

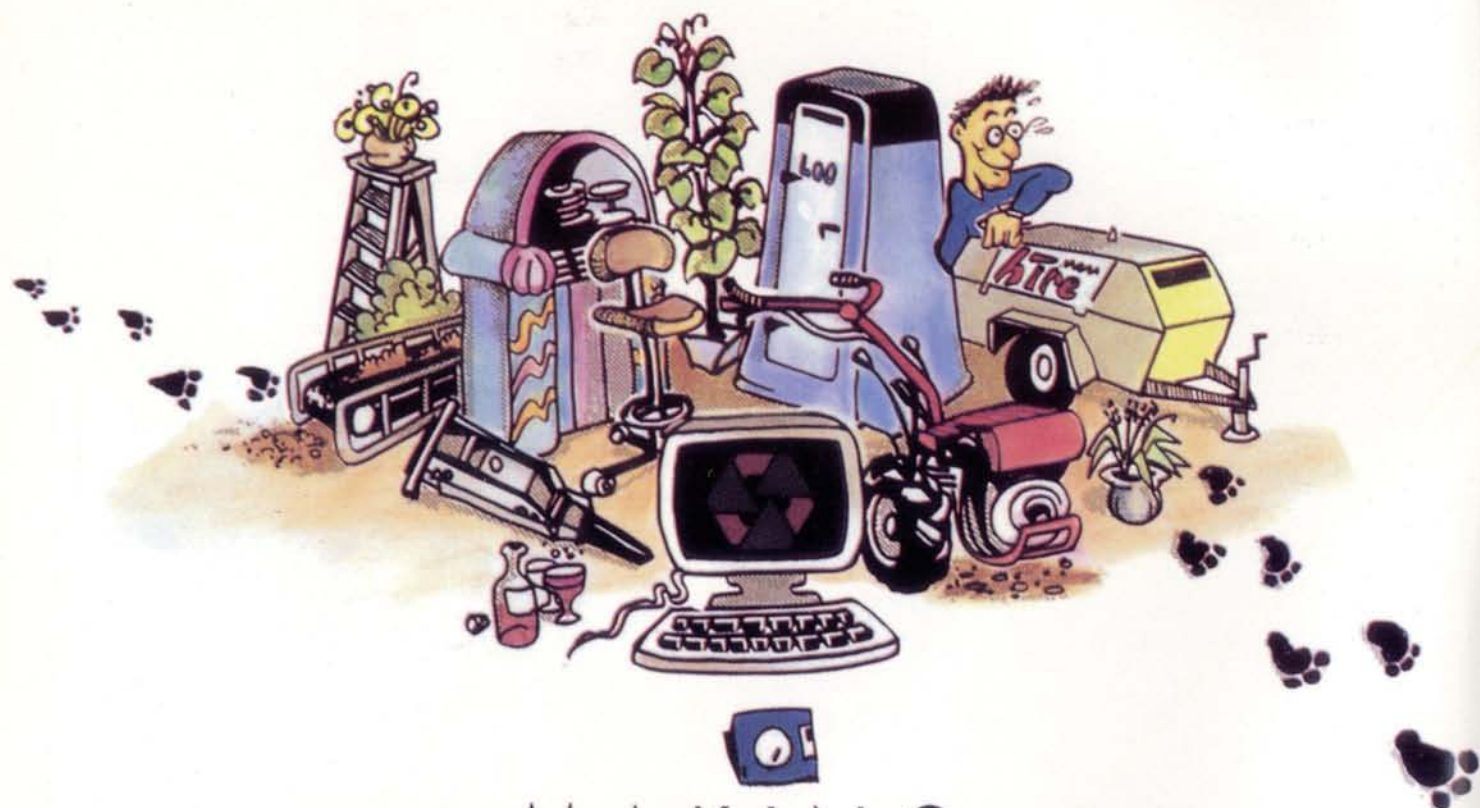
HIRE and RENTAL

Industry Quarterly

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

FEBRUARY 1996

GROVE MANLIFT COMES TO AUSTRALIA PAGE 19



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PRESIDENT'S REPORT



RICHARD CROMMELIN PRESIDENT

1995 is finished and from the discussions with many rental companies and suppliers around Australia, it seems to have been a mixed year, with differing results in different states and also with some areas experiencing stronger demand than others.

We have a changing industry - new players are entering the market and increasing legislation is ensuring that we constantly have to adjust our business and train our staff to make sure we are complying, not only with different laws, but with changing customer and market needs.

This is the time when your Association becomes even more relevant, and it is extremely pleasing to see that our membership continues to grow, because a united industry will continue to strengthen and grow.

Since the last Convention surveys have been carried out by the National Association to try and determine why our attendances at the National Convention were such a small percentage of our membership, and how we could become more relevant to our membership. This was driven as well by our associate members, who put in a lot of time and expense to support the National Convention with a Trade Show.

The results from these surveys have been helpful in formatting our National Convention in Sydney this year, and hopefully will receive you support in attending and your guidance afterwards in how we can keep improving.

I have just returned from the American Rental Convention held in January in California. Once again I was surprised by the number of international delegates, and particular those from Australia and New Zealand.

One of the most positive ideas that is being worked at the moment in the USA is a group of non-competing progressive Hire Companies, at various locations throughout America, who get together to compare business ratios and act as external consultants and advice givers to other groups members. What a great idea, and from all reports, providing great benefit to those participating companies. What about hire companies in Australia getting together and trying this?

This is my last President's report before our Annual General Meeting.

I have enjoyed immensely the honour of being your National President and have learnt a lot through my involvement.

I would like to take the opportunity to thank all the rest of the National Committee for their assistance, advice and support, as well as the help I've received from many in the industry.

Your Association, both at National and State levels, is filled with people who give of their time and expertise to ensure the ongoing growth of our industry.

Please support them and get involved. It's worth it.

Thanks for your support.

RICHARD CROMMELIN

United We Stand, Divided We Fall

As the nation prepares to go to the polls to determine whether Paul Keating's Labor Party will be re-elected, or a Liberal Government will come to power for the first time since 1983, there are other bodies who are anxiously awaiting the outcome. Not the least of these is the union movement.

The thirteen year period of the Labor Government has seen the most harmonious period of industrial relations ever in this country. The main theme of the successful relationship between the Government and the unions and industry has been the Accord. Beginning in 1983, the Accord brought the ACTU, the Federal Government and industry together. The early phases of the Accord saw the implementation of full wage indexation, but as the labour market became more flexible, productivity improvements became a feature and an important consideration, leading to our present situation of collective as well as enterprise bargaining.

The apparent success of the Accord in delivering this relatively successful period of industrial co-operation, has not flowed through to praise for unions by union members. Union membership has fallen from 49.5% of the workforce in 1982 to 35% today. Compounding this is the present situation where members are deserting the ranks at a rate of 2,500 per week.

It may be that the industrial harmony created by the Accord has worked in reverse; the employee no longer seeing a need for union membership. With the government keeping a close eye on health and safety in the workplace, the Unfair Dismissal Act protecting the employee, and a non unionist having the ability to enter into his own enterprise bargaining arrangement with his employer, there is very little room for the union to be involved.

The ACTU have made it quite plain where their political preferences lay. ACTU secretary, Bill Kelty, at the last Accord launch made the off-the-cuff remark. "this couldn't have happened under a Liberal Government". New ACTU President, Jeannie George,

has also promised the unions' financial support towards Labor's election campaign, also declaring that the union movement would fight any changes to the present system of industrial relations, should the Liberals win the election.

It may be that a Liberal victory is the best hope for the survival of the trade union movement. In view of the trend under a Labor Government, there does not appear to be any reason why the present diminishing membership shouldn't continue. However, a Liberal victory would see important changes in the industrial relations system, possibly resulting in a confrontation between the unions and the Liberals. This confrontation could result in many employees seeing their conditions and income at threat, and may bring them back into the union fold. Equally it could further alienate the union movement, it being seen as an impediment to the industrial reforms which business is generally in favour of.

Whichever way the election goes, and however the unions react to a possible Howard - Liberal government, the future of unions in Australia does not look promising. Australia may be moving the way of America, where unions play a minor role in the industrial scene, being only important in some sectors such as construction and in stevedoring. Individual contracts between employees and their employers may become the way of the future, and by this, the unions can be left out of the negotiation process. This would reduce the role of unions even further, and questions would arise as to their usefulness.

Irregardless, unions will not just collapse tomorrow, or even in the next few years. The historical process that saw the rise of the union movement in Australia was a long and interesting one. Certainly, their decline will be viewed by many with great interest, especially by those of us who saw them at their most powerful.

Greg Kelson

HIRE and RENTAL Industry Quarterly

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Industry Quarterly

OFFICIAL JOURNAL OF THE HIRE & RENTAL ASSOCIATION OF AUSTRALIA

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Steve Donnelley Hireman of the Year **Page 21**

Steve Donnelley, from National Hire, the 1995 annual Service to the Industry Award Winner.

Equipment Exhibitions **Page 29**

Can the Hire Association bring back the numbers?

Welcome to the Computer Age **Page 35**

The 1st. of a six part series on Computers and their benefits to the Hire Industry.

Grove Manlift comes to Australia **Page 19**

One of the worlds leading Access Equipment manufacturers bring their Manlift Range to Australia.

1996 National Convention and Exhibition program **Page 10**

Cover:
Grove Manlifts
Telescopic Boom

Spread it around.

The trouble with insurance premiums is
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The Editor

With the focus on safety in Hire these days, we felt that the members may appreciate the following picture & story.

Our Frankston Hire Centre on the Mornington Peninsula recently hired a chainsaw & safety kit to a casual hirer.

During our now mandatory company policy of safety & operating instruction at the time of hire, the customer was advised of the protective benefit and purpose of the chaps seen pictured.

Some time later he returned a little shaken but none the worse for wear after a very close shave. The razor sharp, spinning chainsaw blade had come in contact with his leg and fortunately the chaps had stopped the blade instantly avoiding a nasty injury.

Although the chaps are no longer suitable for use and cannot be repaired we believe the investment in them to be very worthwhile. We also expect our customer to be a great ambassador for B.E. Hire over the coming months.

Is B.E. Hire the first hire company in Australia to have a home page on the internet world wide web? Check out our page:

<http://www.melbourne.dialix.oz.au/~wtb>



Dear Greg,

Please find enclosed a picture which could be of interest to your readers. The crocodile featured in the photographs was captured in the Roper River after a trap had been set by Conservation Commission Rangers at the boat ramp at Ngukurr Aboriginal Community approximately 350km south-east of Katherine from here it was transported in our car trailer to the NT Crocodile Farm, some 280km north of Katherine, where it will remain in captivity.

The crocodile was caught by experienced Conservation Commission Ranger, Patrick Carmody and was approximately 4m (12') long.

John Charles, Macs Hire, Katherine



The Editor

First let me thank you for inviting the public to write in and comment on the hire industry. I would like to relate to you my experience recently with a local hire company and how their advice saved me money and the chance of making worse a job of cleaning my carpets at home.

Bright and early last Tuesday I phoned their office on the Princes Highway Springvale. The phone was answered eventually by a person called Holdar Linemate. We seemed to lose contact immediately, but surprisingly he came back on after a while having cleverly guessed my name. He said "Are you Wright?" I replied "Why yes." Upon which we seemed to lose contact again. It was not very long before I heard a different person asking if anybody was attending to me. I told him Holdar Linemate.

A little while later Holdar came back on the line. He asked if I was Wright so I knew he had been trying to keep in contact with me. But blow me down, just as I began to state my business, this infernal music that had been crossing our line all morning began again. Then almost as suddenly it stopped. Holdar's voice came through loud and clear. "You there mate, we've got a couple in stock, you'll need a licence and we'll want \$100.00 deposit" Well I was astonished to say the least!

To think that one would require a licence to operate a carpet cleaner and how on earth Holdar had accurately guessed my requirement "Very clever these hire people" I told Martha while we waited. I thanked Holdar and was about to hang up when he replied, "when for?" Thinking I had missed something with our bad phone line I said "Pardon me" He asked "When will I hold her for?" I said I would have to apply for a licence first and call him back tomorrow. We were so well acquainted by now that Holdar told me "oh a licence is not really essential have you got a Medicare card? Struth what could happen? I didn't want to take any unnecessary risks.

