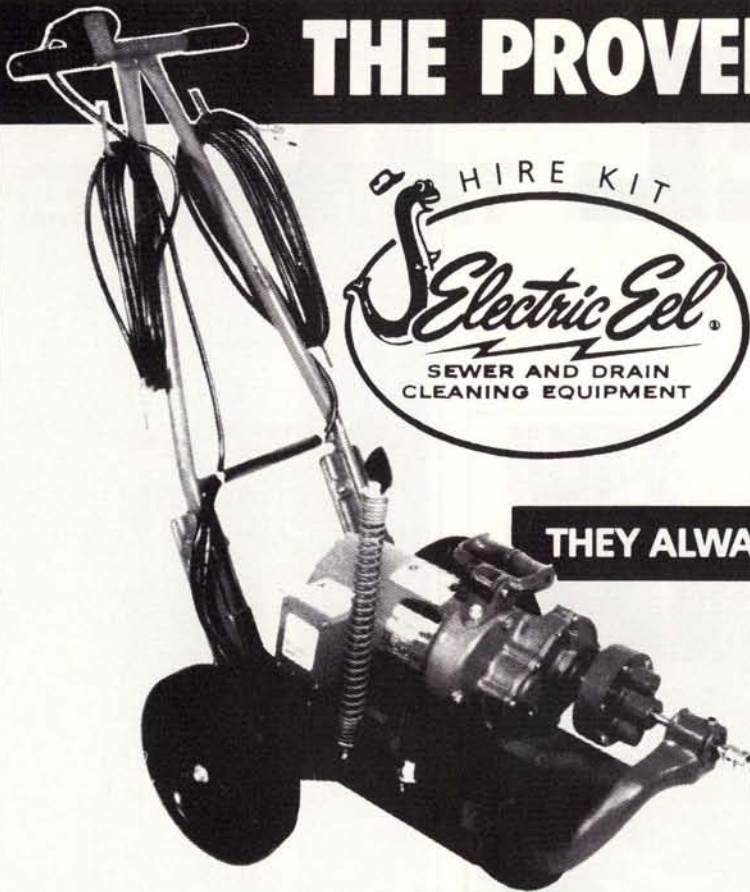
JLG Industries (Australia)

(A Division of JLG Industries Inc. ARBN 056 685 897)
11 Bolwarra Road (PO Box 972) Port Macquarie NSW 2444

Head Office (065) 81 1111
NSW Office (02) 822 4022
VIC Office (03) 562 7599
QLD Office (07) 367 0377



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

YOU CAN BUY OUR SILENCE!

Hatz C Series Silent Pack

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

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



Made in Germany

HATZ AUSTRALIA PTY. LTD. A.C.N. 002 693 423
 Tel: (02) 743 8288 or free call 1800 025 049
 Fax: (02) 743 8000
N.Z. Dist: Brown Bros. Engineers Ltd.
 24 Sylvia Park Road, Mt Wellington, New Zealand
 Tel: 0-9-573-5260 • Fax: 0-9-573-5266
PNG Dist: Bishop Bros Eng. Pty. Ltd.
 P.O. Box 9081 Hohola • Tel: 25 2900 • Fax: 25 4104



Hatz Supra Silent Pack

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

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

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

Forward details of the C Series Silent pack range
 Forward details of the Supra Silent pack range
 (TICK APPROPRIATE BOX)

NAME.....

COMPANY.....

ADDRESS.....

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

HAC919

Top Pro Is Hot

A new heavy duty, high pressure water blaster that offers both hot, cold and steam functions is available from Australian Pump Industries. Called the Aussie Clean Top Pro 215 the machine has a calculated effective working pressure when used with Turbokillier nozzle of 4500psi. Maximum flow is 15 litres/minute and pump pressure is 3000psi (200bar).

Maximum inlet temperature is 60°C but maximum outlet temperature is 120°C (steam).

The Top Pro is powered by a 5.5 kw, 3-phase, heavy duty, 41 5v motor. The machine is supplied encased in heavy duty, polycarbonate casing with built in header tank, detergent tank and boiler system.

It features a unique safety system called 'Total Stop'. The Total Stop system stops the machine automatically if the unit reaches low fuel level, low water level or excessive period on bypass. This system protects the machine and is considered by Australian Pump Industries to be essential on professional hot water machines.

The unit is supplied as standard with a heavy duty gun and lance, chemical injection system and high pressure hose. Optional extras include sand blast kit, acid injector and heavy duty Turbokiller nozzle for extra heavy duty applications.

Further application, including a free comprehensive guide to Aussie Clean high pressure water blasters is available from:

Australian Pump Industries Pty Ltd,
phone (02) 6551541, fax (02) 655 1689.



New Aussie Top Pro is a compact professional hot, cold steam machine.

New Oleo-Mac Professional Saw Announced

The Oleo-Mac 970 Pro chainsaw has just been released by Parklands Trading Co., Oleo-Mac's exclusive Australian distributor. Part of the extensive domestic and professional chainsaw range which includes electric models, the new saw is made by Oleo-Mac, Europe's most completely integrated power equipment manufacturer. The 970 was designed and built for Australian conditions, with extensive testing and development done in Australia and New Zealand.

The 970 is a high performance, two-stroke saw with



The Oleo-Mac 970 Pro chainsaw

3.9 kW of power (at 9,500 rpm). Weighing only 6.45 kg, without the bar and chain, the new saw has a high power-to-weight ratio—believed to be unsurpassed by equivalent weight saws.

The 970 is beautifully balanced and has six vibration-damping points for ease of operation. The saw also features electronic ignition and a bell actuated, adjustable oil pump with variable delivery, to prevent oil waste and seepage. Cutting lengths available are 16, 18 and 20 inches.

The new saw utilises an improved filtration system, to better handle the dust and heat. The high volume air filter, with self-cleaning action, reduces the need for regular cleaning. A chain brake provides operator protection.

Like other power equipment in the Oleo-Mac range, full spare parts and service back-up is available through Parklands.

For more information, please contact:

Mr. Ron Zacka

Parklands Trading Co. Pty. Ltd.

71 Chapel Street

Lakemba N.S.W. 2195

Phone: (02) 758 2111 Fax: (02) 759 7844

THE DEMOLISHERS



The famous range of Makita Hammer Tools.

Tools that provide **PERFORMANCE, RELIABILITY**
and **DURABILITY.**

Tools that enable the job to be done **QUICKLY, QUIETLY** and with **LESS**
FATIGUE.

Tools that have a **COMPLETE RANGE OF ACCESSORIES.**

Tools for every tradesman.



Makita

Working for Australia



Pull more profit with the Ryan family of aerators

Healthy business growth for you. Healthy, vigorous grass for your customers. Aeration is the way to accomplish both. For aerators that can handle everything from small residential lawns to wide open commercial grounds, there's nothing like a Ryan. Ryan has been

helping professional lawn care operators pull in new business since 1960. It can do the same for you.

Lawnaire IV—The Lawnaire IV is the highest-quality roll-type aerator on the market, covering up to 21,000 square feet per hour.

Lawnaire V—The Lawnaire V's wide 26-inch aerating width provides excellent stability for aeration on sloped surfaces and can aerate up to 29,000 square feet per hour.

Lawnaire 28—The Lawnaire 28 features 2.5-inch coring depth, up to 12 holes per square foot and aerates up to 24,000 square feet per hour.

For a free brochure on aeration or the name of the Ryan dealer nearest you, call **1-800-25-2246**.



Phone free for details on
008 252246 or 1800 252246

VICTA
 DISTRIBUTORS OF



**RANSOMES
 CUSHMAN
 RYAN**

Setting the standard

Before You Buy A Compressor, Take A Look At The Company Behind It

With Sullair, you're not just buying a compressor. You're buying worldwide leadership in rotary screw technology. Sullair Corporation, a subsidiary of Sundstrand Corporation, is the only worldwide compressor manufacturer to concentrate all of its efforts on rotary screw technology. An innovator in this field since 1965, Sullair sets the standards for stationary rotary screw compressors for air and refrigeration applications. Sullair is also a globally recognised manufacturer of quality compressed air contaminant removal equipment, vacuum systems, portable rotary screw compressors and contractor air tools.

You're buying global capabilities. From its corporate headquarters in Michigan City, Indiana, its office/manufacturing complex in Saint-Priest, France, and its manufacturing facility in Shenzhen, China, 175 Partnership in Australia with Champion Compressors Ltd, Sullair serves the compressed air needs of manufacturing, general industry, construction, mining and energy-related businesses around the world. Sullair's international network of field offices, authorised distribution centers and licensees responds to the needs of Sullair customers in every corner of the globe.

You're buying quality assurance. Sullair's ISO 9001 certified quality systems in the United States and France, utilising the most modern equipment and the most advanced manufacturing techniques, are the finest in the industry. Because the concept of continuous improvement has been fully assimilated into the Sullair culture, the Sullair products manufactured at our state-of-the-art facilities in Michigan City, Indiana, and Saint-Priest and Montbrison, France, are known around the world for their universally applicable design, outstanding craftsmanship and superior quality.

You're buying customer service. Sullair's after-sales and service network stands ready to provide on-site customer assistance anywhere in the world. We offer everything from technical problem-solving to training customer personnel in the proper operation and maintenance of Sullair machines.

Our after-market support also includes worldwide availability of genuine Sullair service parts, as well as fast, dependable product delivery. At Sullair, Total Customer Satisfaction is a cornerstone of our corporate philosophy.

You're buying breadth of product. Sullair's comprehensive line of rotary screw industrial compressors includes encapsulated, single-stage, two-stage and oil-free models. Individu-

ally or in combination, Sullair compressors can provide the exact quantity of air required for your application. Sullair compressed air dryers and filters match the output of Sullair compressors, and are easily integrated into compressed air systems that deliver the precise degree of purity needed.

You're buying commitment to innovation. Underlying Sullair's leadership is a dedication to excellence and a commitment to innovation. At Sullair, we are constantly exploring new ideas and seeking new ways to meet industry's need for increasingly sophisticated, energy-efficient compressed air solutions. At Sullair, more than ever before, we are committed to expanding the horizons of rotary screw technology.

Time-proven reliability. The quality built into every Sullair compressor is the result of more than a quarter of a century of specialisation in rotary screw technology combined with manufacturing processes that are ISO 9001 certified to meet the highest international standards.

Not only do these compressors offer the inherent reliability of the rotary screw mechanism, they also provide cost-effective performance - unachievable by reciprocating or vane compressors.

Long-term dependability can be seen in the more than 150,000 Sullair compressors in use around the world.

Technologically advanced. Sullair's state-of-the-art compressors deliver the ultimate in smooth, pulse-free operation. They are compact and quiet. The compressors are built of quality components, to assure maximum reliability and minimum maintenance expense. Sullair answers your needs with equipment developed to conserve energy through improved efficiency.

Broad range of models. Sullair portable compressors are available in 19 models from 31 to 440 hp (23 to 328 kW), with capacities of 100 to 1600 acfm (3.5 to 45 m³/min), and pressure ratings of 100 to 175 psig (7 to 12 bar). In addition, Sullair offers 2, two-stage high pressure models with pressures to 350 psig (25 bar).

Fluid, the "life blood" of the compressor. The function of the fluid in fluid-injected compressors is to lubricate, seal the clearances, and cool the compressor unit.

Recognising that the right compressor fluid can extend the service life of a compressor, Sullair has developed several fluids specifically for its compressors. Match fluid to your use pattern to maximise efficiency and reduce operating cost.

FOR MORE INFORMATION CALL YOUR LOCAL CHAMPION/SULLAIR OFFICE:

VICTORIA
Ph: (03) 796 4000
Fax: (03) 796 4053

NEW SOUTH WALES
Ph: (02) 772 4488
Fax: (02) 7721940

QUEENSLAND
Ph: (07) 277 7111
Fax: (07)277m5

SOUTH AUSTRALIA
PH: (08) 3401422
Fax: (08) 3401421

WESTERN AUSTRALIA
Ph: (09)4554911
Fax: (09)4554900

NEW ZEALAND
SECAIR N.Z. LIMITED
Ph: (09) 634 4211 Fax: (09) 634 4212

MULTI PURPOSE PUMP

A new Honda powered multi purpose pump has been released by Australian Pump Industries. Called the QP206H, the new pump is the latest edition to the popular Aussie Quik-Prime range.

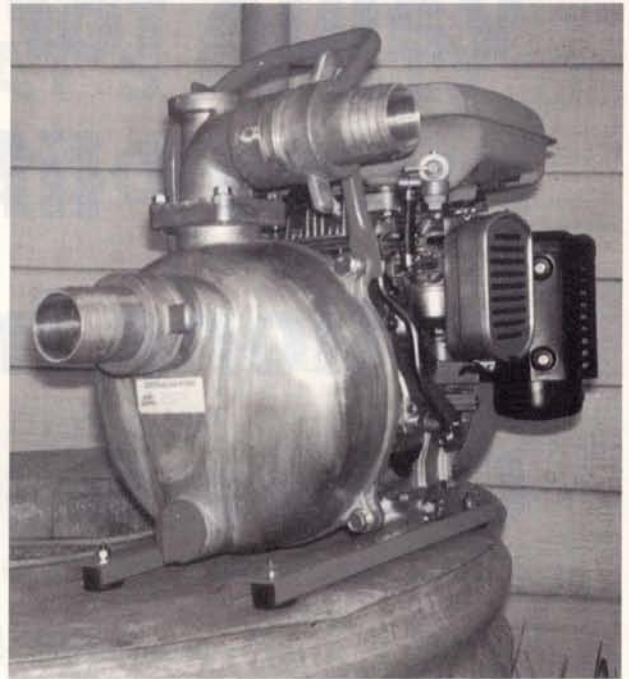
The new 5.5hp pump features big flows to 630 litres/minute and a higher pressure performance allowing it reach heads of up to 33m.

Designed with a heavy duty, cast iron, open style impeller the pump is capable of passing small solids in suspension and can be used for dewatering, irrigation and water transfer. It is particularly suitable for fast fill tanker applications because it combines both high pressure and high flow. The pump is claimed to be highly suitable for one pump installation on road tankers used in earthmoving and construction projects.

The QP206 features a heavy duty mechanical seal, convenient bottom mounted drain plug, heavy duty skids with anti-vibration mounts and user friendly carry handle and is supplied as standard equipment with 2" hose couplings and strainer.

Optional extras include firefighting hose kits, roll frame and special alodyne treatment for salt water applications.

Further information is available from Austral-



New Multi Purpose Pump is Honda Powered

ian Pump Industries, phone (02) 655 1541, fax (02) 655 1689.

HOMELITE®

Products for Hire & Construction

PRESSURE WASHERS

- * MB1000
- * HPW1550B
- * HPW2250V
- * HPW3050H



CUT OFF SAWS

- * MP38 12"
- * MP88 14"

PRO-SERIES

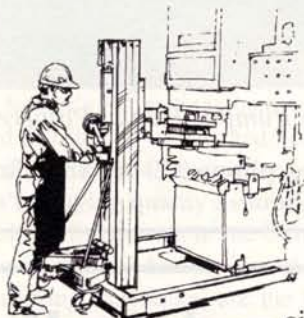
- * BRUSHCUTTERS (5 Models)
- * STICK EDGERS
- * BACK PACK BLOWERS
- * HAND HELD BLOWERS



Do it right, do it . . . **HOMELITE®**

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

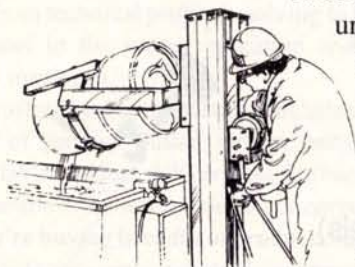
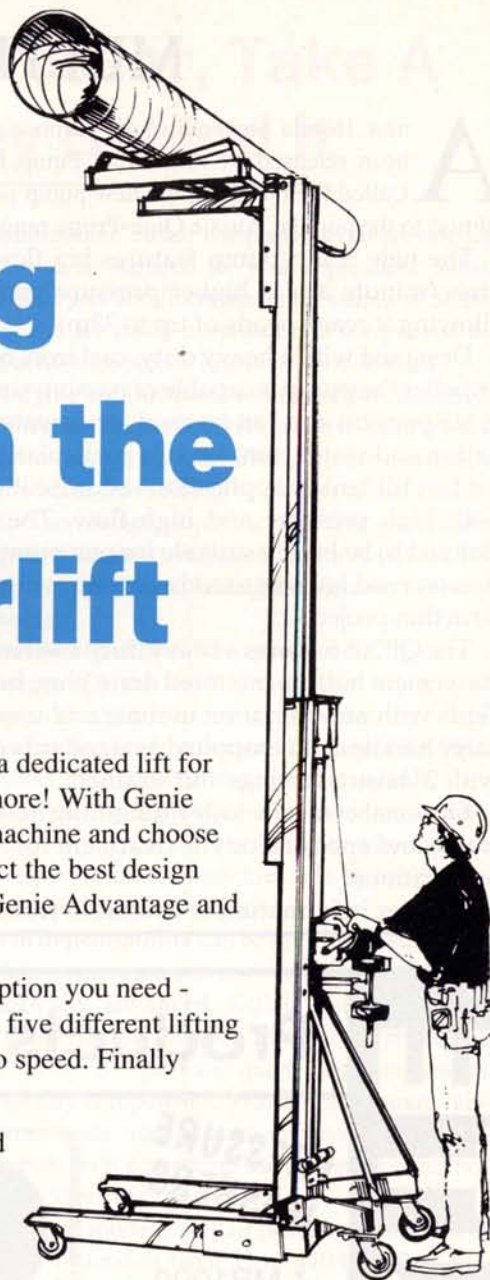
Value for money lifting options from the Genie Superlift



It used to be that you had to buy a dedicated lift for every application ... but not anymore! With Genie Superlift you can use one basic machine and choose from a package of options to select the best design for your business. We call it the Genie Advantage and it's as easy as 1-2-3!

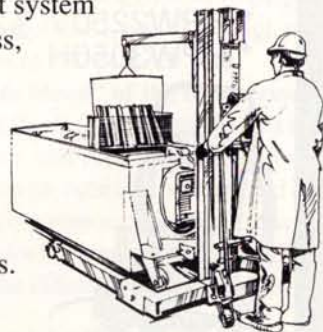
Firstly, choose the base and mast option you need - either a standard or straddle base with five different lifting heights. Then, choose your winch - either one speed or two speed. Finally select the load handling attachments you require.

Buy what you need today and then you can add options and other accessories as you need them. Such as the rotating barrel handler, the vertical barrel stacker or the boom which turns the unit into a vertical hoist.



A built-in safety brake is standard on all units, as is the rugged telescoping mast system of heavy duty design for compactness, safety, strength and rigidity.

The Genie Superlift is quick to set up requiring no tools, is compact in design for easy transportation and has hundreds of uses for both industry and contractors.



Phone Phil Zeitsch today for more information:

(toll free) 008 677 476

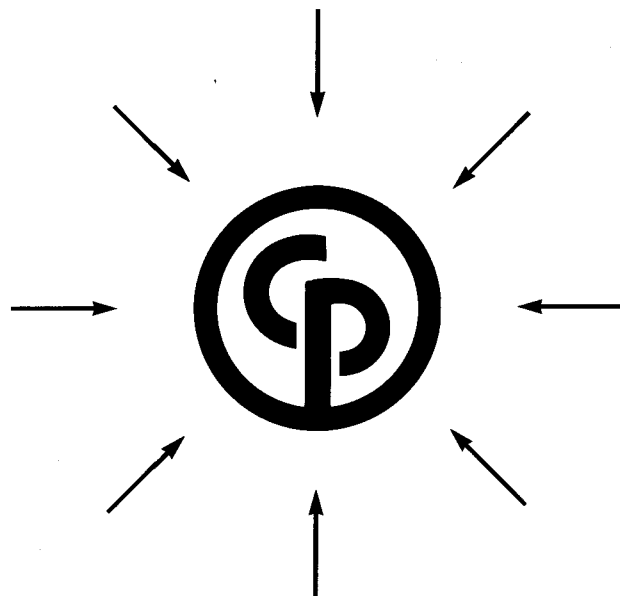
All Access Applications Pty Ltd 18 McDougall Street, Kotara NSW 2289

Ph: (049) 573-325 Fax: (049) 573-035. Branches in all states.

DO YOU WANT A RUGGED, TOUGH, NO NONSENCE BREAKER THAT'S REALLY JUST A BIG SOFTIE?

Well come across to the Chicago Pneumatic Tools Stand at the Hire & Rental Conex '95, August 28th & 29th, and see the new innovative range of Chicago Pneumatic products, and choose the tools best suited for your business.

What is is?



CHICAGO PNEUMATIC TOOLS

3 BESSEMER STREET, BLACKTOWN NSW 2148, PH: (02) 621 9482

Adelaide Hire Firm Wins U.S. Award For Advertising

South Australian equipment hire company, Richard Stevens Hire, has won a major advertising award in the United States.

The win consolidates a successful year for Richard Stevens Hire which has boosted annual turnover to beyond \$10 million through an aggressive expansion and acquisition strategy in both South Australia and Victoria.

In its latest success, the Panorama-based hire group defeated entries from around the world to take out a major honour in the highly regarded American Radio and Production Awards.

Richard Stevens Hire's win in the "Best Radio Commercial in a Medium Sized Market" with its humorous "The Dentist" advertisement defeated entries from

Canada, New Zealand, Britain and the United States.

"The Dentist" advertisement focuses on Richard Stevens Hire's comic customer Bob Jellybut and a not-so-friendly experience with his dentist/neighbour over the accidental munching of the dentist's 100 year old Magnolia tree by a hired mulcher. The advertisement is set in the neighbour's dental rooms with Bob Jellybut in the dentist chair.

Richard Stevens Hire operates through 10 outlets in the Adelaide metropolitan area and is one of the largest equipment hirers to South Australia's automotive, mining and power generation entities as well as local government authorities.

FURTHER INFORMATION: Please contact Ian Gray, Richard Stevens Hire (08 277 0022)

Flextool - Bartell

Flextool (Aust) Pty. Ltd. is proud to announce its appointment as the Australian agent of Bartell quality products manufactured in Canada. The product range available includes ride-on and walk-behind power towels, vibrating disc floats and surface preparation machines. Of particular interest to the hire industry will be the surface preparation machines which with multi-purpose interchangeable tools makes the unit a complete surface cleaning system.

A few examples of the wide range of applications are:

Concrete and asphalt grinding, grooving and texturing, line removal on roads, parking lots and runways. Cleaning and removal of rubber, oil and paint. Re-

moval of carpet and tile adhesive. Descaling and rust removal from steel decking. Removal of most surface coatings.

For further information contact:

Flextool (Aust) Pty. Ltd.

191 Wellington Street

Collingwood VIC 3066

Phone: (03) 9419 6300 Fax: (03) 94171391

Branches in Sydney, Brisbane, Adelaide and Perth.

Free call outside the metropolitan area 1 800 801 108.

New Marketing and Communications Company Formed for Rental Industry

DAVENPORT, Iowa USA — The rental Marketing Group, a new marketing and communications firm geared to the equipment-rental and construction industries, has been formed by Bob Buttgen.

The Rental Marketing Group will offer sales, marketing, advertising and public-relations support, and act as a manufacturers' representative, to Australian companies trying to reach the U.S. equipment-rental industry.

Buttgen served as editor of RENTAL MANAGEMENT, the American Rental Association's monthly magazine,

from September of 1991 through June of 1995, before leaving the A.R.A. to form The Rental Marketing Group.

The company will produce customized publications, newsletters and advertising programs, and will offer unique marketing ideas for companies who want to reach the owners and operators of equipment-rental businesses.

Buttgen has 12 years of association-management experience and has been a writer and editor for 15 years.

The company's address is 917 W. 53rd Street, Davenport, Iowa 52806 USA; phone 319-391-2215.

KUBOTA MEANS BUSINESS

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

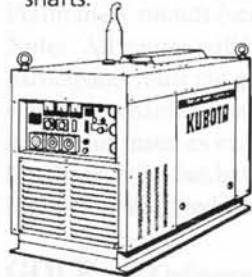
- Low maintenance • Less downtime
- Superb parts back-up.