I asked him if I could get into any trouble. He said I'm quite new here just a minute and I'll find out."

I think the phone must have slipped out of his hand then because I was deafened by a noise as if the receiver had hit the desk top I was still soothing my ear and just finishing my lunch when he returned. "If you use it near Reo you might bugger the diamonds." I told him I was going to clean my rugs at home and we had no plans to go to Rio! I was intrigued about the diamonds he had mentioned so I asked him to qualify this comment. He said he wasn't sure being new and all that, diamond wheels "I think".

At this point I was most unsure as to whether I might perform a seemingly simple chore without getting into a whole lot of trouble. I called out to Martha she was preparing tea. I was saved by Holdar's next comment though. I decided to cancel the job. After all a little bit of dust never hurt anyone! Holdar suggested it was not really worth cleaning my carpets until after I had completed my hire and returned the machine, because it creates hell of a lot of dust.

I feel these few hours on the phone were a great investment especially when I think of the strife I could have been in. I suppose I must have saved myself forty dollars too.

Yours deceptively

Nev & Martha Wright

125 St. Georges Road

TOERAG VIC 3141

Concrete Internal Vibrators

The use of internal vibrators on sites is generally taken for granted, since interest is directed normally towards the larger and more expensive equipment. Nevertheless, as every concrete pour relies on the quality and efficiency of its vibrators, a knowledge of the different techniques used for their design must be of importance.

Why compaction?

To obtain the high concrete strengths demanded in present-day building operations, air voids must be eliminated in order to achieve greater density within the aggregate. With vibration, concrete can be brought to its optimum density. The compaction energy required is more or less determined by the composition of the concrete, since each concrete calls for a particular degree of vibration. Vibration is the transmission of high frequency pulses into the concrete. This way, amplitudes and accelerations are transmitted to each single grain, producing a relative movement amongst the particles. The level of friction and cohesion is lowered, the concrete becomes fluid and air is driven out.

Which frequency?

Scientific tests have shown that good compaction is achieved if the frequency of vibration coincides with the resonance frequency of the grains, this frequency being dependent on their size. Large grains react to a low frequency whilst smaller grains to a higher frequency.

Today's internal vibrator operates at around 12000 rpm to achieve the best results economically and technically

Vibrator types

A) Flexible shaft vibrators

These were the first type of internal vibrators to be introduced to the world market and have justified their existence to the present day.

The flexible shaft-driven internal vibrators represent a combination of appliances. They consist of a drive unit (petrol, diesel, electric), a flexible shaft guided by a protective hose, and vibrator heads of different diameters according to the site requirements. Vibration is the result of a centrifugal force,

which is directed at each point of the vibrator diameter with a particular frequency. The out-of-balance weight in the vibrator head is normally designed to act as a pendulum. The drive for the pendulum is provided by a flexible shaft revolving at approximately 3000 rpm. The conversion to 12000 rpm is performed by the pendulum itself. The increase in the working rpm in the vibrator depends on a specific relationship between the inner diameter of the casing and the outer diameter of the pendulum.

In conventional pendulum vibrators, the pendulum race is located at an area near or in the nose cap. The centrifugal forces are distributed along the entire length of the pendulum, putting pressure on to the race at the tip and the self-aligning bearing as well as the seals on the other end of the vibrator head. The WACKER design has the pendulum race and the raceway in the housing arranged in such a way that the created centrifugal forces from both sides of the pendulum are counterbalanced. The self-aligning bearing and seals are therefore free of all load and have a guiding function only.

Due to the contact pressure on the race - together with exceedingly low rolling resistance in the self-aligning bearing - it guarantees excellent starting, non-slip rolling and a natural resistance to grease from the shaft entering the vibrator head. This will make the pendulum slip and stop vibration.

WACKER supplies internal concrete vibrators of all types worldwide. Whilst WACKER's "Motor- In - The- Head" and "Pneumatic"-vibrators come from Germany, the Flexshaft-Vibrators and Drive Units are manufactured right here in Australia (Melbourne) and are exported to WACKER associate companies all over the globe.

For more details contact your local WACKER branch office.

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Rollers

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



Trench Rollers

2 models - 4 versions
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Remote control available

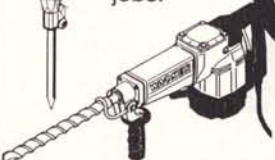
Vibro Plates

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



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23kg breakers for the toughest jobs.



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Powerful 10kg electric and 5kg pneumatic Hammer Drills.

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



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Vibrators & Drive Units



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



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UPCOMING EVENTS

CIVENEX

Victorian annual civil engineering Exposition
 Werribee Park
 Werribee
 Victoria
 20 -21 March 1996
 Contact: Keith Wood
 Tel: (03) 9699 2660

IMEA Engineers Field Day

Penrith Panthers
 Penrith
 NSW
 27 -28 March 1996
 Contact: Bob Hyman
 Tel: (02) 267 523

CON EXPO '96

Las Vegas Convention Centre
 Las Vegas
 20 - 24 March 1996
 Contact: CME 111 E,
 Wisconsin Ave.
 Milwaukee WI 53202
 Tel: (414) 272 0943

HANOVER FAIR '96

International Industrial Exhibition
 April 22 - 27, Hanover, Germany
 Tel: + 49 511 890
 Fax: + 49 511 8932630

SED

Construction Equipment Show
 Co- sponsored by 'Cranes Uk' &
 'Access International'
 May 14 - 16, Milton Keynes,
 UK
 Tel: +44 181 652 4810
 Fax: + 44 181 652 4804

New Zealand Hire & Rental Convention

Auckland
 6 -8 August 1996
 Contact: Kelvin Strong
 N.Z. Hire Association
 Tel: 0011 64 4 473 6514
 Fax 0011 64 4 473 2930

APEX 1996

International Powered Access Federation
 Maastricht
 Netherlands
 September 1996
 Contact: Tim Whiteman
 APEX 1996
 Conference Director
 Southfields Rd.
 Wadhurst
 East Sussex TN5 6TP
 United Kingdom
 Fax: + 44 (0) 1892 784086

Hire & Rental Association of Australia National Convention

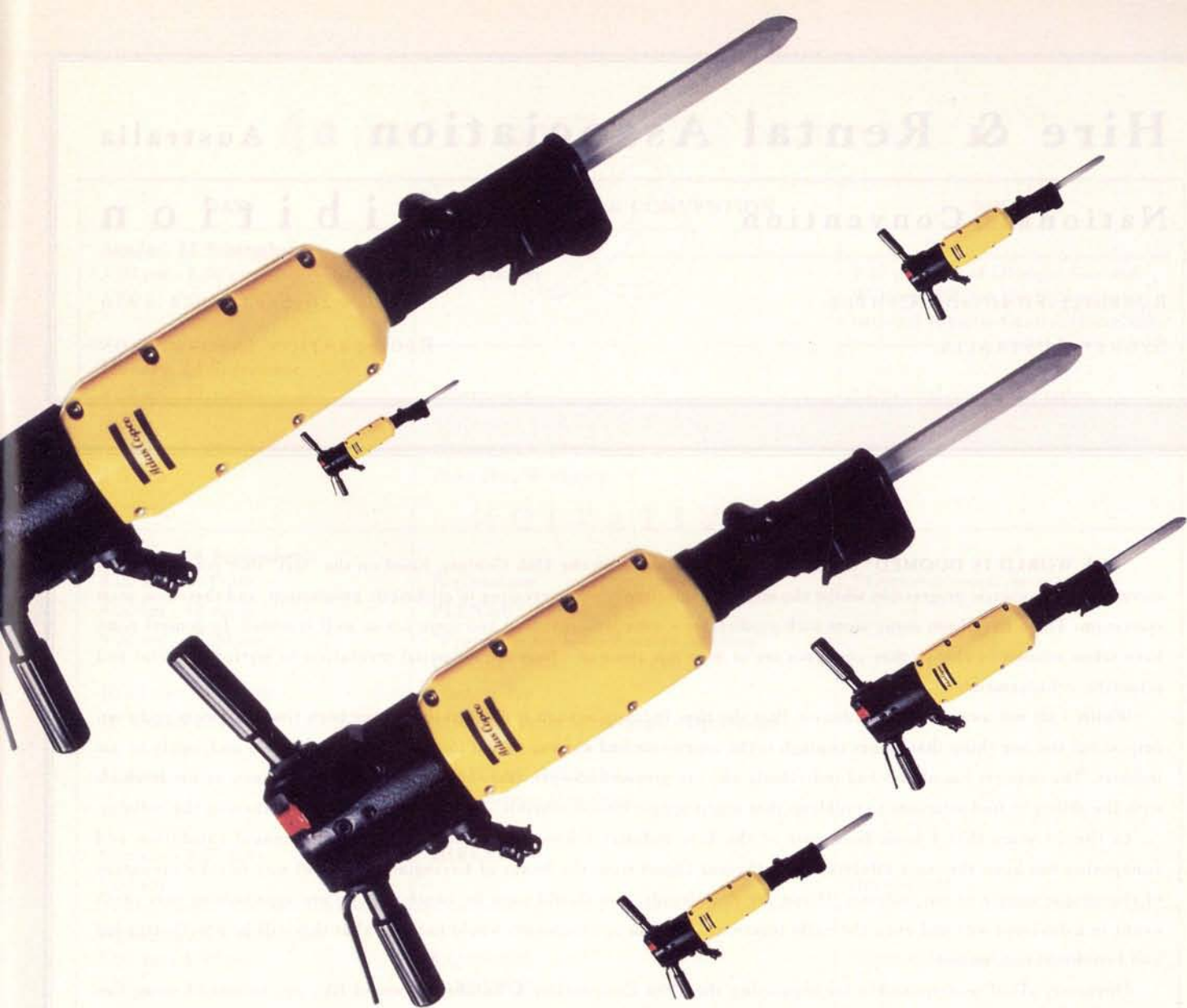
Rosehill Gardens Function Centre
 Rosehill
 22 - 26 September 1996
 Contact: HRA
 Tel: (02) 9957 5792
 Fax: (02) 9956 7004

Expo '96

Western Rental Equipment EXPO
 San Diego, California
 October 1-4
 Contact:
 California Rental Association
 P.O. Box 1967
 216 N, East Street
 Woodlands, CA 95776
 Tel: 916 666 4337
 Fax: 916 666 1233

SAIE '96

International Building Exhibition
 October 18 - 20 Bologna, Italy
 Tel: + 39 (0) 51 282 111
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Hire & Rental Association of Australia

National Convention & Exhibition

ROSEHILL FUNCTION CENTRE
SYDNEY AUSTRALIA

22 - 26 SEPTEMBER 1996

REGISTRATION INFORMATION

INVITATION

"THE WORLD IS DOOMED" in the words of T R Malthus in the 18th Century, based on the "fact" that population was increasing in geometric progression whilst the means of subsistence was increasing in arithmetic progression, and therefore, mass starvation. There have been many more such predictions - some well reasoned and some not so well reasoned. In general none have taken account of change they could not see or were not aware of - from the industrial revolution to myriad of social and scientific achievements.

Whilst I am not aware of any prediction that the Hire Industry as such is doomed there have been times of gloom and even despair but the one thing that shines through is the supportive and sharing nature of the people who operate and supply to our industry. The industry has always had individuals who are prepared to open their minds and try something new and individuals with the ability to find solutions to problems that might appear insurmountable - and - then share it with others in the industry.

In the 26 years that I have been part of the hire industry I have found that attending the annual exhibition and convention has been the most effective and efficient (apart from the bonus of having a great time) way to take advantage of the unique nature of our industry. If you are not already, you should soon be aware that we are approaching this year's event in a different way and even the early reactions and firm commitments would indicate that this will be a well attended and beneficial convention.

Obviously all of us responsible for organising the 1996 Convention & Exhibition would like you to attend so we can feel good, for having run a successful event. On the other hand - we, will attend - we, will enjoy ourselves and, most important we, will benefit - we urge you to attend on this basis.