If you want equipment that works, call Kubota on **1800 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

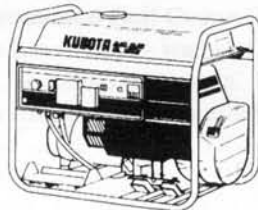
Economical and durable.

- 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.

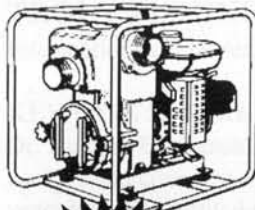
- 7 models from 550W to 5.4kVA.
- Standard features: Simultaneous 12 volt battery charge, Safety first circuit breaker & Auto shut down oil watch.



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.



**SPECIAL
EXPO
OFFERS**

**TOUGH
Kubota
STUFF**

**SEE US ON
STANDS
53 & 54**

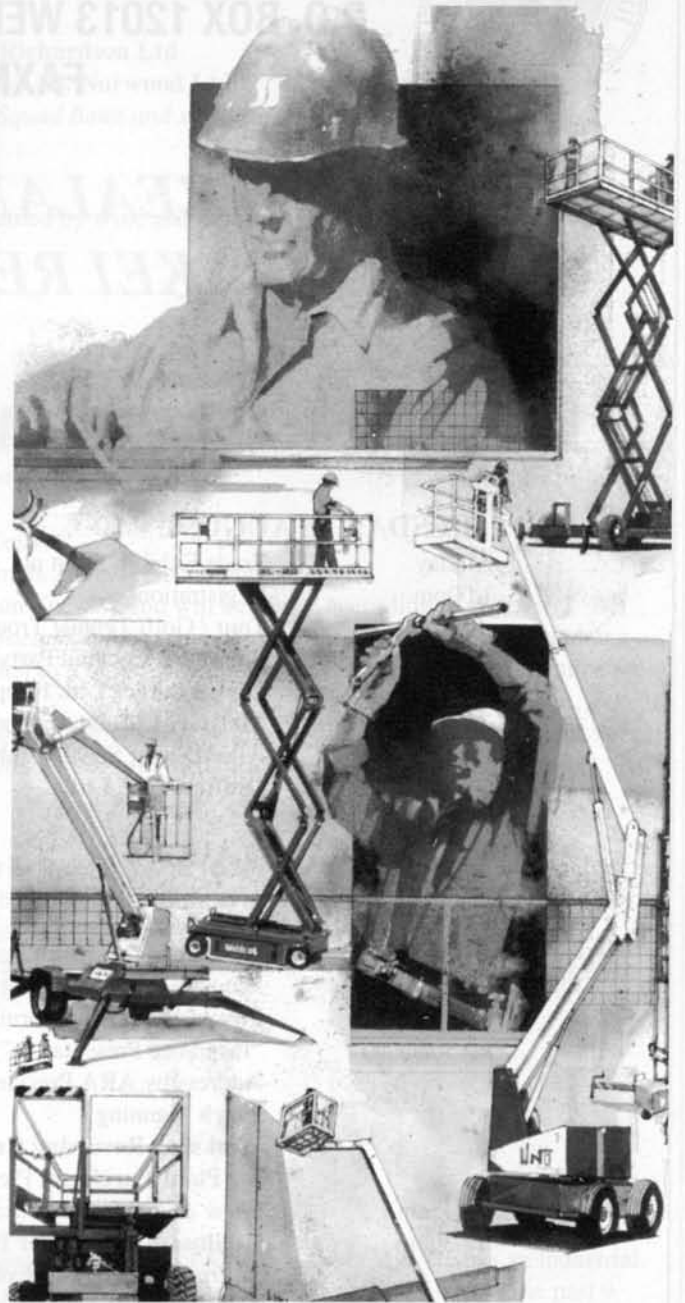
KUBOTA TRACTOR (Australia) Pty Ltd.

A.C.N. 005 300 621

9-23 King William Street, Broadmeadows, 3047. Tel: 1800 334 653 Fax: (03) 9309 1343

POWER EQUIPMENT

ABOVE THE REST



Snorkel

**ELEVATING
WORK
PLATFORMS**

Sales and Service
throughout Australia

NSW : (02) 725 4000
VIC : (03) 9764 9900
WA : (09) 353 4200
SA : (08) 322 5822
QLD : (07) 274 0144
TAS : (003) 34 5877
NT : (089) 32 2950



HIRE AND RENTAL ASSOCIATION OF NEW ZEALAND INC.
EXECUTIVE DIRECTOR — KEVIN B. STRONG
P.O. BOX 12013 WELLINGTON, PHONE (04) 473-6514
FAXNO. (04) 473-2930

1995 NEW ZEALAND CONVENTION
WAIRAKEI RESORT HOTEL

MISSION IMPOSSIBLE

TUESDAY 15 AUGUST

All day	Trade Exhibition set up
1.00pm	Registrations
	Tour / Golf/ Tennis/ Trout Fishing - refer notes below
5.30pm	Presidents Cocktail Party
6.30pm	UDC Finance Ltd. Happy Hour
7.30pm	Masport Ltd. International Night Dinner Followed by After Dinner Speaker John Adshead Sponsored by Oldfields NZ Ltd.

WEDNESDAY 16 AUGUST

Morning	Trade Exhibition Set up
7.30am	Breakfast
9.00am	Opening by Mayor of Taupo
9.15am	Annual General Meeting
10.30am	Power & Marine Morning Tea
10.50am	"Insurance Presentation" Address by ARA President Hotch Manning Workshop Revolving Credit Facilities for Plant Purchases Presented by UDC Finance Ltd.
11.45am	<i>Show & Tell from Sponsors</i>
12.30pm	Chainsaw & Outdoor Power Ltd Lunch in <i>Trade area Trade Exhibition</i>
4.00pm	Semi Finals of Tennis Competition
6.30pm	Atlas Copco Happy Hour
7.30pm	JLG Industries Dinner with Titan Plant Services Wines <i>Entertainment by Theatresports sponsored</i> by Cableprice Ltd. Fundraising Auction

THURSDAY 17 AUGUST

7.30am	Breakfast
9.00am	Keynote speaker - Mission Impossible Dr. Richard Buchanan sponsored by Accent Tools Ltd.
10.30am	Hanson Sales Ltd Morning Tea
10.50am	Workshops continue conducted by Dr. Buchanan

1.00pm	Hanson Sales Ltd Lunch in <i>Trade area</i> <i>Trade Exhibition</i>
4.30pm	Finals of Tennis Competition
6.30pm	Stihl Ltd Happy Hour
7.30pm	Awards Presentation followed by Youngman Richardson Ltd Banquet Dinner, Wines by C.B. Norwood Ltd <i>Entertainment by Fraud Squad Band and singer Suzanne Lynch.</i>

PARTNERS PROGRAMME

Thursday 17 August 2.00pm Fashion Parade accompanied by wine and nibbles. Garments available for purchase.

OPTIONAL PROGRAMMES

Tuesday, 15 August

Tour 1.30pm

Coach departs Hotel for Tour of area to include Huka Falls; Crater of the Moon; Helistar, Honey Village, Prawn Farm; Geothermal Information Centre. Visit Local Hire Yard. Cost \$10.00 per person.

Tennis Tournament 1.00pm at Wairakei Resort Tennis Courts

Preliminary rounds (semi finals Wednesday afternoon and Finals Thursday afternoon).

Note: All games will be doubles and teams will be selected on Tuesday and will be mixed according to skill level. All participants must put *grade* on registration form as follows: *Social/Club/Premier Player*. Depending on entry number a singles tournament may also be held. Matches will be on a first to 9 basis. The number of entries will also determine the number of matches each person plays.

Emphasis is on fun but competitive so we have a good tournament. Prizes will be presented at the Awards Banquet. Equipment required is racquet and soft soled court shoes. Balls will be provided. Entry fee \$10.00 per person.

GOLF (Co-Ordinator Tim McMaster).

Tee Off 1.00pm at Wairakei International Golf Course (Meet in Hotel Foyer at 12.30pm if transport required). Tournament is based on Ambrose/Canadian 4s basis - teams of 4 to be mixed according to handicap or lack thereof. Club and cart hire available if required. Cost \$35.00 per person. Please state handicap (if you have one) on registration form. Prizes will be presented by John Adshead at the Tuesday evening dinner.

Friday, 18 August - morning

Optional computer seminar.

TROUT FISHING

Information will be sent direct to those expressing interest.

KEYNOTE SPEAKER - DR. RICHARD BUCHANAN

Dr. Richard Buchanan is an associate professor in the Marketing Department of Massey University. He has an industrial background covering everything from being a truck driver to running his own successful consulting firm. In the past 9 years he has presented more than two hundred programmes to over one hundred clients both in New Zealand and off-shore.

His specialties lie in the areas of motivational speaking, sales training, marketing and customer service. Very important truths essential to Company survival are presented in a humorous manner. His session MISSION IMPOSSIBLE will include his experiences as a customer with a number of Hire Companies around New Zealand.

TRADE EXHIBITION

The Trade Exhibition for the 1995 New Zealand Convention has sold out some 6 weeks prior to the event with over 50 Exhibitors booking space including Companies from Australia and Hong Kong.

CONVENTIONS VISITORS

ARA President Hotch Manning and his wife Carolyn will be Guests of the Wairakei Convention. Hotch will be one of the featured speakers and will acquaint the New Zealand Industry with developments from the United States of America.

VALUE ADDED HIRE

How can you increase your High Pressure water blast income?

With the New Generation Gemi hot water cleaners your customers will be prepared to pay more for the added benefits of steam or hot water. Most have tried and used cold water machines and can be easily sold on the benefits of hot water. Faster, more efficient cleaning giving better results with greater labour saving.



The Gemi-Powerclean stand at the 1995 Hire Convention will display the newest range of these high-pressure cleaners - the Gemi 3000 and 4000 series.

One of their main benefits is reduced water consumption as water and pressure do the work together, instead of just water alone.

The latest major improvement is an upright design.

A Hire Company spokesman said this delivered extra mobility and trouble-free handling.

The 4000 series also features a steam facility which allows the unit to work with water temperatures of up to 130 degrees Centigrade.

For increased safety, a re-start function protects the machine against unintentional starting when the power is switched on.

Internal components are made of heavy duty materials, such as stainless steel for the water tank and boiler, a brass cylinder head and ceramic pistons.

The New Generation Gemi 4000 series also features auto shut down on stand-by to save on unnecessary wear whilst on bypass.

See the full range of New Generation Gemi hot and cold water machines on stand 27/28,55/56 at the Hire Convention.



NO - BOLT SCAFFOLDS

ALUMINIUM TOWERS
ALUMINIUM TRESTLES
ALUMINIUM PLANKS

Designed for the Hire & Rental Industry

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

Fully D.L.I. approved and guaranteed.

NO - BOLT SCAFFOLDING PTY LTD

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

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

1995 TRILOGY USER CONFERENCE

Due to popular demand Trilogy's annual TRACS User Conference was held outside of Sydney for the first time this year. The venue for the conference was the very pleasant Pan Pacific hotel on the Gold Coast and was easily the best attended conference to date, with customers travelling from as far afield as Perth and Tasmania. It was particularly gratifying to see so many of our new customers attend and thanks to Susie Toole from Flexhire in Rockhampton we even had a baby Wallaby in attendance - even if the airline didn't approve!

With the weather not being exactly "beautiful one day, perfect the next" the monorail between Pan Pacific and Jupiters worked overtime. Though the Casino proved costly for most of us Greg Zuin from Perth Expo Hire enjoyed a golden run on the roulette tables. Most of his winnings, however, remained on the Gold Coast courtesy of the various bars and nightclubs!

The Conference got off to its traditional start with training sessions on Wednesday morning and a round of golf in the afternoon. Not even the persistent rain could dampen the spirits of the "golf-a-holics" in the group and despite getting absolutely soaked, they still managed to complete their 18 holes at the magnificent Robina Woods course. Despite the unpleasant conditions and some very slow play ahead of us Dave Fletcher from Bennetts Hire (Lismore) played some outstanding golf (he got even better in the dark!) to win by quite a long way from Gary Kerr.

There were some lighter moments on the course too, particularly when yours truly slipped down a rather muddy hill I know Peter Blewett from Perth Audio Visual, who unfortunately wasn't there this year, will be screaming "justice at last!"; I still maintain I never tripped you Pete.

On Wednesday night we enjoyed a very pleasant barbecue on the Pool Terrace of the hotel where both wine and conversation flowed until the early hours of the morning. While for some

the attraction of the casino was too strong to resist, for others a visit to the "loo with a view" provided sufficient stimulus before retiring for the night.

It took a few good strong coffees to kick-start some of the crew on Thursday morning when the conference proper began, but it didn't take long before everyone was right into the swing of things.

There have been many new developments in the software world over the past 12 months and Trilogy staff presented a range of new products that will become available to TRACS users over the next couple of months. These presentations generated much discussion and in particular the most eagerly discussed were the Management Information System (MIS), a new Report Writer and the imminent release of XRTS, a new Run Time System which is set to open up a whole new world of TRACS users.

There was also plenty of debate on the subject of where TRACS should be headed in the future. We at Trilogy always rate this discussion as the most important item on the agenda as we firmly believe our customers are better qualified than us to decide what development is required to keep TRACS at the leading edge.

While most people returned home on Thursday evening quite a few settled for another night of "punishment". After a brief visit to the casino (just to make sure we didn't have too much drinking money) the "young punks", Greg (Perth Expo) and Rafi (Shorco) decided to take the "old guard" from Trilogy in the bars and nightclubs of Surfers. After celebrating Rafi's birthday in some "style" the young blokes got off to a flying start but soon faded and eventually finished up about 4 to 5 hours off the pace.

With the stragglers leaving on Friday another enjoyable and successful TRACS User Conference had come to an end. All that now remains is to decide where to next year? Wherever, it will be worth it. See you there.

Its Party Time

Lets Party

PARTY HIRE INDEX

	Page
Baytex Manufacturing	57
Aust.Portable Dancefloors	58
Quins Canvas	59
Hoecker Structures	60
Robian Sales & Marketing	61
Compact Jukebox Hire	61

Baytex Channelspan – Revolution in Structure Design

The Brief: A Clearspan Structure system to take us into the 21st Century, to compliment the already comprehensive range of Baytex Marquees, to be extremely versatile, user friendly and easy to erect, to fit a size range not presently offered by other structure manufacturers, to satisfy the requirements of the small to medium size renter, to meet the standards set down in current building and engineering codes, to contain features not presently available in other structure designs, to be cost effective compared with other comparable structures already on the market, to look absolutely stunning - better than anything else before.

The Product: Evolutionary and revolutionary at the same time, the all new Channelspan structure has developed out of intensive study of existing frame tent designs spanning several years. The task was to develop a set of alloy profiles that had the necessary structural strength characteristics to span at least 15 metres, while offering a number of additional features and benefits to the user. The result is the Baytex Channeltube and Channelbeam profiles, both containing channel elements which allow for the efficient attachment of connectors, reinforcements and other ancillary componentry at any point along their length without affecting the beam's structural strength.

Features unique to the Channelspan are, firstly, the extended eave which provides a substantial overhang of the roof

beyond the wall line, and secondly, the method of tensioning the roof fabric axially i.e. directly down the plane of the roof rather than around the corner as with existing structure designs. This eliminates the awkward and unsightly tensioners down to the leg, or the ineffective shockcord system with it's loose flapping valance. Roof tension is maintained with an external tension bar on each side tensioned up with a quick acting "speedbar" driven screw adjustment to set roof panels, gables and triframe ends perfectly every time.

The Look: The features go on and on but the look speaks for itself. Complimented by the stunning new Bayview walls, an impressive 26° roof pitch rises from the high eave line to cover an interior space significantly more spacious and versatile than you might imagine and certainly more striking in appearance.

The Practicality: Channeltube is designed to span 10 metres in a lightweight frame configuration with the same profile being used for the main purlins. The Channelbeam profile spans 15 metres and has a split beam rafter which also enables it to be set up as a 10 metre unit when required. Standard bay width is 5 metres and portals are rotated into place using proven structure installation methods.

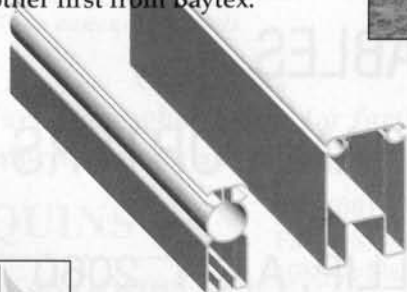
Channelspan is designed for smooth, fast erection using a minimum of crew and fits neatly inside a 20 ft. container for ease of transport and storage.

Introducing the next generation of structure designs

The All New
CHANNELSPAN®
from **Baytex**

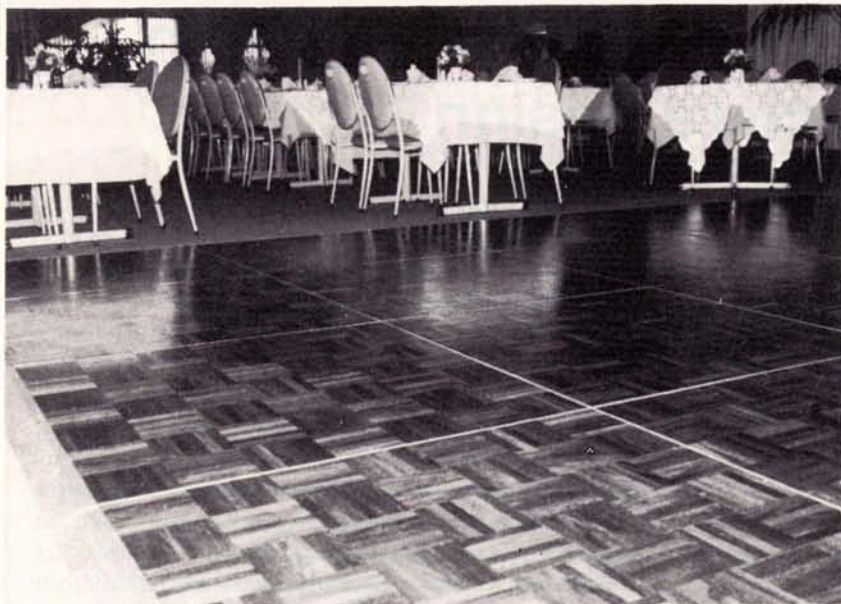
featuring:

- Stunning Good Looks.
- Practical, High Strength Design.
- Quality Construction.
- Simple, Versatile Componentry.
- 10m to 15m Span Widths.
- Easy Installation.
- Another first from Baytex.



Baytex Manufacturing Co Ltd
40 Mirrielees Rd, P.O. Box 2571, Tauranga, N.Z.
Ph 64 0-7-578-8022 Fax 64 0-7-578-8978

AUSTRALIAN PORTABLE DANCE FLOOR



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

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

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

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

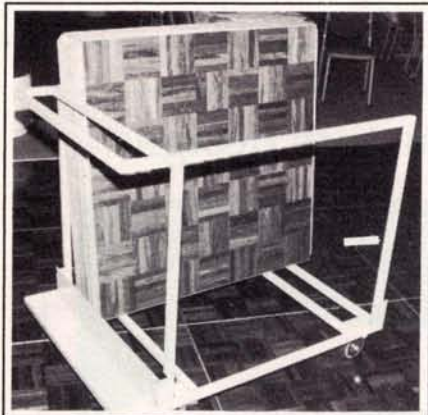
We will manufacture upon request, floor panels in specific sizes to match and compliment the floor panels in your current portable dance floor.

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

For further information contact:

AUSTRALIAN PORTABLE DANCE FLOOR

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



Australian Portable Dance Floor

- PARQUET DANCE FLOORS
- BLACK & WHITE PORTABLES
- PORTABLE PARQUET TRANSPORTERS

2 TOWNSEND STREET, PHILLIP, A.C.T. 2060
TELEPHONE: (06) 285 2896 — FAX: (06) 285 2242

Quins Supply marquees and other canvas goods all over Australia from Adelaide

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

Over the last few years Quins have developed sturdy, low cost frames suitable for up to 10m marquees, these are now available at a fraction of the previous cost.

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

No job is too large or too small- all clients receive the same service- from marquees to boat covers and caravan annexes. Quins have some interesting custom made jobs- like the perfect-fit

cover and combined annex for a kombi van, or the flag roof for a local hotel- large pieces of coloured canvas together spelling the word "Port Dock Brewery"

You'll also see a great of quins marquee workmanship at the Adelaide Grand Prix, Mark Carragher, Manager Director of Quins, said, "We'll do anything in canvas or vinyl. We love a challenge! Especially the difficult designs. No job is too small or too large for us."

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

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

"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 tent/ Structure project- a link that was too often missing until now.

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

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



At Quins, we manufacture to your specific requirements.

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

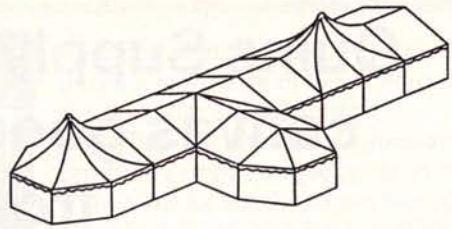
Call or Fax

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



EXHIBITION OF STRUCTURES

Location -67 Gladstone Street, Fyshwick, CANBERRA ACT - courtesy of Stewart Barlen Hire
Dates - Wednesday 6th to Saturday 9th of SEPTEMBER 1995

This will be an opportunity to meet with Joe Hoecker, who will be visiting Australia for the Exhibition, and view new additions available for existing structures, an entirely new 15 metre structure designed for the Australian Hire Industry, the LARGEST structure ever to come to the Southern Hemisphere (50 metres CLEARSPAN), liners for structures, flooring systems, lighting, wall & door systems, coloured & striped fabrics and much more.

TO FIND OUT MORE ABOUT THIS EXHIBITION VISIT US AT STAND 4 AT THE ADELAIDE HIRE & RENTAL EXHIBITION OR CONTACT OUR MELBOURNE OFFICE DIRECT.

HOECKER STRUCTURES (Australia) Pty Ltd (ACN 006 756 270)
8 Fairbank Crescent, Lower Templestowe, VICTORIA 3107
Telephone (03) 9850 7833 Facsimile (03) 9850 7053

Hoecker Structures the largest manufacturer of Clearspan Structures in the world have again renewed their production facilities to keep up with current world wide demands. When designing the new manufacturing facilities Mr Uwe Hoecker, Engineering Director, has had to carefully blend modern technology sourced from many countries to maintain the high standards expected by Hoecker's engineering design department. Robotics, Computerised Storage Systems and extremely Hi-tech computers are just a few of the modern innovations keeping Hoecker at the head of the structure manufacturing industry.

Mr Rudolf Hoecker as always has been looking to the customers needs for new products yet at the same time maintaining interchangeability with existing stock. Many new additions and accessories have been added to the existing Hoecker range of products which will be on show at a "German style house exhibition" to be held in Canberra on the 6-9 September. Innovations include the ability to put peak style roofs on existing structures without centre poles, the ability to join structures at right angles with a continuous inside space and to change the "garage style appearance" of smaller structures are all features taking Hoecker into the 21st century.

Especially for the Australian Hire Industry Mr Joe Hoecker will unveil in Canberra a entirely new 15 metre structure. This structure is designed to be erected quicker, is lighter to transport and has fewer parts than previous 15 metre structures, yet still maintains the necessary engineering stability for Australian conditions. Another positive to the new 15 metre structure is that in a world of increasing prices this structure costs less than it's predecessor.

Flooring systems have always been a feature of Hoecker Structures and recently small stages have been designed

which incorporate the Hoecker flooring system and structure to provide a total package for small staging requirements. Larger Stages can be covered with "Bandshell" type structures which have been popular overseas for many years but have only recently taken off in Australia.

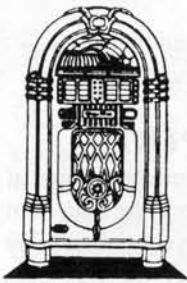
Hoecker is probably most familiar to Hire companies and Hirers but Hoecker Australia has been involved in the sales to industry, commercial and entertainment applications. The Hyatt Regency Coolum's Convention Centre is one example of a permanent application for Hoecker Structure which has been widely accepted throughout Australia. The Panthers Pavilion at Penrith has also been a success story and is about to be air conditioned and have other facilities added as part of their 1995 expansion programme. Purchasers of buildings for manufacturing, storage and entertainment facilities are now quite willing to use Hoecker Structures as a cost effective solution to their requirements. The use of Thermo roof & wall systems also further enhance the use of structures in permanent applications.