Rob Christie - Convenor, Organising Committee

SYDNEY - YOUR HOST CITY

Sydney, the gateway to Australia and the capital of New South Wales, is situated on one of the most beautiful harbours of the world. Sydney is the largest city in Australia with a cosmopolitan population of almost 4 million.

Sydney is a most spectacular city - sophisticated, full of adventure and ever changing. It is a city with everything: a glorious harbour, sunny beaches, exciting sporting events and a superb climate. You will find an endless programme of inspiring art and cultural activities, festivals and special events, exotic restaurants, varied night life and excellent shopping.

Come and see Sydney for yourself - the city that is really a great place to visit and indisputably one of the world's most beautiful cities.

ORGANISING COMMITTEE

Rob Christie - Christie's Hire Service. Stephen Donnelley - National Hire Pty Limited. Gordon Esden - Consultant
Allen Forbes - Coates Hire. Peter Lancken - Kennards Hire

CONVENTION & EXHIBITION SECRETARIAT

Professional Conference Management Pty Ltd

PO Box 547 Manly NSW 2095 Australia Telephone: +612 9976 3245 Facsimile: +612 9976 3774



PROVISIONAL PROGRAMME

DAY	EXHIBITION & CONVENTION	SOCIAL
Sunday, 22 September 3.00 pm - 6.00 pm	Registration	5.45 pm Tour of Olympic Site and Welcome BBQ at the Sydney International Aquatic Centre, Homebush
Monday, 23 September 9.00 am - 12 noon 9.00 am 2.00 pm Evening	Registration Equipment Yard Tour & Working Equipment Expo Party Hire Workshop	* Optional Social Activities
Tuesday, 24 September 8.00 am - 6.00 pm 9.00 am - 12 noon 9.00 am - 10.00 am 10.00 am - 10.30 am 10.30 am - 12 noon 12 noon 12 noon - 8.00 pm 5.00 pm	Registration PLENARY SESSION 1 "Prospects for Construction Markets" Dr Frank Gelber, BIS Shrapnel Morning Tea **Round Table Workshops - Operations Facilitator: Gordon Esden OFFICIAL OPENING Rob Christie, Convenor Lunch HIREXPO	* Optional Social Activities Happy Hour
Wednesday, 25 September 8.00 am - 5.30 pm 8.00 am - 1.15 pm 12 noon 1.30 pm - 5.30 pm 3.00 pm - 3.30 pm 3.30 pm - 5.00 pm 7.00 pm	Registration HIREXPO Lunch PLENARY SESSION 2 "Marketing for the Hire Industry" Dr Grahame Dowling, Australian Graduate School of Management, University of NSW Afternoon Tea **Round Table Workshops - Marketing and Economics Facilitator: Dr Grahame Dowling	*Optional Social Activities "An Evening at the Races Dinner"
Thursday, 26 September 9.00 am	Party Hire Yard Tour General Hire Meeting Elevating Work Platform Hire & Rental Association of Australia Meeting	*Optional Social Activities

* Please refer to the Accompanying Persons' Tours for details

** Refer to Round Table Workshop Subjects



Hire & Rental KEYNOTE SPEAKERS

Dr Frank Gelber, B.Sc, B.Ec, Ph.D - Chief Economist, Director - Economics & Property, BIS Shrapnel.

Frank Gelber is the Chief Economist at BIS Shrapnel. He is the Director of the Economics and Property research and forecasting units: a fundamentals forecaster whose objective is to understand whether activity or growth is sustainable!

Dr Gelber is noted for sticking his neck out and saying what he thinks will happen even when that view is unpopular or controversial. In addition to private client

projects, briefings and workshops, and co-ordinating of research and forecasting functions, Dr Gelber edits a number of publications, which includes Economic Outlook, Long Term Forecasts and Commercial Property Prospects studies.

Dr Grahame Dowling, Bcom, Dip Bus Stud, Mcom, PhD

Senior Lecturer Marketing
Australian Graduate School of Management
University of New South Wales

ROUND TABLE WORKSHOPS

The round table workshops will address a range of issues for discussion.

Table topics include:

- human resources management
- staff productivity
- unpredicted business cycles

- strategic planning
- increasing competition
- financing for growth
- price cutting
- yellow pages advertising
- and many more!

GENERAL INFORMATION

VENUE - The Hire & Rental National Convention & Exhibition will be held at the Rosehill Function Centre, Sydney. This venue is located a few minutes from the busy commercial heartland of Parramatta. Parramatta is one of NSW's fastest growing cities - both the geographic centre of greater metropolitan Sydney and only a 30 minute rivercat ride to the city. Carparking is available at the venue.

REGISTRATION DESK - The Registration Desk will be located at the Rosehill Function Centre, on Level 1 outside the Longchamps/Palms Room as follows:

Sunday, 22 Sept.	3.00pm - 6.00pm
Monday, 23 Sept.	9.00am - 12.00nn
Tuesday, 24 Sept.	8.00am - 6.00pm
Wednesday, 25 Sept.	8.00am - 5.30pm

EQUIPMENT YARD TOUR & WORKING EQUIPMENT EXPO - This Tour will be held on Monday. This is an opportunity for delegates to see first hand how equipment performs. Transportation and lunch will be included. The "Party Hire" Yard Tour will be held on Thursday. Cost is \$35 pp.

PARTY HIRE WORKSHOP - The Party Hire Workshop will be held on Monday at 2pm. For more details, please contact the Secretariat.

ACCOMMODATION - Accommodation has been reserved at special rates in nearby hotels. To ensure your accommodation, register early by completing the appropriate section on the registration form. All bookings must be accompanied by one night's deposit.



HOTEL RATES ARE AS FOLLOWS

THE HUNTLEY PARRAMATTA

116 James Ruse Drive
Rosehill NSW 2142

Telephone: (02) 897 2222

Facsimile: (02) 897 2363

Single/Twin/Double.....\$125

Located opposite the Rosehill Function Centre with restaurants, deluxe accommodation and offstreet parking.

PARRAMATTA TRAVELODGE

106 Hassell Street
Rosehill NSW 2150

Telephone: (02) 891 3877

Facsimile: (02) 891 3953

Single/Twin/Double.....\$99

Located 5 minutes walk from the Rosehill Function Centre with parking facilities.

PARRAMATTA CITY MOTEL

44 Great Western Highway
Parramatta NSW 2150

Telephone: (02) 635 7266

Facsimile: (02) 633 4216

Double.....\$77

Twin.....\$82

Family.....\$92

Providing you with comfortable rooms and all the conveniences you would expect from a quality budget motel.

SOCIAL FUNCTIONS

WELCOME BBQ & TOUR

Date: Sunday, 22 September 1996

Tour: 5.45 pm - 6.30 pm

BBQ: 6.30 pm - 10.00 pm

Cost: Included in the Registration Fee

Dress: Smart Casual and swimmers

at 5.15 pm in the Lobby of the Rosehill Function Centre for transfer for the tour and BBQ.

"AN EVENING AT THE RACES"

Date: Wednesday, 25 September 1996

Time: 7.00 pm for 7.30 pm

Cost: \$80 per person

Dress: Punters and Fashions in the Field

Test out the water at the Sydney International Aquatic Centre - try the water slides or clock up a few laps. This is a chance to meet and relax around the Olympic swimming pool at the Sydney International Aquatic Centre, while enjoying a BBQ, a few drinks and entertainment. This function will commence with a tour of the Olympic 2000 site. Please meet

It's race time! This wonderful evening, sponsored by JLG Industries, will be held at the Rosehill Function Centre overlooking the Racecourse.

REGISTRATION ENTITLEMENTS

It is necessary for all members and non-members who propose to participate to formally register by completing the registration form included in this brochure and returning it with their remittance to the Hire Expo 96 Secretariat.

DELEGATE REGISTRATION INCLUDES:

- * Attendance at Conference sessions
- * Conference satchel
- * Morning tea on Tuesday, 24 September 1996
- * Afternoon tea on Wednesday, 25 September 1996
- * Lunches on Tuesday, 24 and Wednesday, 25 September 1996
- * Welcome BBQ & Tour on Sunday, 22 September 1996
- * Exhibition entry
- * Happy Hour

DAY REGISTRATION INCLUDES:

- * Attendance at Conference sessions on the day
- * Morning tea or afternoon tea on the day
- * Lunch on the day
- * Exhibition entry on the day

ACCOMPANYING PERSON'S REGISTRATION INCLUDES:

- * Attendance at Conference sessions
- * Morning tea on Tuesday, 24 September 1996
- * Afternoon tea on Wednesday, 25 September 1996
- * Lunches on Tuesday, 24 and Wednesday, 25 September 1996
- * Exhibition entry
- * Welcome BBQ & Tour on Sunday, 22 September 1996
- * Happy Hour

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

PAYMENT

All cheques and bank drafts must be made payable to: **Hire & Rental Association**

CANCELLATIONS

Written cancellations received prior to 10 August 1996 will receive a 75% refund of fees paid. Refunds for cancellations received after 10 August 1996 will be made only in exceptional circumstances. All cancellations must be made in writing.



GENERAL INFORMATION

The Organising Committee have arranged the following tours. Should you wish additional information, please ask the Conference Secretariat. All tours will depart and return from the Lobby of the Rosehill Function Centre. These tours will take place subject to minimum tour numbers being reached.

SATURDAY, 21 SEPTEMBER 1996

BLUE MOUNTAINS HIGH COUNTRY TOUR

9.15 am - 5.00 pm Cost: \$150 per person

Enjoy a ride in a 4 wheel drive vehicle for 6 hours in the Blue Mountains region. During the day you will view Aboriginal rock carvings, feast on a gourmet picnic lunch with Australian champagne and wines. Also included are morning and afternoon teas, and a short bush walk with a guide to explain all the local scenery.

SUNDAY, 22 SEPTEMBER 1996

SYDNEY CITY SIGHTS

12.00 - 5.00 pm Cost: \$38 per person

This exciting and informative tour with a guide explores the city of Sydney by coach. Features of the tour will be the world famous surfing beach at Bondi; the fashionable harbourside suburbs of Rose Bay and Double Bay; the bohemian district of Kings Cross and Paddington village. A highlight of the tour is a guided tour through the Opera House - one of the world's most internationally famous architectural icons. No meals are included in the tour price.

MONDAY, 23 SEPTEMBER 1996

KENNERTON GREEN AND THE SOUTH COAST

9.00 am - 5.00 pm Cost: \$94 per person

This full day programme commences down the South Coast with its rugged shoreline dotted with magnificent white sand beaches and holiday towns. Turning inland through rich farm country to the Southern Highlands and the thriving townships of Moss Vale and Bowral. The delightful sight of the country in springtime is impressively showcased during a tour at the private estate of Kennerton Green. Beyond is the superbly preserved township of Berrima and lunch will be served in Australia's oldest licensed hotel, the Surveyor Inn. After lunch there will be a tour of the Berrima Court House before returning to Sydney.

OR

DINNER CRUISE ON SYDNEY HARBOUR

Coach Departure: 5.30 pm Dinner: 7 - 10.00 pm

Cost: \$96 per person

Experience a wonderful evening on Sydney Harbour. The night begins with a transfer by coach to Darling Harbour, Sydney where you will board the Solway Lass. Enjoy a three hour harbour cruise on the Solway Lass, while feasting on a calvary dinner with dessert and coffee. Beverages not included. Return to Parramatta by coach.

OR

A NIGHT AT THE THEATRE - THE MAGIC FLUTE - MOZART

Coach Departure: 5.30 pm Performance: 7.30 - 10.30 pm

Cost: \$160 per person

The Magic Flute is a performance at the Sydney Opera House and explores a tale which combines naivety and comic delights of a fantasy world with the principles and ideals of the Enlightenment. Its enchantment, humour and simplicity is expertly realised in this production, originally directed by Goran Jarvafelt and recreated by Moffat Oxenbould. Return transfer will be by coach.