Hoecker continues to maintain its own office in Australia and remains the only manufacturer to do so ensuring that their existing and future clients receive the best of service. Parts and structures of the type most commonly used in Australia are stocked for immediate delivery and fabric covers are manufactured under license in Victoria.

A large range of products and accessories will feature at the Canberra display to be held between the 6th & 9th September at the rear of Stewart Barlen Hire, 67 Gladstone Street, Fyshwick ACT. Invitations are not necessary but to assist in catering advice to your intended attendance would be appreciated by Hoecker Structures (Australia) Pty Ltd 8 Fairbank Crescent, Lower Templestowe, Victoria 3107, Phone (03) 9850 7833 Fax (03) 9850 7053.

**HAVE YOU EVER BEEN TO A PARTY
WITHOUT MUSIC ???
NOW YOU CAN SUPPLY THAT MUSIC!!**

With a jukebox that is manufactured and designed for party hire



**A 50's STYLE
JUKE BOX WITH
THE LATEST IN
90's COMPACT DISK
SOUND**

We also have our ever popular portable Compact Disk Juke Box

"All units are available through our Sydney Office"

Special offer at Exhibition
1 year supply of music

For more information contact

COMPACT DISC JUKEBOX HIRE

534 Parramatta Road, Leichhardt, N.S.W.

(02) 564 1022

ROBIAN

Sales and Marketing Pty. Ltd.

For your complete marquee, frame tent and pavilion requirements

Australian designed and manufactured clear span structures available in the following widths:
6M, 9M, 12M, 15M
to any length.

**CALL IAN TRELOAR NOW
FOR FURTHER DETAILS ON**

Freecall: 008 810 888

Phone: (08) 262 6000

Fax: (08) 262 7466

6 York Street, Wingfield, S.A., 5013

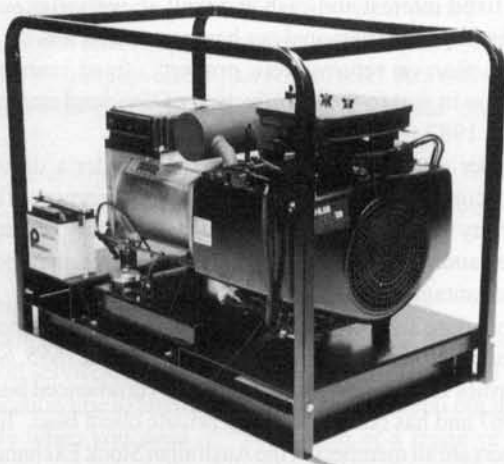
Proudly Australian

New Generators For Welding Power

AETCO, the manufacturer of Power King generators, has announced the release of a new generator range rated from 2.2 KVA to 15 KVA.

The new range features one of today's most advanced engines, the new Kohler Command petrol engines.

The new engines, which are an overhead design, provide extremely smooth and fuel efficient performance, and with their greater efficiency, they



require little or no maintenance apart from oil changes every 100 hours.

Voltage supplied by this range is between 20 to 75 DC, providing 1 phase 240V or 3 phase 415V, and weld current from 160 to 270 at 60% of full current.

The engines are also fitted with an optional "Oil Sentry" system which incorporates a warning light with engine shutdown in order to protect the engines against engine failure due to low oil level.

The engines and alternator are flexibly mounted inside roll frames, which provides ease of manoeuvrability and protection. The sets are fitted with standard general purpose outlets, however a number of options are also available to suit customer's requirements.

The heavy duty units are finding ready acceptance for use in rural areas, by the home handyman, as well as the house builder and industrial workplace alike.

The units are backed Australia-wide by AETCO branches in capital cities and a nationwide network of Dealers

THE CASE FOR SHARES

Investors seeking enough to retire on at the end of their working life must have a significant proportion of their funds in shares now. Geoffrey Travers of stockbroker Statton Securities explains why.

INVESTMENT "FACTS-OF-LIFE"

People planning how their investments are going to support them once they retire need to take stock of several investment "facts-of-life".

Firstly, our average life expectancy is currently about **80 years**. As this is an average figure, half of us are going to live longer. We must all, therefore, take a long term view when planning our investments. If you retire at 55, your investments are going to have to support you for 25 to 30 years.

Secondly, **inflation** makes **capital growth** an essential part of any **investment strategy**.

Persistent inflation is a great danger to savings. Inflation reduces the purchasing power of money over time.

The value of \$1 in June 1965 was reduced by three decades of inflation to only 13.9¢ by March 1995.

Put another way, what you could buy for \$1 in 1965 would have cost you \$7.20 by March 1995.

Clearly, with this sort of shrinkage due to inflation, people need capital growth to maximise their savings during their working life and to maintain the purchasing power of their money in retirement.

So what is the best asset to provide capital growth?

Only shares and real estate offer capital growth. This is because equity investments such as shares and real estate give the investor part ownership of assets.

Fixed interest and cash investments, however, offer no equity. The investor is merely a lender and lenders are only entitled to get back their original sum, plus interest, when the investment is redeemed.

Shares are the most appropriate investment to achieve superior returns over the long term because they have consistently outperformed returns on bonds and property over the medium to long term in Australia and elsewhere. This is a **third investment "fact of life"** which has been determined and checked by the experts in investment performance management - the actuaries.

Novice investors may be frightened by volatility in share prices. But a **fourth investment "fact-of-life"** is that volatility in share prices exists **only** in the short term. The ups and downs of the market will be smoothed out over a period of time (say three years). Volatility in share prices is an unavoidable side effect of having an investment that can be traded with almost immediate liquidity. However, the biggest risk you face is not volatility over the short term but the risk of not having enough to retire on at the end of your working life. Remember also that volatility in share prices can be significantly reduced and returns sharply enhanced by a diversified portfolio of quality shares.

SHARES VERSUS BONDS

Over the 65 years to 1993 shares have produced average annual returns of 10.8%. Bonds have produced average annual returns of 6.5% over the same period. (See table 1).

After inflation is taken into account the average real return on shares was 6.0% p.a. After inflation, the average real return on bonds was only 1.5% p.a.

History's clear lesson for medium to long term (5 years plus) investors is that:

- Shares usually give a better return than bonds.
- The longer you hold the shares the more true this is.

SHARES VERSUS PROPERTY

In Australia since 1900 the rule of thumb has been that property returns have been about 3% above the long term bond rate whereas share returns have been consistently 7% above the total returns from bonds/cash.

To illustrate, over the past 16 years from 1979 the return from shares as measured by the All Ordinaries Accumulation Index has averaged 15.4% p.a.

The return from property as measured by the Property Trusts Accumulation Index has averaged 14.3% p.a. over the same period.

If resource shares (which are volatile due to commodity and currency prices) are excluded, the return from industrial shares as measured by the All Industrials Accumulation Index has averaged 18.5% p.a. since 1979.

The comparison with industrial shares is a more reliable guide to the long term outperformance of shares over property in Australia.

TAX ADVANTAGES OF SHARES

The actuaries Towers Perrin have compared the performance of shares, property, fixed interest and cash over the ten years to February 1995.

Their research showed that, on a pre-tax basis, over the 10 year period shares outperformed the other investment sectors.

But the really interesting point to arise from the study is the impact of tax on the returns from the various asset classes.

At lower marginal tax rates the after tax returns of ordinary shares (14.0% p.a.) comfortably exceed property (11.5% p.a.), fixed interest (10.1% p.a.), cash (8.5% p.a.) and inflation. At higher marginal tax rates, the after tax returns from shares remain well above returns from property, fixed interest and cash and well above inflation.

The impact of personal tax has been much less on share returns than on returns from property, fixed interest and cash due in part to the introduction of dividend imputation in July 1987.

Under dividend imputation a shareholder's dividends from a company are credited with the tax already paid by the company so that the dividends are taxed lightly or not at all in the hands of the investor. This gives shares an important tax advantage over other investments.

For more information, please contact Geoff Travers of Statton Securities on telephone number (02) 232 7655. Statton Securities is a stockbroking firm which 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.

Getting Good Coverage from Airless Sprayers

Daily and weekly maintenance procedures are essential for a long-lasting, good performing airless sprayer. Just as important is selecting equipment that suits your customer needs and will withstand the hard and heavy use and abuse of renting.

There are many good airless units on the market, but they have to be specifically designed for rental in order to give you long life and easy, economical service. Regardless of the abuse they are put through — such as abrasive paint left to dry inside your machine — it shouldn't mean expensive repairs or irreparable damage.

What To Look For

The airless sprays you select should be specifically designed for rental. Here are several important factors to consider:

- Is the unit simple to operate?
- Is it compact and portable?
- What safety features does it have?

It should not have a motor with brushes that spark and create a safety hazard. It must have a pressure relief valve that relieves high pressure slowly from the entire system.

- Is the equipment rugged and built to last? As a rule of thumb, high-speed motors and high-speed piston pumps wear more quickly. Is the motor protected from high temperatures with a thermal overload switch? Tungsten carbide valves and seals will give longer life.

- Who do you anticipate will be your primary customer - homeowners and/or contractors? This influences the type of equipment you will need. Generally speaking the 1/2 gsm unit is large enough for the homeowner market and the small-to-medium-sized contractor. Pumps less than 1/2 gpm are not rugged enough for the rental market. Contractors using heavier products will require larger pumps.

- Should you get an electric model or would you have more demand for a gasoline-driven airless sprayer?
- Does the equipment have few wear parts?
- Is the unit simple to maintain and repair? Will you be able to maintain and repair it yourself? Are there repair charts with easy-to-follow instructions and parts exchange?

Some equipment will last in heavy rental use for many years - some will not last a season. Be selective — ask other rental centres.

Manufacture Support

Another important aspect to consider is manufacturer support services. Does the manufacturer have a rental communication line to answer questions and help you out immediately when you need it? What kind of a repair or parts exchange program do they have for you? Some manufacturers

offer low-cost parts exchange programs to keep down the cost of repairs. All airless pumps wear out, so check the cost of the major repair parts.

Accessories

There are certain accessories required for the renting out of airless sprayers — items such as tips and additives to stop corrosion and rust. The use of additives is particularly important and should be a part of every rental program — simply because it simplifies the clean-up process and reduces the need for frequent maintenance and repairs.

Easy-to-follow cleaning and operating instructions to give to your customer in the form of a hand-out or a laminated card is helpful for correct clean-up and usage and safe operation. Instructions on airless spraying techniques are also very important. Pass these along to your customers.

- Hold gun perpendicular to the wall. Begin a slow horizontal stroke with the tip approximately 12 inches from the wall. Pull the trigger after the gun is in motion.
- Keep the gun perpendicular to the wall.
- Use a slow steady stroke.
- To finish the stroke, release the trigger, but continue the motion.
- The second stroke should overlap the first stroke by about half the width.
- Always start at the lowest adjustment, slowly increasing the pressure until the spottiness and lines disappear.

Rental Procedure Systems Ensures Good Maintenance Habits

Don't just buy an airless pump — you need a complete rental system. By having a consistent procedure that all your staff follows, you can be confident your equipment will be used and maintained correctly. Many equipment companies have forms for a systematic rental process. There should be:

- A spray equipment safety form so that user is made completely aware of the safety rules needed.
- A machine check-in tag, so your staff can verify if the machine has been properly serviced and made ready for the next renter.
- An established procedure for machine check-out which includes: demonstration of machine operation, safety features, clean-up procedure, signing of the spray equipment safety form, and checklist of everything the customer should have when he or she leaves.
- An established procedure for machine check-in.
- Rental profit sheet and maintenance record to keep a paper trail on each rental unit.

Customer Demonstration

Renters should always be given a demonstration on how to operate the machine prior to their leaving the store with it. Make it a special point to show all the unit's safety features, and then let your customer handle it in front of you so you can be sure he understands how it works, how to use it properly and the correct procedure for clean-up. Always have customers read and sign a spray equipment safety form. Be sure to give them an operating and cleaning guide to take along with them. Most important — always rent a spray gun with a spray tip guard attached and explain its purpose to the renter.