TUESDAY, 24 SEPTEMBER 1996

PARRAMATTA CITY SIGHTS

1.00 - 5.00 pm Cost: \$42 per person

This half day tour explores the historical sights of Parramatta. A local guide will take you through Elizabeth Farm, Experiment Farm, The Old Government House and also a viewing of St. John's Church.

WEDNESDAY, 25 SEPTEMBER 1996

AUSTRALIAN OPERA CENTRE TOUR

9.00 am - 12.30 pm Cost: \$42 per person

This exciting tour lets you see the sets, props, costumes, wigs and even shoes being made in preparation for performances by the Australian Opera. You will even get to handle and try on these magnificent costumes. Morning tea will be served at the Australian Opera Centre before departing for a local and informative tour through Surry Hills, a fascinating part of Sydney.

THURSDAY, 26 SEPTEMBER 1996

GOLF AT RIVERSIDE OAKS

If you're feeling active, this day is for you. Enjoy 18 holes on the Par 72 championship course designed by Ted Stirling and Bruce Hodgson. The day includes the use of a motorised golf cart on a share basis, top quality golf clubs and golf shoes, plus a golf guide for the day. A two course (light) lunch including beer or wine and morning or afternoon tea, will also be supplied. Return transfers from the Rosehill Function Centre to Riverside Oaks have been organised. Should you bring your own equipment, costs will be reduced accordingly.

Cost:	2 - 6 passengers	\$200.00 per person
	7 - 16 passengers	\$195.00 per person
	17+ passengers	\$185.00 per person

OR

SAILING ON SYDNEY HARBOUR

8.00 am - 1.00 pm Cost: \$113 per person

This half day tour will be spent sailing on a private charter of a beneteau or cavalier vessel. This tour includes return transfers to Rushcutters Bay and a skipper! A light lunch will be served, with beer or wine, and also morning or afternoon tea.

OFFICIAL AIRLINE - ANSETT AUSTRALIA

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 Ansett Australia Group Sales on 13 14 13 and quote the following master file number: MCO1704



HIRE EXPO 96 Registration Form

Please use one registration form per person and type or print in block letters.

Title _____ Given Name _____ Surname _____
 Position _____ Organisation _____
 Address _____ Suburb/City _____
 State _____ Postcode _____ Country _____
 Telephone () _____ Facsimile () _____
 Accompanying Person's Name _____

	Before 30 June 1996	After 30 June 1996
Full Delegate	\$195 <input type="checkbox"/>	\$245 <input type="checkbox"/>
Day Delegate (one day)	\$85 <input type="checkbox"/>	\$100 <input type="checkbox"/>
Please indicate which day you will be attending: Tuesday <input type="checkbox"/> Wednesday <input type="checkbox"/>		
Accompanying Person	\$110 <input type="checkbox"/>	\$130 <input type="checkbox"/>
Equipment Yard Tours	No. Of Persons _____ x \$35 Total _____	
Please indicate which day you will be attending: Monday <input type="checkbox"/> Thursday (Party Hire Tour only) <input type="checkbox"/>		
Registration Fee Total \$ _____		

Rates quoted are per room per night. All bookings must be accompanied by a deposit of one night's accommodation.

Please tick (✓) the appropriate box:

Room Type Single ☐ Date of arrival: __/__/96 Date of departure: __/__/96
 Double ☐
 Twin ☐

Hotel		Rate/Deposit
Huntley Parramatta	Single/Twin/Double	\$125 <input type="checkbox"/>
Parramatta Travelodge	Single/Twin/Double	\$99 <input type="checkbox"/>
Parramatta City Motel	Double	\$77 <input type="checkbox"/>
	Twin	\$82 <input type="checkbox"/>
	Family	\$92 <input type="checkbox"/>

Accommodation Total \$ _____

Welcome BBQ & Tour - Sunday, 22 September 1996

"An Evening at the Races" -Wednesday, 25 September 1996

	Cost Per Person	No. Of Persons	Total		Cost Per Person	No. Of Persons	Total
Delegate	Nil	_____	Nil	Delegate/Guest	\$80	_____	\$_____
Guest	\$55	_____	\$_____				

Social Functions Total: \$ _____

Tour	Date	Cost Per Person	No. of Persons	Total
Blue Mountains High Country	21/9/96	\$150	_____	\$_____
Sydney City Sights	22/9/96	\$38	_____	\$_____
Kennerton Green and The South Coast	23/9/96	\$94	_____	\$_____
Dinner Cruise on Sydney Harbour	23/9/96	\$96	_____	\$_____
or				
A Night at the Theatre	23/9/96	\$160	_____	\$_____
Parramatta City Sights	24/9/96	\$42	_____	\$_____
Australian Opera Centre	25/9/96	\$42	_____	\$_____
Golf at Riverside Oaks	26/9/96	2 - 6 passengers \$200.00 7 - 16 passengers \$195.00 17+ passengers \$185.00	_____	\$_____
or				
Sydney Harbour Sailing	26/9/96	\$113	_____	\$_____

Registration Fees \$ _____
 Accommodation \$ _____
 Social Functions \$ _____
 Accompanying Persons Tour/s \$ _____
TOTAL \$ _____

Registrations should be accompanied by a cheque or upon completion of your credit card information below. All cheques should be made payable to: Hire & Rental Association of Australia

Enclosed is my cheque for A\$_____ or charge my:

Bankcard ☐ Mastercard ☐ Visa ☐ American Express ☐

Cardholder Name: _____

Credit Card No:

Expiry Date: ____ / ____ / 19 ____

Signature: _____ Date: _____

Please return completed form to:



Hire Expo 96
 C/- Professional Conference Management Pty Ltd
 PO Box 547
 Manly NSW 2095 AUSTRALIA
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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:

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

- **Groundhog** Trenching Machines
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 - **General** Drain Cleaners
- Give them a call soon for information on any of the above products.**



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Sales Department
(09) 350 5588

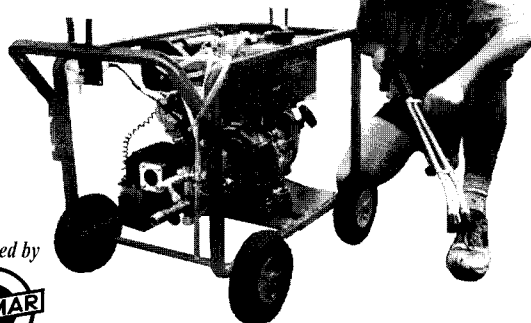
Coates Hire for Sale

Australian National Industries (ANI) has just announced it is putting Australia's largest hire company, Coates Hire on the market. The proposed sale was announced by newly appointed Managing Director, Mr. Peter Stancliffe.

ANI is hoping to raise \$200 million from the sale of Coates which they purchased in 1972, which now operates out of 75 branches Australia wide and three in Indonesia. The sale will include the Prestige Portable business, purchased in 1994, but does not include the US based Container Care operation.

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Sydney NSW 2027

Townsville

Suite 4, 1 Smith Street
P.O. Box 2120
Townsville QLD 4810

Grove Manlift Chooses Tutts As Its Australian Distributor

When Grove decided to bring their Manlift range to Australia it was only natural that they would choose Tutts as the distributor. Tutts has represented Grove worldwide manufacturing company nationally throughout Australia and Papua New Guinea for over 25 years.

With nearly fifty years of experience in designing hoisting and lifting equipment Grove enjoys an enviable reputation worldwide. The tremendous wealth of knowledge gained from extensive research, design, manufacture, distribution and support over this time period all go together to make product quality a hallmark of Grove Manlift platforms. All Grove Manlift operations are ISO certified, which provides an indication of their commitment to quality.

The Grove Manlift product line consists of over 45 models of self propelled aerial work platforms utilised worldwide for construction, industrial and commercial access. Customers have a wide range of choices, such as power, platform types and sizes, extensions, rotators and other accessories to meet specific job requirements and enhance productivity.

Articulating Boom Work Platforms- Electric Powered

The new Grove Manlift electric articulating boom line features four models with working heights ranging from 36 to 51 feet (11.2 to 15.5 m).

All four new models feature direct electric drive for efficient operation, exceptional battery life and long duty cycles. A no-spin differential on AMZ46E, AMZ46NE and AMZ51E models means you won't get hung up on uneven terrain, while an oscillating rear axle on the AMZ36E helps to keep both wheels on the ground so you won't get stuck.

Articulating Boom Work Platforms- Combustion Powered

Articulating boom work platforms let you reach up over obstacles without blocking adjacent aisles

and work areas. Four mode steering allows you to manoeuvre easily next to walls and through confined areas. Choose from 15 models with working heights from 40 to 131 feet (12.19 to 39.93m) and platform capacities from 500 to 800 pounds (227 to 363kg)

Telescopic Boom Work Platforms

Grove Manlift telescopic boom work platforms offer working height from 48 to 116 feet (14.63 to 35.36m) and platform capacities from 500 to 750 pounds (227 to 340kg). These "construction tough" machines include two with articulating jibs, feature Grove's trapezoidal boom design for unmatched strength, rigidity and resistance to deflection

Scissor Lift Work Platforms

Solid, stable scissor lift work platforms set up quickly and more easily from job to job. Choose from on-slab or rough terrain models with working height from 46 feet (6.71 to 14.02m) and platform capacities from 500 to 2,000 pounds (227 to 907 kg). Manlift scissor lift platforms feature heavy-duty, all-steel construction, roomy, uncluttered platforms; and convenient easy to operate controls.

Tutts National Product Manager, Tony Clapin believes that this range of access equipment is an important addition to their range. "We understand that the access industry requires the best product support available in the business" Tony said. "Because of this Tutts are totally committed to provide this support. Part of this support includes the linking with our branches by computer to facilitate the access and supply spare parts".

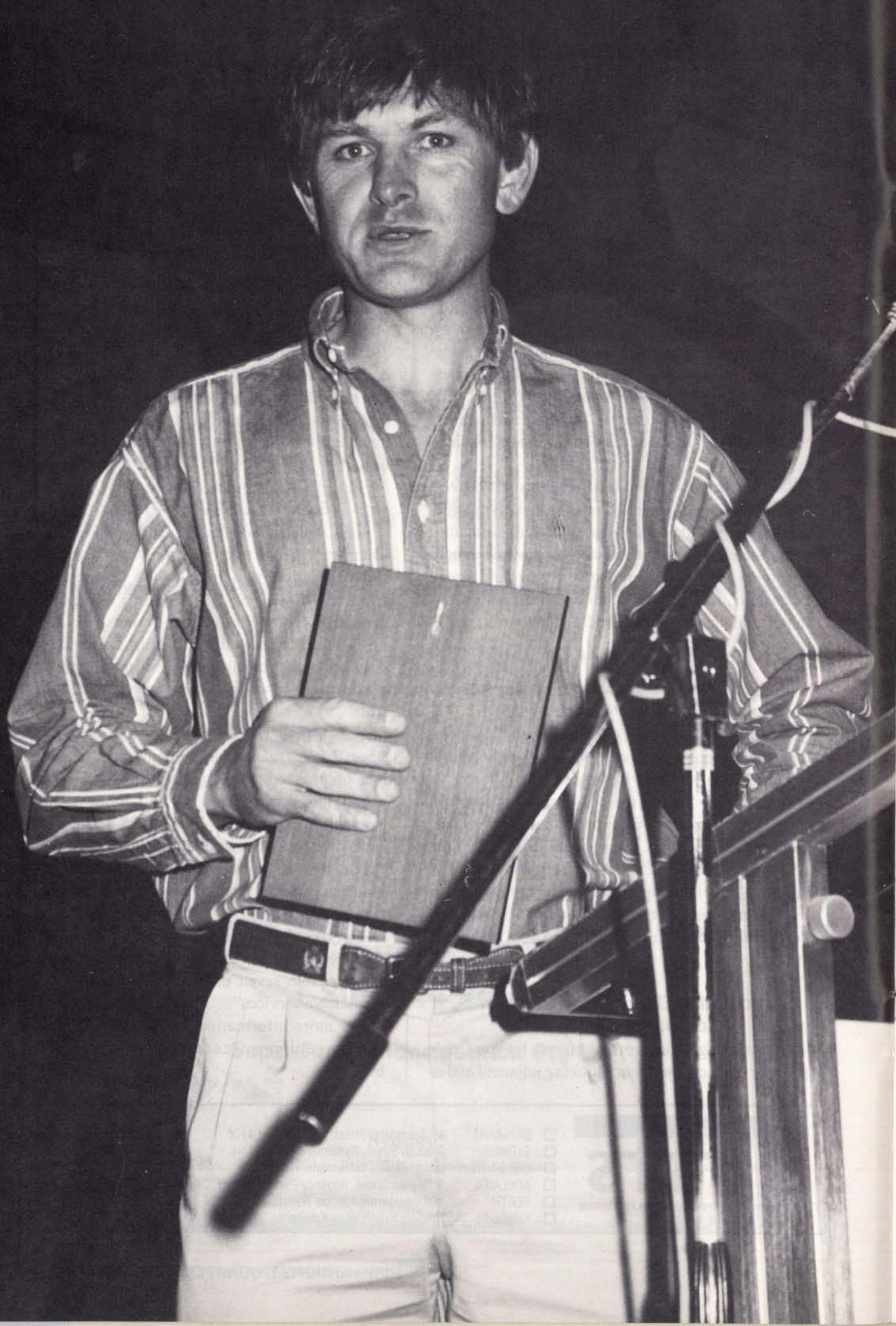
Tony Clapin went on to say "That Tutts have fully equipped workshops and mobile service vans. They are available seven days a week for routine and breakdown services".

For more information on the Manlift range of access equipment contact your nearest Tutts branch.

Tutts

(A Division of Tutt Bryant Industries Pty Limited)
A.C.N. 004 322 123

		Phone	Fax
<input type="checkbox"/> BRISBANE	39 Suscatand Street, Rocklea. Qld 4106	(07) 3277 5422	(07) 3875 1680
<input type="checkbox"/> SYDNEY	2 South Street, Rydalmere. NSW 211 6	(02) 684 4400	(02) 684 1501
<input type="checkbox"/> MELBOURNE	Gwelo Street, Tottenham. VIC 3012	(03) 9314 0011	(03) 9314 2079
<input type="checkbox"/> ADELAIDE	8 Tikalara Street, Regency Park. SA 5010	(08) 346 5844	(08) 346 3212
<input type="checkbox"/> PERTH	109 Coolgardie Avenue, Redcliffe. WA 6104	(09) 479 4080	(09) 479 4121
<input type="checkbox"/> Kalgoorlie	Unit 4/2 Keogh Wayl Kalgoorlie. WA 6430	(090) 91 2700	(090) 91 3540



Steve Donnelley

Hireman of the year

To receive the acknowledgment of your peers is considered by many to be the pinnacle of achievement. Steve Donnelley received this acknowledgment when he was presented with the Service to the Industry Award at the Hire & Rental Associations Annual Convention, held in Adelaide last September. But the road to success had some what of a shaky start.

Steve was born in Tugalong and grew up in Wollongong, he first coming to Sydney to attend New South Wales University. But after six months he dropped out, finding that studying was interfering too much with the busy social and party scene, which is so appealing at that age. Steve eventually returned to Wollongong to work for his Father Tony. Tony had started his working life as a farmer, later becoming a pastry cook. By 1960 he had also become involved in the hiring out of army surplus Ingersol Rand Air Compressors. It soon became apparent that Tony had to make a choice between the two occupations. So, sensing the potential of the hire operation, he purchased some industrial land in Woolloongong, added compaction equipment to the range and concentrated on Hire. He gradually built up successful general hire as well as a plant and equipment hire business.



The "First Fleet" of Scissor Lifts bought back from America by Steve to start his first business, Hi Lift Rentals.

It was at the plant and equipment side of the business where Steve first set about learning the rudiments of the hire industry. After twelve months it was decided that Steve would be better served pursuing a career away from the family business, so Steve obtained a job in Sydney as a trainee Manager at Industrial Waste Management, which later became Cleanaway.

The job was to prove beneficial to Steve, as he was responsible for organising and getting the garbos on



It isn't always easy. All that was left of a Babtec T 60 Boomlift, after a blast furnace exploded at BHP in Port Kembla.

their way every morning. This brought him in contact with the unions involved and provided his first experience of managing men. But after twelve months he again returned to Wollongong to the family business, this time playing a more active part in the organising of contracts.

It was about this time that Steve and his father became aware of the interest being shown in access equipment. In 1975, Steve spent a working holiday in California, staying with Larry Grasse, who was working at Acme Rent, which was owned by his father, Bill Grasse. So in 1980, Steve returned to America to again stay with Larry, later getting a job with him at Hi Lift Rentals, in Seattle, where he familiarised himself with the latest access equipment. In 1981 Steve took advantage of a downturn in the American economy to purchase a small fleet of scissor lifts. He then returned to Australia and set up his first business: Hi Lift Rentals, in Wollongong.



In Japan, 1987, with some hire colleagues,

While the choice of equipment was to prove a wise one, the timing wasn't. Within a year Australia also

moved into recession, causing Steve to look for an another avenue of income. He then started up Steve Donnelley Hire, a general hire business.

With the recession behind them both businesses grew to the extent that Steve looked to expand into Sydney, but was wary of starting up a new hire company in the established marketplace. Eventually, Port-A-Loo came up for sale and Steve purchased it in 1984. In 1987 the Hire Kingdom branch at Willoughby became available, so this was also purchased. Steve's entry into the hire industry in Sydney coincided with the most prosperous period yet experienced by the industry. New players came into the game, companies expanded their fleets, as everybody reaped the reward of a boom in the building and construction industry in particular.

In 1988 Steve decided to expand even further merging his business with St. George Hire, Abbot Hire and Acme Rent, to form National Hire. National Hire was set up to run three divisions, Hi Lift Rentals, General Hire and Port-A Loo. GKN's general hire branches at Willoughby, Arncliffe and Caringbah were acquired by the group in 1994.



In Edmonton, Canada, With Jim Fitzgerald of Bfasco Rentals, in one of his collection of army tanks.

It was this merger, plus the involvement with the Wallis family that stemmed from it, that gave him the base for future success. Coupled with the establishing of a strong loyal management staff comprising of, Ron Lawson, Bruce Dawkins, Peter Armstrong, Colleen Cohen, Megan Donnelley, Greg Parfitt and Adrian Armstrong, aided by an excellent staff with a passion for the business, Steve attributes to making National Hire the successful business it is now.

Although Steve and his father Tony have a long involvement with the hire industry they were not the first Donnelley to be in hire. Tony's uncle Arthur had started a plumbing business in 1899, which he handed down to his two sons Arthur and Charles. Around 1945 they begun to realise there was a market in hiring out compressors, so between 1945-1975 they built up a hire fleet of Air Compressors, Air Tools and Road Rollers. But by 1975 they were ready to retire to hand

the business on to the third generation Arthur. But Arthur realising that silent Compressors were about to take over the market, then assessed the cost of replacing the stock, decided to have an auction and sold the complete range of 100 Air Compressors, plus two Road Rollers in one day, retiring from hire to concentrate on the gas fitting side of plumbing.



Steve with Robert Allenby in the 1995 Greg Norman Pro-Am

Always a keen sportsman Steve is the former captain of the Port Hacking, 1st Grade Rugby side. He once took the time to train for and run a marathon in 3 hours 30 min. Later he pushed two of his children, Sarah, 5, and William, 3 in a pram in the half marathon to give them a preview. But Steve's sporting interest these days is golf. The highlight of his golfing career is his recent partnering of Robert Allenby in the 1995 Greg Norman Pro-Am. He plays off a handicap of 18, on which he is working very hard to reduce.

Steve became a member of the Hire and Rental Association in 1983 and followed in his fathers footsteps by serving as New South Wales President from 1992 - 1995. It is through the Association he was fortunate to make the acquaintance of Barry Macdonald, Andy Kennard, Gordon Edsen, Rob Wallis, Jim Brown, Des

Whelan, Richard and John Stevens and Harry Stackpool, all of whom have always been forthcoming with advice and help which has proved invaluable over the years.

Looking to the future of the hire industry, Steve sees it as still a very good business. However, because it is so closely aligned to the Building and Construction industry, it will almost certainly follow the same course of boom - bust cycles. He feels the high rates of the 1980s may never be seen again. The recession which followed drove rates down dramatically, this combined with the competitive nature of the hire industry, plus the low inflation environment, has prevented them from rising to any great extent since. This has placed the onus on management to combat rising costs by extending the life of equipment and accepting lower margins. This he feels may be the order of the day for some time.



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ELECTRIC EEL (AUST.)

DISTRIBUTORS THROUGHOUT AUSTRALIA

NATIONAL ASSOCIATION'S ENVIRONMENTAL GUIDE

The Hire & Rental Association of Australia has released a "Environmental Awareness Guide" which has been specifically designed for the Hire & Rental Industry. The Guide is available at a cost of \$ 50 and can obtained by filling out the application form below.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

TO:
ROLF SCHUFFT, SECRETARY
HIRE & RENTAL ASSOCIATION OF AUSTRALIA
P.O.BOX 938
NORTH SYDNEY 2059

HIRE & RENTAL

ENVIRONMENTAL AWARENESS A GUIDE for the HIRE & RENTAL INDUSTRY

ORDER FORM

Contact Name:

Company:

Address:

Postcode: Phone:

Please supply: ENVIRONMENTAL AWARENESS GUIDE/S @ \$ 50 EACH

Cheque for: \$..... Made out to Hire & Rental Association is enclosed

New Murray Ride-On Mower Has Heavy Duty Transmission

The powerful Murray Model 46400 ride-on mower, with improved hydrostatic transmission by Kanzaki, is now available from Parklands, Murray's exclusive Australian distributor. The biggest ride-on mower in the Murray range, the 46400 has a powerful 19 hp (14.17 kW) twin cylinder engine to easily perform as a garden tractor. In fact, the unit is used in the manufacturing facilities of Murray Inc. to tow material around the plants.

The Murray 46400 features a full floating 46" (1168 mm) cutting deck, with gauge wheels to take on the toughest cutting requirements. Larger wheels—23" and 16" (584 and 406 mm)—provide the rider better traction. Grease fittings on front wheels, front axle and cutter housing mean better maintenance.

Other features include an electric start, an alternator equipped charging system and ammeter. A special safety system stops the engine if the user leaves the unit while the drive and/or cutter deck is engaged.

The drive is by foot control, for ease of operation. The large seat is ergonomically designed to help support the lower back. A spring support gives a more comfortable ride.

The step-through design means the rider can get on and off the mower easily. Alignment of the deck and wheels allows close-up cutting. The 46400 is very manoeuvrable in tight spaces, with an amazing 29" (740 mm) turning radius. The six position height adjustment of the mower deck gives the user greater flexibility.

An automotive-type steering wheel and the robust sector gear and pinion steering means the rider requires less effort when steering. Designed for slashing, catching and mulching, options include a triple bucket grass catcher or a mulching kit, which saves raking and bagging.

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



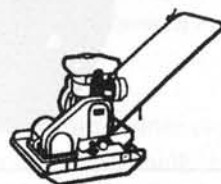
The new Murray 46400 ride-on mower has a heavy duty transmission by Kanzaki

Your customers judge you by the products that you keep.

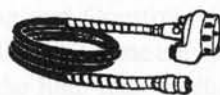
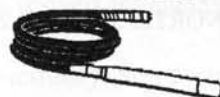
- For the hire industry there is no substitute for quality and reliability.



- Flextool products are especially designed and built for hire industry use and abuse.



- For value and performance the best investment for you and your customers is 'hire-proof' equipment from Flextool.



Flextool

Adelaide 374 4300 Brisbane 3252 2306 Melbourne 9419 6300 Sydney 818 5722 Perth 451 2077
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More "Ergo" Answers From The Paving Breaker Pioneers

Atlas Copco's dominant pioneering role in the design and manufacture of ergonomic paving breakers is reinforced with the company's new TEX P-series machines.