Tips for the rental centre to ensure your airless' greatest performance and prolonged life.

1. Proper clean-up of your unit is the most important step to ensure long life and good performance. Follow previous recommendations on simple instructions for your customer and on having an airless rental procedure for your staff to follow.
2. Always fill the airless system completely with either thinner and oil or a commercially prepared additive after use. For longer term storage (more than a week) thinner and oil are the preferred materials. Never leave water in the unit.
3. Ask your customer what he or she intends to spray. You should have a separate hose for water-base paints and for lacquers. Also, the storage material must be pumped

out with suitable solvent before painting. If water-based material will be sprayed — use water. Lacquer-based materials — use lacquer thinners. Oil-based materials — use regular paint thinner. This prevents the coagulating of incompatible materials.

5. Know how to properly service your pump and spray gun. Follow instructions for assembly and disassembly of pump and spray gun.
6. The airless spray tip will last for about 100 gallons of paint, so replace after four or five rentals. Use standard spray tips — they are safer and more economical.
7. In the clean-up procedure, make sure the filter in the gun handle has been cleaned. This is one area easily forgotten.
8. Wipe the machine lightly with an oily rag to keep paint from sticking.
9. Standard items to check after every rental are tip guard, spray tip, gun filter, pressure check, pick-up (suction) filter, hose (for damage and wear), fittings and engine and pump oils.
10. Instruct the user on the easy way to keep the outside of the spray tip clean from material build-up. Every time you stop spraying for even a minute, lock the gun and submerge the gun into a small bucket of thinner compatible with the material sprayed.

Mike Liska is president of Airlesco by Duřotech

By Mike Liska

Atlas Copco TEX 180H - The First Choice in Hydraulic Breakers

John Kempson has been in the earthmoving business for 25 years, using hydraulic breakers for the past eight. Recently he needed to purchase a second hammer and demonstrated several brands before deciding on the Atlas Copco TEX 180H. The Atlas Copco TEX 180H includes a compact, simple but reliable design to help promote your business.

John Kempson says that apart from the compactness of the breaker there were several other factors which turned him towards the Atlas Copco TEX 180H, such as lack of vibration transmitted back through the machine, low sound levels, one piece body (no sidebolts), maintenance free accumulator and most importantly at 180kg it hits as hard as his other 250kg hammer.

Because of John Kempson's experience in the earthmoving industry he is often called upon to tackle the more difficult jobs and specialises in under house work. The compactness of the Atlas Copco TEX 180H was ideal because at just over 1 metre in height, he is able to get under houses with low clearances.

John is so impressed with the all-round excellent



Mr John Kempson at work with the TEX 180H in Brisbane

performance and reliability of the Atlas Copco TEX 180H that he is in the process of purchasing a second TEX 180H to replace his 250kg hammer.

For further information contact:

Kathy Jack, Communications Manager

Phone (02) 621 -9405

HIRE GUIDE

The first edition of the hire guide was promoted by the Victorian region of the Hire & Rental Association for Spring 1994.

**NOT JUST JUNK MAIL
BUT HAS PROVED
ITSELF TO BE A VERY
EFFECTIVE MEANS OF
PROMOTING HIRE**

With over 360,000 copies circulated by Victorian Hire companies, it proved to be an outstanding success in generating hires, which was reflected by extra equipment being purchased by the participating companies.

The concept of the booklet is to promote "hire" with all the content being directed at the potential hirers urging them to use hire equipment to achieve results more easily, safely, efficiently and reliably.

As the use of the equipment is shown pictorially it is readily recognised by the readers for their particular jobs and provides the impetus for them to do them.

Throughout the booklet the benefits of dealing only from association members is stressed by the fact that from them the hirer could expect safe, reliable equipment and receive the best service from people experienced in the industry.

The success of the first edition can be gauged from the fact that the "hire guide" is very effective over an extended period. Possibly through its different format, is being retained by the public and still referred to 6 months after distribution.

It is proposed therefore that the hire guide will be produced for the Spring and Autumn seasons.

The Spring 1995 edition has now been prepared and a pilot print run is being carried out to enable it to be available throughout Australia. A copy of this will be made available to all hire companies immediately prior to the convention. All association members will have the opportunity to buy copies, with their own company's name on the front cover, for them to distribute throughout their "catchment" area.

The Spring edition of the hire guide will be available only to association members at a cost of 12 cents each (minimum 5000 copies) plus freight.

**Due to tight printing
schedule there will only be
about 1 week available to order.**

ACT NOW!

A PROVEN SUCCESS STORY - NOW AVAILABLE NATIONALLY

As orders will have to close at the end of the hire convention, the following is noted for your assistance in determining your requirements.

The hire guide is designed to be distributed via letterbox drops throughout the area your company services (don't forget the P.O. boxes). To a certain number of copies you require, contact your local letterbox distribution contractor or your post office. They will be able to give you accurate numbers for your area - don't forget to allow some for your counters.

As there will only be about 1 week between pilot booklets being available and orders closing, check your requirements now to be prepared to place your order in time.

On behalf of the Victorian region of the hire association, may I extend thanks to all the companies whose support has brought this project to fruition.

ALL ENQUIRIES PH. 03 9744 1266

Norm Wright

SUNBURY HIRE

HIRE GUIDE 1994 / 95



YOUR LOCAL HIRE ASSOCIATION MEMBER

SUNBURY HIRE SERVICES

158 O'Shanassy Street, Sunbury
Phone: (03) 744 1266 Fax: (03) 740 9189



Easy Wall Forms

Australian ingenuity has surfaced again with a simple, practical product that will change the way people think when it comes to building walls.

It is formwork for building walls that can be set-up almost instantly.

Formwork can be very frustrating because all your time and effort goes into building cumbersome formwork instead of your wall.

With this new product it only takes minutes to form-up meters of wall.

EASYWALL FORMS are ingenious because they are so simple to use and have the versatility that has never been available before in formwork for building walls:

- They are quick and simple to set-up.
- You can adjust them to build thick or thin walls.
- The forms "slip-up" and clamp to the wall you have just built, so you can build walls to any height.
- When you are finished the forms simply collapse

down and stack flat for easy transportation and storage.

EASYWALL FORMS have been designed in consultation with the hire industry to give you a strong and practical product, that includes such features as:

- No threads that can get clogged-up with concrete.
- No cavities where the concrete can get caught, so they are easy to clean.
- Metal bars on the top and the bottom of the forms to protect the formply from damage.

There are several models available, from a commercial two person model to a handyperson model, light enough for one person to use. Whether your customers are tradespeople or the handy person, EASYWALL FORMS will assist them to build all sorts of walls in concrete, rock or earth.

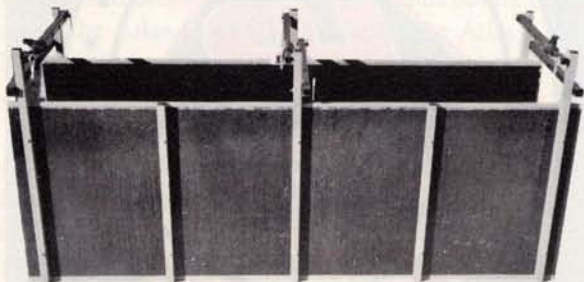
For more information on these EASYWALL FORMS contact Ken Ward on Ph: 02 570 2231 Fax: 02 570 3169 or P.O. Box 247, Oatley NSW 2223.

PORTABLE FORMWORK

TOUGH ENOUGH FOR THE HIRE INDUSTRY

Ideal For:

Construction Contractors, Landscapers, Builders and Do-It-Yourselfers



From \$195
To \$450

Phone (02) 570 2231

Fax (02) 570 3169

PO Box 247 Oatley NSW 2223

EASYWALL FORMS
INSTANT WALLBUILDING FORMWORK

New Tiger Has Bite

A new low cost, compact, petrol drive high pressure water blaster has been released by Aussie Clean. Called the BB109 Tiger the new unit features an effective working pressure of 190bar (2600psi) and a maximum flow of 9 litres/minute. Pump pressure is 100bar.

The unit is claimed to be suitable for all water blaster applications where no ready source of electric power is available. Thus it's ideal for both professional and domestic chores including roof cleaning, household and commercial building maintenance, machinery washdown and is claimed to be ideal for use by local government for cleaning of amenities in parks and gardens.

The new machine comes complete with heavy duty gun and lance, detergent injection, convenient user friendly carry handle and heavy duty skid with anti-vibration mounts. It is powered by a Briggs & Stratton industrial plus or Tecumseh engine depending on customer preference.

Handy options include sandblast kit, car brush, rotary brush, lance extensions, drain cleaner and turbo lance for extra heavy duty applications.

For further information on this press release contact Warwick Lorenz on 02 655 1541.

Hire Industry to play part in cable television

As Optus and Telstra connect Australia up to Cable Television it opens up enormous avenues of opportunity for the hire industry. The huge task undertaken by both companies to put in place the necessary infrastructure to make this possible can be gauged by one example, Leighton Contractors is at present laying 8,500 kilometres of optic fibre cable, that will stretch from Cairns to Perth on behalf of Optus. This operation is expected to be finished in 1997. It is only one of the contracts being fulfilled by Optus at the moment.

Telstra on the other hand hasn't been idle. They have announced plans to spend \$3.9 Billion in building their own network and developing services to run it over the next five years. Telstra aims to have cable TV access to 4 million Australian homes by 1999.

The amount of different type of equipment needed to make this happen should see the hire industry playing a significant part in the operation.

Cable TV of course is only the beginning, once the telecommunication network is in place it provides a platform on which countless applications can be offered to the Australian public. As technology progresses the network will provide the highway by which it will travel. Interactive services in education, telemedicine, home banking, shopping, on line directories entertainment, and telecommuting, are but a few that will become available.

Although America has past the stage of Cable TV installation, in the following article from the ARA magazine, Jeff Griffin writes on one area of hire, the Trenchless industry, that is reaping the rewards of the information highway installation in America.

Trenchless industry continues to break new ground with rentals

A review of current issues of construction-related magazines could lead to the conclusion that trenchless technology is taking over the installation of underground utility lines.

Much of the fiber-optic cable for the information highway is placed underground with sophisticated directional drilling systems. Directional drills and other types of trenchless equipment are used to install miles of power and communication cables, as well as natural-gas and water distribution pipes.

Trenchless technology includes a variety of methods for installing utility lines in the ground without digging a trench or making extensive excavations

(refer to the glossary on page 42 for a list of commonly used terms).

Trenchless equipment will be involved in 35 percent to 40 percent of the nation's underground utility construction on projects that will cost more than \$20 billion this year. Trenchless tools could be doing more than half the underground utility work by as early as next year.

Utility companies and the contractors who serve them are switching to trenchless construction because trenchless methods make installations without extensive surface excavations and because trenchless methods often are faster and less costly than open-cut methods.

The number of people who need to rent trenchless equipment increases each year, while the level of expertise needed to operate the machines decreases. Here's a look at the state of the trenchless-technology industry as it relates to rentals.

Where does the rental industry fit in trenchless construction activity? In fact, trenchless equipment is being rented every day. Pneumatic piercing tools are finding their way into the inventories of a growing number of general rental yards, and some equipment-rental specialists are renting directional-drilling equipment and pipe rammers. Dealers who sell directional drills are using short-term leases to get equipment into the hands of users who, the dealers hope, will purchase them when the lease period ends.

Pneumatic piercing tools entered the rental market first because they are the simplest trenchless tool available.

"Piercing tools require the lowest investment of any trenchless product," said Mark Kern, product manager at The Charles Machine Works, an A.R.A. associate member based in Perry, Okla., that manufactures Ditch Witch equipment and Pierce Arrow piercing tools. "They are a good place to start for a rental store."

"We've seen a big increase in sales of Grundomat piercing tools to the rental market in the last six months to a year," said Chris Braehler, president of TT Technologies, an A.R.A. associate member based in Aurora, Ill.

A piercing tool, also called a mole, resembles a large mechanical writing pen or pencil. Models range in size from 1.75 to 7 inches in diameter. Inside the

steel cylinder is a striking mechanism. When attached to an air compressor, the tools literally pound themselves through the ground. They are used to make short bores beneath sidewalks, driveways and streets.