Key customer benefit is increased reliability, through the elimination of malfunctioning main valves, side bolts which can break and freezing problems.

The P-series have no side bolts because the breakers backhead is integral to the cylinder.

Additionally, the front head is attached by a single transverse bolt, resulting in easier service.

Fibreglass reinforced polymeric valve components eliminate corrosion.

And with four, instead of the conventional two, exhaust ports to distribute expanding air, there is no risk of freezing.

EXPERIENCE THE BIG DIFFERENCE

But there's more!

A longer piston head with a short neck ensures maximum guidance and superior wear characteristics. Impact energy - at the optimum level for each machine according to its weight class - is transmitted by an anvil block which stops dirt getting into the percussion mechanism.

The narrow silencer is integrated into the design, permitting a clear view of the action at the tip of the tool. Because there are no service points underneath the silencer it never has to be removed.

Another important feature of TEX PE/ breakers is Atlas Copco's Hand and Arm Protection System (HAPS) to minimise vibration.

Reduced vibration in the P-series has been measured as high as 80% compared with standard breakers and rock drills.

Atlas Copco's effective damping system absorbs both harmful impact vibration and shock recoil. The principal result is to greatly reduce the incidence of "white fingers", a condition which occurs when the blood vessels in the fingers and hands have been damaged. The blood vessels regulate the temperature of the skin ensuring the fingers' sense of feeling. The long-term effect of vibration is to impair the vessel's capacity to adjust blood flow, often as a result of damage to nerve cells which control the contraction and expansion of the vessel. In many cases where constant exposure to vibration occurs, this ability cannot be restored.

SILENCING - ANOTHER MAJOR PLUS

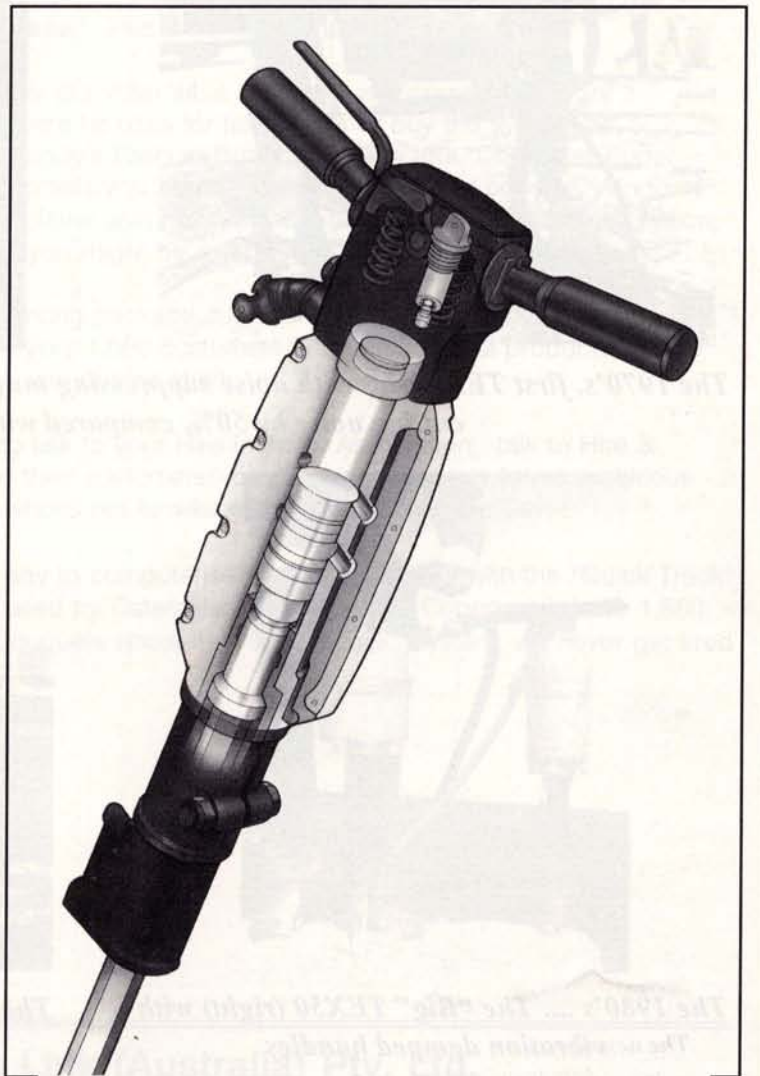
Units in the P-series are fitted with silencers

which cut noise levels by about 15 dB(A) compared to an unsilenced breaker of similar size - a major difference for operators working long shifts.

When hearing is impaired it is generally because the ear has been exposed to the sound of a volume and duration beyond its capacity. Human hearing is not made for artificial sounds - whether they are produced by rock musicians or percussive machines.

In a pneumatic breaker the noise comes from the chisel, the workpiece and from the compressed air emitting from the tool after impact. chisel impact noise cannot be silenced but the more serious noise source, compressed air, can be reduced.

Atlas Copco's P-series breakers are fitted with a silencer in the form of a cylinder, surrounding the breaker. This acts as a resonance box with a balanced relationship between length and volume. The air pulses are gradually cushioned in the silencer, drastically reducing the noise level of the compressed air.



BREAKERS DOWN THE DECADES

A pictorial parade of Atlas Copco Paving Breakers development in the post war years. From hard hitting 'hammers' through the early stages of quieter machines to the breakers of the 1990's noise suppressed and vibration reduced.



The 1950's The P60-ET



The 1960's TEX30



The 1970's. first TEX series with noise suppressing muffler bags and with polyurethane jacket cutting noise by 50%, compared with a standard breaker.



The 1980's The "Big" TEX50 (right) with vibration damped handles.



The 1990's Noise control tests, on behalf of an authoritative body.

City Hire Centre (Manawatu) Ltd
285 Rangitikei Street
Palmerston North
New Zealand

14th February, 1996

For the Attention of Tim Mikkelsen - General Manager

Hello Tim,

Thanks for your letter about your Plant & Party Hire businesses live on the Counter with "Quick Track" - The Fourth Generation System, I appreciate your offer to share your experience with others, thank you.

Here at the Software Link our big news is that we have become Number One Management Information System for all types of Hire companies in Australia and New Zealand. Why? Both because of user acceptance such as yours and because Sydney Water Corporation Ltd, after many months evaluation decided the "Quick Track" System was the only System for the future - with a future!

Like you, more than 1,500 users feel the same. They discovered that "Quick Track" is THE only Integrated Hire & Rental System Program designed and written in a Fourth Generation Programming language. That it has been for the past five years. Mind you, after a \$2,000,000 development program - it should be **Simply the Best** and it is ! Users like you keep telling us !

Having been involved in computerising hire businesses for almost 25 years, we have also learnt **"How not to Computerise your Hire Business!"** This is some of what **NOT to do**;

Talk to friends with computers, buy what they did! After all, a computer is a computer - Right ? Talk to your Accountant, buy the same software he uses for tax returns or buy the system he recommended for Charlie's Shoe Shop or Sandy's Fashion Boutique. . . Go to a "Computer Super Store" buy what the 19 year old sales person tells you.. don't forget your bundled copy of "Windows 95", Microsoft Encarta, a Sound card, a CD player with a microphone and the Karioke function option, none of this will help your hire business but you might be a scream at the office Christmas Party. . . !

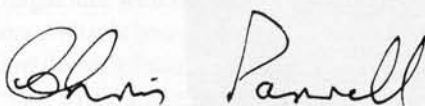
Or you could buy a "Windows" based accounting package such as "Quick Books" or "MYOB", spend months working late every night loading on your 1,000 customers and 2,000 Rental products, find to your dismay, it doesn't handle - hire . . .the sale of time at all . .

The safe way to computerise of course is to talk to your Hire Industry Association, talk to Hire & Rental System specialists, especially talk to their customers, don't be a guinea pig for an ambitious program writer or for a computer supplier who is not familiar with current consumer Law !

As you kindly confirmed to me, the safest way to computerise a Hire business is with the "Quick Track" System. And - yes, it is the same System used by Caterpillar USA and Atlas Copco and those 1,500 other hire companies. Keep sending us bouquets about the "Quick Track" System, we never get tired of hearing from happy customers!

Kind Regards

The Software Link



Chris Pannell MIPlantE (London)
Consulting Engineer

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.

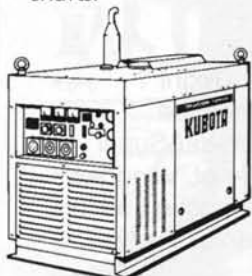
- More than 20 four stroke models from 3.1-13hp.
- Available with 2:1 reduction and a range of standard PTO shafts.



DIESEL GENERATORS

Economical and durable.

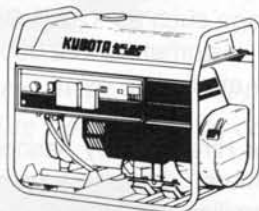
- Range of single & three phase models from 3 - 20kVA.
- Features: Electric start, Auto idle & Auto shut down.
- Silent-pak models.



PETROL GENERATORS

Portable and quiet.

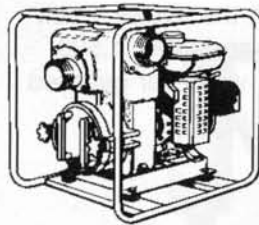
- 7 models from 550W to 5.4kVA.
- Standard features: Simultaneous 12 volt battery charge, Safety first circuit breaker & Auto shut down oil watch.



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.



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Kubota
STUFF**

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

New Concept Blaster

The Aussie-Eco Clean Division of Australian Pump Industries has released a new high pressure water blaster called the 'Concept'.

Claimed to be particularly suitable for both domestic and light industrial applications, the Concept offers a user friendly design coupled with unique features.

The unit offers an effective working pressure of 200 bar (3000psi) when used with the Turbo lance supplied as standard equipment. Maximum flow is 8 lpm and pump pressure is 130bar (1800psi).

Power is supplied by 1.5kw electric motor driving a three piston plunger pump with industrial brass head.

Apart from its upright 'user friendly' design the Concept also offers a series of standard features not found on conventional machines. These include a standard lance with variable adjustable nozzle that enables the machine to work at both low and high pressure at the twist of a convenient control mounted on the lance. The Turbo lance, also supplied as standard, bayonets into the gun providing the operator with a lightweight but longer reach lance than is normally found on machines of this capacity. This Turbo acts as a pressure multiplier that effectively doubles impact and can halve the time taken for the job.

Other unique features include a retractable hose reel for keeping the high pressure hose out of the operator's way when it's not in use, integrated trolley and wheeling frame, integrated detergent tank for convenient detergent pick up and Total Stop protection. The AussieEco Clean Total Stop device protects the machine from being run dry or the danger of excessive periods of operation on 'by-pass'.

The machine is claimed to be ideal for cars, small trucks or pick-ups, vans, 4-wheel drives, light agricultural or construction machinery or boat cleaning.

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



The new Concept combines a number of unique user friendly features

Equipment Exhibitions

Can the Hire Association bring back the numbers?

The August 1995 Hire & Rental Equipment Exhibition held in Adelaide, was marred by poor attendance, with the participating exhibitors voicing their disapproval at the time to the Hire Association.

With this year's Convention to be held on September 22-26 at Rosehill Racecourse, the Hire & Rental magazine conducted it's own independent survey of regular exhibitors to obtain their views on the Exhibition. While some were prepared to put the lack of attendance down to the location of the convention, most were of the opinion that the blame lay at the feet of the Association. Many felt that the Association had "lost the plot" over the past few years and must improve for future conventions. We approached Convention Committee representative Steve Donnelley and Convention organiser Belinda Loveridge from Professional Conference Management, to see what was being done to solve the problems.

Q: "Steve, are you aware a meeting was held by the exhibitors in Adelaide, at the time of the last exhibition, because of the lack of attendance?"

A: "Yes"

Q: "What has been the Association's response?"

A: "The Association's response was to acknowledge that we are not getting enough attendees. So we must find out more of what is necessary to increase attendance and market the product to that cause. The direct result of this was that the National President, Richard Crommelin, called a meeting of the national council officers, ICMS, the incumbent Convention organiser and Jim Kerr, representing the associate members. In this meeting, Guidelines covering the convention were reviewed to make sure the 1996 convention is driven to meet those guidelines."

"Supplementary to this, KDMS Marketing was engaged to conduct a phone survey of all the members of the Hire Association. This survey questioned if they attended conventions, what were their priorities at conventions and how they thought conventions could be improved."

Q: "You have also been supplied with the results of a survey of the regular exhibitors, conducted by the Hire Magazine, which outlines the discontent of the exhibitors. What is being done to ensure that the NSW convention doesn't follow the same course as Adelaide?"

A: "Yes, there has been a number of surveys done. Following the convention in Adelaide, the Victorian Hire Association conducted a survey of the associate members. As a result, the national body reviewing the guidelines for the NSW Convention had the feed back from the meeting held in Adelaide, plus the result of the

survey conducted by the Victorian Association, as well as the survey conducted by KDMS. The main problem we have ascertained is that we are not getting enough people through the gate."

"One of the reasons for this is that people find it hard to get away from their business during the convention." "But, we are sure the NSW convention will be vastly different to Adelaide, because:"

(1) "We are in the eastern seaboard for the first time for three years."

(2) "With this in mind we have put the exhibition in Parramatta, a more central area of Sydney, therefore giving more access to a broader range of potential attendees. Through this move we reduced the cost substantially for attendees, as hotel costs are more reasonable."

(3) "We have focussed on the exhibition, as our surveys have shown this is the main reason why people attend convention."

(4) "The seminars this year are more "nuts and bolts" workshop type sessions. Again this is what our surveys have shown is wanted."

(5) "As well we making sure that people are made aware earlier than usual of the exhibition by using marketing strategy, We will be contacting all members and branch networks encouraging owners to bring their staff to the exhibition."

(6) "We will be looking to getting maximum coverage through your hire

magazine."

(7) "For the first time we will be canvassing every hire advertiser in the Yellow Pages by direct mail and phone to encourage people to attend."

"Basically we have changed the focus of the convention, and therefore, we are refocussing the marketing."

"I feel that the convention have suffered over the last few years due to the downturn in the building and construction industry, which has seen the hire industry suffer the consequences in that hire companies haven't been buying equipment. However, I think this situation has turned around, and there is a more positive approach in the industry now."

"While the Association is doing everything in its power to make sure the convention is a success, the exhibitors also have a part to play in providing good reasons for people to go by having specials. showcasing these specials and product launches that will attract people to attend, while handing out the free tickets which each exhibitor receives, to their customers and encouraging them to attend."

Q: "Are you confident the new strategies you have put

***"The challenge
has been issued to
improve the
Convention and we
have accepted that
challenge."***

in place will make the NSW convention a success?"

A: "We think this will be the biggest convention yet held by the Hire Association."

"To sum up The challenge has been issued to improve the conventions and we have accepted that challenge."

We also interviewed Belinda Loveridge, from Professional Conference Management, the conference organiser.

Q: "Belinda, one of the findings that come out of our survey of exhibitors was that seminars at times intruded on the exhibition time. Has that been changed?"

A: "We were made aware of this, so this years exhibition will run from on Tuesday from 12.00 - 8.00 PM followed by the Wednesdays session from 8.00 AM - 1.15 PM, providing 13 Hrs. of continuous uninterrupted exhibition time."

Q: "How else is this convention to be different from previous ones."

A: "Via the surveys which have been conducted, we have been made aware of what attendees want at the convention, so we have been able to plan the convention accordingly. For instance, this year will be more hands on, with the emphasis being on more round table, workshop sessions."

"Also this year, for the first time, the Association has engaged a marketing person to promote and market the convention. Part of this marketing will include a walk through of the venue by the exhibitors in April-May, which will be followed by a session explaining how the exhibitors can best market and promote their products at the exhibition to their clients in order to entice them to attend."

Q: "Are you confident this new concept will be a success?"

A: "Extremely so, we have already sold 25% of the exhibition space and feel the program we have prepared, plus the marketing strategy will be the forerunner of many future successful conventions."

NEW PRODUCTS

5.5HP Vanguard Engine Rounds Out Briggs & Stratton Range

Briggs & Stratton Australia has released a further extension to its Vanguard range of horizontal shaft, overhead valve engines, with the release of a new 5.5 horsepower model.

The Vanguard range now offers six different horizontal shaft, single cylinder engine choices in progressive increments from 4 horsepower upwards. There are also larger V-twin Vanguard engines of 12.5 to 20 horsepower.

The Briggs & Stratton Vanguard range gives original equipment manufacturers a wide choice of horsepower options while the engines are ideal for retrofitting or replacement engine requirements.

Vanguard is Briggs & Stratton's proven overhead valve, 30 degreeslant single cylinder design which provides an engine power source that is fuel efficient, consumes less oil and offers the maximum power in a compact package. Standard features are a cast iron sleeve, replaceable ball bearing construction with Oil-Gard lowoil shutdown protection. Engine emission performance also complies with the strict CARB regulations which have been introduced in the USA and are setting the precedent



Briggs & Stratton's new 5.5 horsepower Vanguard horizontal shaft engine is a compact, highly efficient power source for engine powered equipment or replacement engine applications. The Vanguard horizontal shaft range offers eight different engine choices from 4 to 20 horsepower.

for low emission petrol engines.

The new Vanguard 5.5 horsepower model provides more power, maximum protection, less noise and longer run times. Advanced features include a 47 percent larger air cleaner for improved performance in tough environments, and a fuel tank that has 5 percent more capacity than similar engines, giving a longer run time. Other features of the Vanguard range are an in-tank readily visible fuel gauge, up to 25 percent quieter operation than comparable engines and easy one pull starting. Mechanical decompression reduces the pull force needed to start the engine by as much as 50 percent.

The Vanguard range also has a state of the art fuel carburetion system to handle wide variations in temperature or altitude and a one-piece fuel shut off valve and sediment bowl.

The new Briggs & Stratton Vanguard 5.5 horsepower engine is available through the national chain of accredited sales and service dealers while a full technical specification on all Vanguard models is available from Briggs & Stratton Australia,

PMB 5048 Dandenong 3175. telephone (03) 796 4700 or fax (03) 702 3622.

SURVIVING IN BUSINESS

Surviving in business requires a wide range of commercial, personal and management skills. To survive in tough times requires extra careful management of the business.

Managing in tough times demands a heightened ability to judge risk. As well as the risk of being in business, you will be faced with judging risks that must be taken to survive. Doing something different to improve business may be a risk that you cannot afford not to take!

Realise that every management decision or non-decision will affect your firm's ability to survive. All this adds up to the need for skilled leadership. Poor management can kill good firms - make sure you maximise your chances of making good decisions by absorbing as much information as you can.

Financial management is a key information area for business people to work on.

Financial Management

Business failures are frequently caused by finance related problems such as:

- Lack of sufficient start-up capital
- Inadequate business skills
- Failure to keep proper books
- Inability to manage changes in economic conditions.

To avoid this fate, observe some basic routines:

- Ensure the cash book for the business is written up regularly
- Ensure the bank account is reconciled regularly
- Query any unexpected bank charges
- Promptly follow-up any dishonoured cheques
- Do the banking regularly
- Establish a pattern of reporting to your bank manager on a regular basis
- Prepare a small monthly or quarterly written report on your business progress and submit it to the bank manager.

Debtors

Your debtors owe money to you. Businesses with exclusive cash sales will not have debtors.

- Establish a credit policy and make sure the policy is legally binding. Write it down.
- Prepare regular lists of debtors, showing name and amount owed.
- Ensure the special follow-up rules are applied, telephone promptly and regularly.
- Debtor lists are most useful if aged - that is set up with separate columns for current, 30-60 days, 60-90 days and 90 days.
- Institute special follow-up rules for debtors.
- Offer discounts for prompt payment.

Creditors

These are the people and companies to whom you owe money. Major creditors are usually suppliers.

- Prepare regular lists of outstanding creditors. As for debtors, this list is most useful if aged, that is columns used for current debtors, 30-60 days, 60-90 days and 90 day and over.
- Pay creditors regularly, if creditors are allowed to build up it becomes difficult to catch up with later payments
- If funds are available, pay creditors early and obtain discounts. If discounts are not offered, ask for them.

Management

- Use your professional advisers - the money this costs is an investment, not just an expense.
- Watch trends, identify developments in the economy and relate them to changes in your business.
- Measure the effect of the tough times on your business e.g. % decline in sales, compared with the same month last year. Check against figures quoted for similar businesses.
- If income has decreased, it must be expected less staff will be required in the business.
- Spend extra time managing your business, review results, reconsider plans for the future if targets have not been met.
- Watch developments at your opposition.
- Review and amend your business plan, including a look ahead 2-3 years.
- Avoid the double-or-nothing approach, a downturn may not be the time to risk all on a major expansion.
- Don't cut expenditure on training - keep staff involved and skilled and seek their thoughts on how to do things better.
- Find and/or create opportunities and exploit them.
- Problems must not be ignored, but a positive approach to finding and/or creating business opportunities is the basis for survival.
- Continually update product knowledge and technical skills throughout all levels and parts of the firm.
- An essential part of creating and maintaining a strong competitive advantage is having up-to-date product knowledge and technical competence.

Personal

- Create a personal budget and work to it, plan major purchases with care.
- Express confidence in yourself and the business to clients and staff. Preserve your relationships and your health.
- Plan a cheap and restful annual holiday for yourself.
- Keep yourself balanced and calm.
- Be decisive and assertive. Decide on the best course of action and do it.
- Expect fear and uncertainty, especially during tough times, of themselves they are not a sign of failure. Just a realistic recognition of troubled times.
- Be innovative. Look for new and better ways of running the business. Be a leader not a follower.
- Change is nearly always accompanied by some risk, often the risk is one you cannot afford not to take.
- Believe in yourself and your business. Owning and running your own business is more than a job. It is a way

of life that has no room for lukewarm enthusiasm or half-hearted desire to win.

Finances

Surviving in business requires a wide range of commercial, personal and management skills. To survive in tough times requires extra careful management of the business.

For some business people the requirement to spend extra time on management is especially difficult, because of a natural dislike of documentation, accounting and bookkeeping. Successful entrepreneurs are often not good managers just as good managers may not make successful entrepreneurs.

Successful small business proprietors need to be both entrepreneurs and managers. The following is a list of actions to assist with the survival of your business. Of course, not all the actions will apply to all businesses. Determine those actions which are applicable to your business and consider whether they could help you to manage better.

Business Income

Your business income may be called sales, commissions, fees, cash received, charges, amounts invoiced, or whatever.

- Monitor the business income. To do this design a sheet on which you can record income totals on a regular basis. Income totals may be recorded daily, weekly or monthly. Select the timing most relevant for your business.
- If the business income is currently recorded on an accounting system, attempt to use that data for monitoring. If you are not comfortable with reading the accounting data, set up your own separate system to use for monitoring. Where possible, use a computer to record the business income totals.
- Compare business income totals with the previous days, weeks or months. Calculate the percentage changes, record on the monitoring schedule and indicate whether the change is an increase or decrease.
- Compare the % change in the business income with that for similar and other businesses.
- Attempt to increase business income by various methods and record the effect on the income monitoring schedule. If income cannot be increased, take immediate steps to decrease expenses.

Marketing Your Product & Services

- Look for ways to improve buying terms or to increase the power of your advertising dollar by joining with other businesses in a marketing group or co-operative.
- If sales are on credit, offer discounts for cash or give small gifts on cash sales.
- Look for add-ons that can give a new look. Your product or service may be able to be altered in some way to make it more attractive to customers or clients without investing too heavily in development.
- Adapt to the way people are and aren't spending - in times of downturn purchasing patterns change, especially in retailing household items.
- Encourage follow up orders and work by delivering promptly and always check the quality of the product or service delivered.
- Ask friends, relations and colleagues to refer custom-

ers or clients to you.