Adon Equipment Rental, an A.R.A. member in North Olmsted, Ohio, owns 2- and 3-inch Hammerhead tools sold by Vermeer Manufacturing, an A.R.A. associate member in Pella, Iowa.

"We rent them to customers involved in construction," said Don Schmidt of Adon. "The occasional homeowner rental is to someone working in construction who knows how to use them. We rent the tools to contractors, utility companies and landscapers. They use them to avoid cutting walkways and drives."

Another A.R.A. member, Art's Rental Equipment in Newport, Ky., has a 3-inch Hammerhead tool. "In the first six months, we rented it five or six times," said Ken Arlinghaus. "Our customers have been contractors. I think a rental store needs to have at least two sizes, so we're looking at adding a 5-inch tool."

Piercing tools are relatively trouble free and require little maintenance. They are not steerable, so their effective range is limited. Piercing tools require an air compressor, which affords the opportunity to rent this equipment along with the tool. The biggest risk for the piercing tool's owner is having it stray off course and get stuck underground.

"I'd be reluctant to rent to someone who had no experience," said Arlinghaus. "We don't want to lose a tool."

"There are big fiber-optic loops going in in several areas of the country," said Kern. "The potential for short-term rentals is very good."

Much of today's trenchless work is being done with horizontal directional drilling equipment, the glamour machine of trenchless equipment.

Bores are launched from the surface, proceeding downward at an angle. When the necessary depth is reached, the path of the bore is leveled and it proceeds on a horizontal course to the exit point. The location and depth of the bore head are tracked by electronic equipment, which also provides information necessary for steering. Sections of drill pipe are added as the bore progresses. Pipe or cable to be installed then is pulled back through the initial bore hole. Fluid is used to assist the initial bore and to lubricate the hole during pull back.

Compact units for utility work can make bores up to

Trenchless technology: An updated glossary

Several types of equipment fall within the trenchless technology category. The trenchless industry is so new, accepted generic names don't exist for all products, and this has created confusion.

Here is a list of what's what in the trenchless business:

Piercing tools, also called moles. A pneumatic or hydraulic percussive tool that displaces soil during operation. Spoils are not removed from the hole. Piercing tools cannot be guided.

Thrust boring, also called **rod pushing**. A solid rod is forced through the ground hydraulically. Soil is displaced and not removed from the bore hole. Entry and exit pits usually are required. Smaller models have steering capabilities.

Horizontal directional drilling. A drill frame launches a bore from the surface. The path proceeds downward at an angle, then is leveled and guided to the exit point. Electronic tracking equipment monitors the bore's path and provides the information necessary for adjusting its path. Bores exit at a designated point, and a back reamer and the material to be installed are attached and pulled back through the initial hole. Some compact models are self-contained, but mid-size and larger units have separate drill frames with power sources and fluid tanks mounted on a truck or trailer. Most models use drilling fluid to assist in boring and for lubrication and hole stability during pull back.

Pipe bursting, also known as **pipe cracking**. A piercing tool, or special pipe-bursting tool, travels through an existing pipe. Expanders crack the old pipe as the tool moves ahead. New pipe is pulled behind the tool.

Pipe rehabilitation. The installation of lining material inside an existing pipe. Video inspection often is used to evaluate a pipe's potential for this method, which also is called slip lining.

Pipe jacking, or pipe ramming. Open-ended pipe is pushed through the ground with powerful hydraulic equipment. Earth inside the pipe is removed after installation. Entry and exit pits are required. Very large diameter pipe can be installed using this method.

Auger boring. A rotating cutter head drills through the earth while attached to flighted augers that remove spoils. A slow process, but bores can be made in most soils, including rock.

Microtunneling. Laserguided, remote-controlled equipment constructs tunnels too small for people to enter.

150 feet long. Larger utility units can bore to distances exceeding 1,000 feet. Manufacturers and users of directional systems agree that crew training is essential to successful operation, and for this reason, most general

rental businesses are reluctant to invest in directional drills.

Mark Van Houwelingen, product manager at Vermeer, believes directional drills will begin to move into rental stores soon.

"It's in the early stages," said Van Houwelingen. "The equipment is available. The problem for rental stores is the learning time necessary to instruct operators.

"Directional boring is quickly becoming the preferred method of making underground installations, and as more directional boring equipment is used, more and more people will be capable of operating it," he added. "As the number of trenchless projects increases, contractors will need to rent directional equipment to supplement the equipment they own. I see rental needs being mostly for the smaller models."

Holt Machinery Co., Crawford, N.J., has rented piercing tools for several years and the company owns Grundomat tool models in seven sizes ranging from 1.75 to 7 inches in diameter.

"We're a light construction equipment rental store," said owner Mike Holt. "We have a lot of air tools, so piercing tools are a natural part of our inventory. Our customers are contractors, and once you know the product, it isn't hard to teach a customer how to use it."

Holt has gone a step further by adding Grundoram piperamming equipment. "We rent the rammers to a select group of customers who do sewer and water work on jobs too big for piercing tools. They have to go under roads to install pipe from 4 to 10 inches in diameter," he said. "Contractors are recognizing they can rent a rammer for \$1,000 to \$1,200 a day and make a 10-inch installation themselves instead of paying \$5,000 or \$6,000 for a subcontractor to come in and do the job."

Pipe-ramming equipment requires entry and exit pits. The machine is positioned in the entry pit and hydraulically pushes open-ended sections of pipe through the earth. Material inside the pipe is removed after the installation is in place.

"We saw the need for equipment that could do more than piercing tools. We started with the smaller equipment, but we're starting to see bigger jobs coming along," Holt said.

Holt has a full-time salesperson promoting nothing but trenchless equipment.

The Plank Co., an A.R.A. member based in Houston, operates locations in six states. It specializes in renting equipment used in underground construction, including Grundomat piercing tools in a full range of sizes. Plank also rents McLaughlin directional-boring

equipment.

"This is a fast-growing market," said Steve Sicking of Plank. "We are very selective in the equipment we purchase to rent. We don't want a lot of high-maintenance items. No big steel. We have trench shields and trench shoring, pipe pullers, compaction equipment and construction lasers. Piercing tools are very good rental items."

Sicking said trenchless techniques are popular because they cause less surface damage. "We have a trenchless specialist who does nothing but promote trenchless rentals and work with trenchless customers."

Plank promotes directional-drilling equipment with demonstrations. "What happens is we end up doing a job during the demonstration and this results in rentals," said Sicking. "We will sell the directional rigs, too, but the rental income is very good."

Ditch Witch's Kern also believes opportunities for renting directional drills will develop from the growing number of large construction projects.

"There are big fiber-optic loops going in in several areas of the country," said Kern. "The potential for short-term rentals is very good."

Vermeer and Ditch Witch together produce about half the directional drilling units being sold. Dealers for both organizations rent and lease the equipment.

"Rental needs for directional drilling equipment currently are being met by equipment dealers," said Van Houwelingen. "But Vermeer doesn't want to be in the rental business. Our dealers rent because the equipment isn't available to rent elsewhere. We want to sell equipment to the rental industry, which then will rent to end users."

Kern said the rental industry might compare its present situation to what manufacturers faced when they made the decision to design and make trenchless equipment.

"We got into the trenchless business because our customers needed trenchless equipment. The rental industry needs to consider investing in trenchless equipment, because their construction customers need it," he added.

Ditch Witch and Vermeer have brought piercing tools to the A.R.A. convention and other industry shows for several years. At the February A.R.A. show in Atlanta, both companies exhibited directional drills.

Brahler took TT Technologies to Atlanta to promote his company's trenchless product line. "We haven't been to the A.R.A. show for awhile, but got on a waiting list for 1995 and were able to get a spot. We're planning more booth space in 1996."

SYDNEY (SOUTH SIDE) YARD TOUR

This yard tour was held on Wednesday 17th May which must have been the wettest day Sydney has seen all year! Unbelievably heavy rain fell for most of the day, however, this did not deter the 40 or so Hirers who turned up at National Hire, Caringbah as the first yard of the tour.

Stan Macey and his son Justin of Meghaven Hire very kindly drove two of their twenty seater buses up from the South Coast as transport for the tour. Thank you Stan and Justin very much for your time and generosity!

Thanks should also go to National Hire and Coates Hire for providing the coffee and biscuits etc. Some photos of the tour shows each yard visited, National Hire, Spot On Hire, Howes Hire, Coates Hire and Able Sutherland Hire.

The Association thanks all those Hire Companies for their involvement on the day! Maurie tells me it was a terrific afternoon. Hopefully everyone gained something from being there.



National Hire's Yard



Coates Hire Yard



*Stan Macey (Right), Justin Macey from
"Meghaven Hire"*



Able Sutherland Hire's Yard

NEW SOUTH WALES REGION - NEW MEMBERS

We welcome the following:-

NEW MEMBERS

Mr. Rose Campbell
Campbells Hire Service
30 Dangar Street
NARRABRI NSW 2390
Tel: (067) 924 522
Fax: (067) 924 077 (G,P)

Mr. John Miller
Central West Equipment Hire Pty. Ltd.
13 Peisley Street
ORANGE NSW 2800
Tel: (063) 622 088
Fax: (063) 622 160 (Cons,G)

Mr. Michael Cook
Walders Goodtime Hire
352 Liverpool Road
ASHFIELD NSW 2131
Tel: (02) 797 9200
Fax: (02) 797 9588 (P)

ASSOCIATE MEMBER

Mr. Ian Juster
**Honda Australia Motorcycle & Power Equip-
ment**
81-83 Station Road
SEVEN HILLS NSW 2147
Tel: (02) 838 7665
Fax: (02) 838 7885

EWP DIVISION - OWNER USER GROUP

Mr. Ray Dean
City Group Pty. Ltd.
P.O. Box 36
MITCHELL ACT 2911
Tel: (06) 241 3344
Fax: (06) 241 2468



Howes Hire Yard



*Maurie Abbott, Todd Eastburn
- Spot-On Hire*

The Airlessco Little Pro

□ NO PULSATION

Spray Feature makes it excellent for stains and lacquers.

□ **THE MOST RUGGED COMPACT** airless pump sprays latex, enamels and a wide range of coatings.

□ INDUSTRIAL GRADE 1/2 HP

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

□ **TRIPLE LIFE PACKING SYSTEM** for longer packing life.



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

Distributed by



Cormack Group Pty.Ltd.

25 Garling Rd.

Kings Park 2148

Phone: (02) 830 0000 Fax: (02) 830 0097

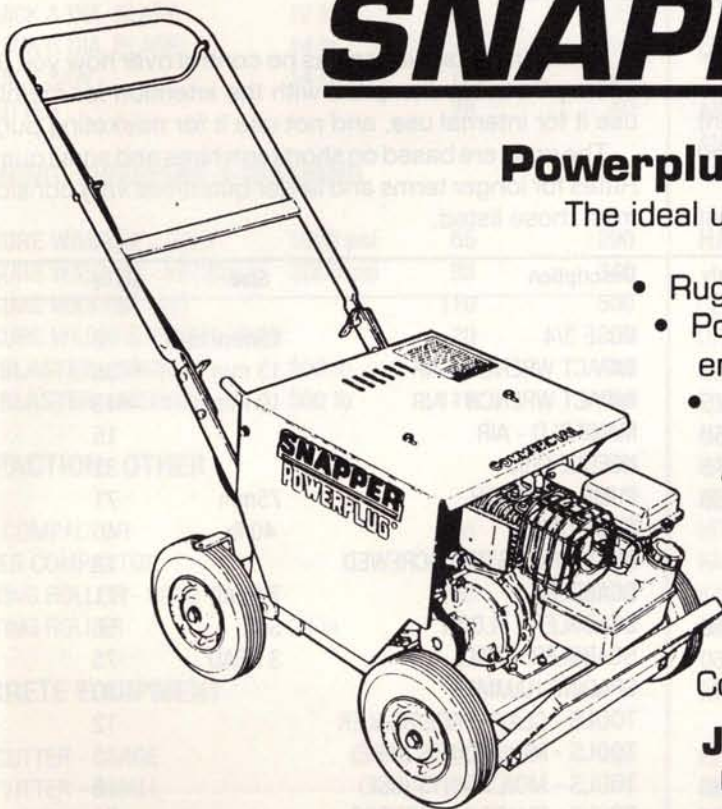
ADVERTISERS INDEX

Name	Page	Name	Page
All Access Applications	48	Jaden Mini Loaders	Back Cover
Australian Portable Dancefloors	58	JLG	C/ Spread
Australian Pump Industries	31	JLM Industries	73
Atlas Copco	49	Kango Construction Tools	12-13
Baytex Manufacturing	57	Kubota Tractors	51
Champion Compressors	9	Lincoln Electric	37
Compact Jukebox Hire	61	Makita	44
Cormack Group	69	Mole Engineering	I/B/Cover
Crommelins	31	No Bolt Scaffolds	54
Dembicon	36	OAMPS	4
Easymix	63	Oldfields	34
Easy Wall Forms	66	Quins Canvas	59
Flextool	24	Robian Sales & Marketing	61
GIB Computer Systems	7	Sewer Equipment Company	42
Hatz	42	Snorkel	51
Hills Industries	8	Trilogy Business Systems	I/F/ Cover
Hitachi	33	Victa	45
Hoecker Structures	60	Viking Powerclean	54
Homilite Textron	47	Wacker Australia	39

SNAPPER[®]

Powerplug[®] Core aerator

The ideal unit for your hire fleet.



- Rugged construction
- Positive crankshaft action ensures direct tine insertion.
- Low cost, stainless steel tines – easy to replace.
- Low cost nylon bushes fitted to all bearings.
 - Powered by Briggs & Stratton 5hp Industrial/Commercial engine.
 - Self propelled, easy to operate.

Contact: –

JLM EQUIPMENT PTY. LTD.
UNIT 3, 42 LANCASTER STREET
INGLEBURN, NSW 2565.
PH (02) 829 3799 FAX (02) 829 3482

HIRE ASSOCIATION OF AUSTRALIA (NSW REGION)

Recommended Hire Rates List

August 1994

INTRODUCTION

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

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

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

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

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

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

This will impact the ability of members to replace equipment

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

RECOMMENDATION ONLY

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

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

ITEM NAMES AND GROUPING

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

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

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

ETHICS

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

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

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

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

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

BARRICADES, PLATES & SHORING

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

BRICK & PAVING

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

CLEANING, SWEEPING & WASHING

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

COMPACTION- OTHER

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

CONCRETE EQUIPMENT

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

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

COOLING & HEATING

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

ELECTRIC TOOLS & EQUIPMENT

DRILLS

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

GRINDERS

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

HAMMERS

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

MISCELLANEOUS

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

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

SANDERS

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

SAWS

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

ELEVATING WORK PLATFORMS

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

ENTERTAINING & PARTY

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

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

EXCAVATING, LOADING & TRENCHING

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

FASTENING EQUIPMENT

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

FLOOR & CARPET CARE

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

GENERATORS

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

HOISTS, ELEVATORS & CONVEYORS

BLOCK ELEVATOR		64	256
BRICK ELEVATOR		64	256

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

LADDERS, TRESTLES & PLANKS

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

LANDSCAPING & GARDEN

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

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

LIGHTING

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

MATERIALS HANDLING

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

MISCELLANEOUS

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

MOVING AIDS

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

Description	Size	Daily	Weekly
PAINTING & DECORATING			
AIRLESS SPRAY PAINTER		120	480
LINE MARKER - AEROSOL		28	84
PAINT STRIPPER - ELEC		30	90
PAINT STRIPPER - GAS		30	90
SPRAY GUN		22	66
SPRAY OUTFIT HP COMPLETE		60	240
SPRAY OUTFIT LP COMPLETE		45	135
WALLPAPER STEAMER		32	96
PLUMBING			
DRAIN RODS		26	78
DRAIN SNAKE - MANUAL		26	78
ELECTRIC EEL	48 Ft	62	186
ELECTRIC EEL - EXT	8 Ft	9	25
PIPE BENDER HYDR	50 mm	40	120
PIPE CUTTER	100 mm	25	75
PIPE CUTTER - EARTHENWARE		28	84
PIPE THREADER - MANUAL	25 m	28	84
PIPE THREADER - ELECTRIC	100 mm	125	500
PIPE VICE & STAND	In	15	45
PRESSURE TEST BUCKET		28	84
SOLDERING IRON - GAS		26	78
STILSON WRENCH	100 mm	18	54
PUMPS			
CENTRIFUGAL PUMP - PETROL	50 mm	62	248
DIAPHRAGM - PETROL	50 mm	67	268
FLEX SHAFT PUMP & MOTOR		65	260
HOSE - 2" LAYFLAT	15 m	10	30
HOSE - 2" SUCTION	6 m	12	36
HOSE - 3" LAYFLAT	15 m	12	36
HOSE - 3" SUCTION	6 m	14	42
SUBMERSIBLE	19.25 mm	34	102
SUBMERSIBLE	50 mm	63	189
WATER BED PUMP		34	102
SCAFFOLDING, PROPS			
A-FRAME SCAFFOLDS - BRACES		0	2
A-FRAME SCAFFOLDS - FRAMES	1.5 m	0	6
ALUMINIUM TOWER	2 m	49	145
ALUMINIUM TOWER	3 m	60	210
ALUMINIUM TOWER	4 m	70	245
ALUMINIUM TOWER	5 m	78	308
PROPS		0	12
TARPAULINS			
TARP	18x12	40	60
TARP	24x18	48	72
TARP	36x24	60	90
TRAILERS			
BIKE TRAILER		40	120
CAR TRAILER	1.5 Tonne	70	210
HORSE FLOAT - TRAILER - BOX	DOUBLE	70	210
	6x4	30	90

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

TRUCK RENTAL RATES

Description	Daily	Weekly	Exs.Kms
OTHER			
2 TONNE TIPPER	140	840	.27c
3 TONNE TIPPER	160	960	.27c
MINIBUS 12-15 SEAT	125	688	.25c
TABLE TOPS			
2 TONNE 3.4M (11')	115	690	.27c
2.5 TONNE 4.2M (14')	130	715	.27c
4 TONNE	135	810	.30c
UTILITY	80	480	.23c
VANS			
1 TONNE HIACE	95	570	.25
2 TONNE VAN	128	770	.27
3 TONNE VAN	142	832	.27
4 TONNE VAN	158	950	.30
6 TONNE VAN	178	1070	
TAILGATE LIFTER	25	150	
DRIVERS UNDER 25	20	120	

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

PORTABLE BUILDING

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

Size	Hire charges per week
ABLUTIONS WET BLOCKS	
Average hire period 0 to 5 months (65 weeks)	
2.4M X 2.4M 2/0	73
3.6M X 2.4M 2/1	85
4.8M X 2.4M 3/1	116
6.0M X 2.4M 4/2	123
SHED MISCELLANEOUS	
SHED AIR CONDITIONER	20
CHANGE ROOM BENCH (PER LINEAR METER)	2
CUPBOARDS & SINKS	7.50
DESK	6.50
EXHAUST FAN	4
FILING CABINET	6.50
HOT WATER URN	4
LOCKERS (CLOTHES)	1.50
OFFICE CHAIRS	4
PIE WARMER	7.50
PLAN BENCH (PER LINEAR METER)	2
REFRIGERATORS	6
STRIP HEATER	3
TABLES	3.50
WATER COOLER	14.50
ZIP HEATER	20
CHAIRS	1.50

Size	Hire charges per week
CONTAINER	32
HALF CONTAINER	32
DELIVERY RATES	
MINIMUM (BASED ON EASY LOADING 1 PERSON)	\$15
ALLOY SCAFFOLD, "A" FRAMES 1 - 20, COMPRESSORS (TOWABLE), WELDERS. LIGHTING TOWERS (TOWABLE) TOILETS, 28" ROLLERS CHERRY-PICKERS, MANLIFTS, ELEVATORS	\$45
FORKLIFTS, BOBCATS, TRACTORS, ROLLERS 20 - 35 KVA GENERATORS, DUMP TRUCKS	\$75
70 KVA PLUS GENERATORS, R65 DITCH WITCH, BACKHOE	\$100
ELEVATING WORK PLATFORMS TO 40'	\$160
SHEDS/CONTAINERS TO 7.2M	\$110
WIDE LOAD	\$130
OVER 7.2M (SEMI-TRAILER)	\$415
WEEKENDS AND PUBLIC HOLIDAYS 150% OF NORMAL RATES	

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

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

New Ditch Witch 1020

It's time to increase your expectations about the world's best-selling handlebar trencher

How could we improve the most popular 10-HP-class pedestrian trencher ever made? It wasn't easy. We started with the most advanced, reliable and productive trencher in its class. Then we listened to suggestions from 1010 owners—people who know the value of an easy-to-use, low-upkeep trencher. With their help, we produced a machine with more features, productivity and value. The new 1020.

Three engines offer powerful new choices.

The 1020 comes with your choice of three overhead valve gasoline engines. These quiet, clean-operating, fuel efficient power plants are 11-HP-class engines and are designed to meet all California emission standards. They offer an extra power advantage for harder trenching conditions. Choose from a Kohler Command Series CH11, Wisconsin Robin Sovereign WO1340 or Honda GX340 engine.

Complete machine control is within your grasp.

No compact trencher is easier to run than the 1020. All controls are within easy reach of the operator. The ignition switch is positioned and recessed to guard against accidental key breakage. The pump clutch is grouped with the other controls for easy accessibility.

Controls are colour coded for easy identification. The digging boom raises and lowers hydraulically. An interlock start module is designed to automatically stop the machine should the operator's hand leave the handlebar control.

The 1020 works as hard as you do.

A closed-loop hydraulic ground drive permits infinitely variable ground speeds to match digging conditions. Combined with a powerful,

mechanically driven digging chain, these two features enable the 1020 to outperform anything in its class. Two digging booms, 24- and 30-inch length, have a large tail roller for smooth, efficient trenching action. The 1020 digging booms can be equipped with an optional 33K mining bit chain for productive trenching in harder soil and rocky conditions.

For maximum trenching traction, the 1020's axle lock engages both drive wheels, or frees one wheel for easy maneuvering around the job.

A machine you can trust to be reliable.

Everything about the 1020 is made to be reliable and easy to maintain. Its headshaft gear box eliminates drive chains and their upkeep. The gear box reduction ratio has been improved for added reliability. And should the gear box need service, it's easily accessible without removing it from the machine.

Routine maintenance is a snap. There are just three grease zerks: one on the digging boom pivot sleeve, one on the axle lock, and one on the trail wheel.

1020 trenches through tight spots.

Confined job sites are no problem for the 1020. Its compact body fits through yard gates and goes where bigger trenchers can't fit. The 1020 is balanced for easy job site maneuvering and trailering. Turftires are also available to maximize flotation in loose soil conditions.

ProTech® Total Support backs you all the way.

Like every Ditch Witch machine, the 1020 comes with an exclusive advantage no competitor can match. It's the ProTech® Total Support System of professional Expert Care service and genuine Ditch Witch parts. No one protects your investment like Ditch Witch.



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

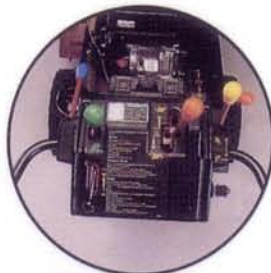
Less is
more.

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.

DISTRIBUTED BY:

MOLE

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

GROUP OF COMPANIES 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



Ditch Witch[®]
The Underground Authority.
WORLDWIDE

INCREASE YOUR PROFITS \$\$\$

PROVEN - BEST HIRE INCOME EARNER \$\$



Australian
Design Award



Australian Design Council

QUICK CHANGE ATTACHMENTS

- 4 in 1 Bucket
 - Trencher
 - Posthole Borer
 - Augers 6" to 14"
- Tree Planting Augers
 - Rotary Broom
- 2 Cubic ft Mixing Bowl
 - Lifting Forks
 - Drum Handler
- Two Blade Ripper
- Carry All/Leveller
 - Poultry Bucket
 - Hydraulic Tools
 - Front Hoe Arm

JADEN
PTY. LTD.
LOADERS

A.C.N. 010 875 865

43 Alex Fisher Drive Burleigh Heads Qld Australia

P.O. Box 54 Burleigh Heads 4220 Qld Australia

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

Int: +61 75 93 4567 Int Fax: +61 75 93 4398