- Determine your important existing customers or clients and check that they are happy with the product or service you provide. Ask for more orders or work or for referrals.
- Keep up-to-date on product developments and technical change: your competitive advantage is only ever temporary.
- Every firm must be better than all its competitors to survive. The longer that advantage can be sustained (that is not copied by rival firms) the better.
- Forward planning and the search for new opportunities (products, ideas, customers) must go on continually. Change must be welcomed, not rejected or ignored. Continually work to create and improve the firm's image, reputation or good will
- Remember people usually purchase on the basis of price and things like courtesy, service, convenience, range etc.

Purchases

These are the items acquired for use in your business or for onward sale. In manufacturing businesses purchases may be of raw material for use in making a new product. Service businesses may have only small purchases. Shops may refer to purchases as stock.

- Look for alternative cheaper sources of purchases.
- Keep stock levels to a minimum and only buy new stock when necessary.
- Establish a system that requires people doing the purchasing to obtain competitive quotes.
- Sell off, if necessary at a discount, supplies of old stock.
- Carefully check all purchases received to ensure they are exactly what was ordered. Check quality.
- Establish a procedure to check that all invoices received are correct, that is, the quantities are correct, the price and the calculation of amount owed is correct.

Interest

- Determine the interest rate charged on the funds you have borrowed. Check lease and hire purchase interest rates too. If possible arrange to change to cheaper forms of finance.
- Ask your bank to justify why the rate charged to you on your overdraft is so much over the benchmark rate. This is especially important if you have given real estate security, because the risk factor has been reduced.

Rental

- Review rental arrangements, is there scope to move to cheaper premises?
- On the other hand: in retail/service businesses a good location even if more expensive may reverse a downward trend.
- Location is a critical factor in attracting buyers and making sales, particularly for retailers and some service firms.
- Arrange to sublet surplus space.
- Defer signing a new long term lease, unless you are confident of the business and the rent represents especially good value.

**Business & Regional Development
New South Wales Government**

A Boom Truck With Versatility And Full Utilisation Of Your Capital Investment

Why buy the All NEW National Series 1100 Telescoping crane?

Here are some excellent reasons...

- The Series 1100 is the premier crane of its class in the commercial truckmounted industry.
- The Series 1100 has a rated capacity of 56,000 pounds (25.4 MT).
- The Series 1100 has extra-long vertical reach—to 104 feet (31.7 m) under hydraulic power.
- With the 48-foot (14.6 m) jib, the 1195 reaches up to a vertical height of 151 feet (46.0 m).
- Standard and rear-mount dual operator controls offer the ultimate in fine metering and low spool force. The stand-up operator stations leave the truck bed free for payload.



And here are even more..

Field-proven durability

- National has manufactured cranes since 1963. Over 90% of all Nationals ever manufactured are still in operation, performing the jobs for which they were originally designed.
- Four-section proportional boom extension system
- The Series 1100's foursection proportional boom, pioneered by National, sets up fast, provides extra-long hydraulic reach, and affords heavy-duty lifting power

DIRECT MOUNT HOLDING VALVES

- On the series 1100, all load carrying cylinders are

equipped with a direct mount holding valve for protection in the event of failure.

Lower truck requirements

- The Series 1100 is engineered to lower your truck requirements. The wide outrigger span, outand-down rear stabilizers, and unitized mount take the stress (and not the truck).
- That means that the Series 1100 can mount on trucks with lower axle ratings and still meet DOT and stability standards with ease. It all adds up to lower maintenance, lower costs, and longer truck life for you.

Heavy-duty hydraulicsystem

- A standard high-pressure, high-speed balanced vane replaceable triple pump provides three separate (or individual) hydraulic circuits for independent operation of winch, swing, and crane functions. This increases productivity on high-cycle jobs while facilitating ease of operation.

National Series 1100 Accessories

Every Series 1100 is part of the National Lifting System, a select choice of accessories that add versatility to your crane. With National accessories you can tailor your crane to handle your specific job requirements. In many instances, a truckmounted crane equipped with accessories can eliminate your need for other specialized equipment.

Because your Series 1100 affords such versatility, you save time, money, and manpower. You can do more, faster, with less equipment. National accessories are, thus, cost efficient options.

RADIO REMOTE CONTROL

National also offers a radio remote control for all crane models, eliminating handling and maintenance concerns that accompany cabled remotes. Coded FM signal operates to a range of approximately 400 feet (varying with conditions)

One Person Basket

Strong lightweight fiberglass basket puts personnel where you want them for tough maintenance and installation jobs. Optional dual basket bracket for two-basket operation on main boom. Easy on-off. Body belts included.

Tutts

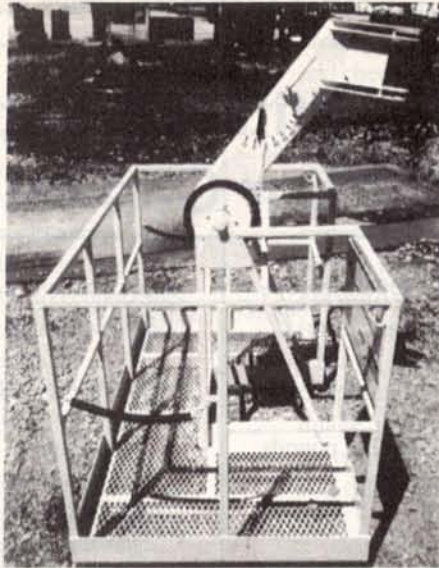
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<input type="checkbox"/> SYDNEY	2 South Street, Rydalmere. NSW 2116	(02) 684 4400	(02) 684 1501
<input type="checkbox"/> MELBOURNE	Gwelo Street, Tottenham. VIC 3012	(03) 9314 0011	(03) 9314 2079
<input type="checkbox"/> ADELAIDE	8 Tikalara Street, Regency Park. SA 5010	(08) 346 5844	(08) 346 3212
<input type="checkbox"/> PERTH	109 Coolgardie Avenue, Redcliffe. WA 6104	(09) 479 4080	(09) 479 4121
<input type="checkbox"/> Kalgoorlie	Unit 4/2 Keogh Wayl Kalgoorlie. WA 6430	(090) 91 2700	(090) 91 3540

Heavy-duty Personnel Basket

New high capacity steel personnel basket provides safety loops to secure up to four passengers. Dimensions are 72" x 42" x 42". This basket is ideal for lifting personnel with tools or materials to aboveground jobsites. A new fast-attachment system allows fast, easy pinning of basket to the boom. The gravity leveling basket has a new, secure disc-brake locking system.

- The Series 1100 winch is powered by a premium, high-efficiency orbit (geroller) motor instead of the typical gear motor used on competitive cranes. The orbit motor used with National's high performance winch, allows for extra-smooth control, up



or down, even under maximum load.

- A "Burst-of-Speed" feature for faster, more efficient pay-out and pick-up of unloaded cable is standard. A (Burst-of-Speed)" winch circuitry increases line speed up to 60% over normal.

Anti-Two-Block/Load Moment Indicator System

National's Anti-Two-Block (ATB) and Load Moment Indicator (LMI) share common components and work together to comprise a dual-purpose protection system that is standard on the Series 1100.

These features provide operator with a continuous reading of the cranes capacity as it moves through the motions required to make a lift.

NEW PRODUCTS

Portable Generating Set For Emergency Situations

Sydney based professional engineer, Graeme Doel, is producing portable petrol engine driven emergency generating sets that supply reliable, high quality power with a range of voltages and frequencies, both single phase and three phase.

The design and construction of this portable generating set overcomes the shortcomings of many small portable generators, which suffer from excessive voltage variations, a short life expectancy, inadequate speed control and unsuitability for safe connection to existing household or industrial circuits.

Ease of starting and reliability are paramount when loss of power is life-threatening. After an extensive search for the best engine, Graeme Doel selected the high quality, pressure lubricated V-Twin Vanguard engine from Briggs & Stratton. After another equally extensive search the Mecc Alte alternators were selected.

The generator can supply single and three phase power, 50 or 60 Hz at 240, 415 or 440 volts. There is also a 12 volt, 16 amp power source for emergency battery charging.

A feature of the set is the solid state automatic voltage regulator which works in harmony with the engine governor, so that the desired voltage, once set, is maintained and remains virtually constant right up to full load. This avoids dimming of lights or other more serious consequences as the generator is loaded up with the required equipment.

The engine has a 23 litre fuel tank - enough to provide for extended or overnight running in a emergency situation. Instruments indicate speed/frequency, fuel level and hours run. The Vanguard engine is direct coupled to the alternator and there are no exposed rotating shafts. General purpose power outlets are core-balance ("RCD") protected against electrocution. The design life of the set is 2000 hours, a lifetime in emergency use.

An emergency generating set needs two methods of



Graeme Doel's emergency generating sets offer a very reliable source of emergency power in a readily adjustable range of voltages, phases and frequencies. They are powered by Briggs & Stratton Vanguard V-Twin petrol engines and are specially designed for demanding household, industrial or emergency situations where a reliable, high quality power source is needed.

starting in case one fails. The Vanguard engine has both decompression pull start and electric jump start from a remote battery. Accessories include a 5 metre set of high quality jumper leads designed and built to start the set from a remote vehicle battery.

All equipment is securely mounted inside a very strong hot dip galvanised welded steel frame with retractable handles that allow easy movement on a hard surface like a wheelbarrow. There is a single central lifting point from which the set can be hoisted without dangerous slewing.

For further information contact Graeme Doel Professional Engineer, 9 Jupp Place, Eastwood NSW 2122. Telephone and fax (02) 868 1015.

Welcome to the Computer Age

While technology has made some remarkable contributions, it would be hard to imagine anything that has had the effect that computers have in the last decade. It sometimes appears that everything is computer driven or orientated.

Hardware manufacturers compete to come up with a silicon chip that will drive computers faster, while software suppliers find that their latest program is outdated almost immediately as their opposition produces a similar program with technological advancements. A multi billion dollar industry, which is growing at an incredible rate, has sprung up, with the potential appearing limitless.

Already the world has become a smaller place as the internet, a communication network devised for the United States Army, allows computer operators from different countries to "talk" to each other through their computers while also "visiting" libraries, museums or wherever else strikes their fancy, of these countries.

But this is only the beginning, as the infrastructure is being put in place that we are told will change our lives. The information super highway will make the computer a multi functional component that will provide interactive services in

education, home banking, shopping, on line directories, entertainment and telecommuting.

The computer revolution is guaranteed to continue, as computer education has for some time been part of the education curriculum of primary schools, ensuring that our children will keep pace with the progress of computers.

But computers have not confined themselves to these areas, they have also become a major part of the workplace, with programs that help the business to be run more efficiently and economically. While most businesses differ, they all have their own "Modus Operandi", some which lend themselves to computer operation more than others. The operation of a hire business was considered to be one which was ideal for computerisation. Therefore it came as a shock when a survey of hire companies in Australia found that less than 20% of companies were using a computer program to run their business. Following these findings we have decided to publish a six part series of articles on computers and their benefits to hire companies. We have invited the leading software suppliers to the hire industry to outline the benefits and they are available to answer any queries you may have.

Beam me up Scotty

They still hand write their hire dockets here

Here we are, it's 1996, that's 84 years after the "Red Flag Act" was repealed in England, more than 20 years since we put a man on the moon and 24 years after Coates Hire, probably Australia's largest hire company, was first computerised "back office" in Sydney in 1972 when it became part of ANI. The handwritten dockets were entered on the ANI mainframe computer as Invoices then.

How have we progressed since then? It seems most of Australia and New Zealand's 4,000 or so hire companies are still hand writing their hire dockets! Worse - an estimated 80% are still without a computer of any type. Many of those who have a computer are anything from "mildly unhappy to totally unhappy" with the program they operate at present, (it was probably written for a retail shop by a friend of a friend who will let you have a copy real cheap!).

How much did your current car cost? Between \$20,000 to \$40,000? What does one employee cost you a year? About the same at least. How much do you spend on accounting, book keeping, and advertising in your business? Big dollars! Now, the crunch question: how much value did you place on your business by getting the best available MANAGEMENT INFORMATION SYSTEM for your business?

If you have a computer system, chances are that you got it at the "right price" from a friend whose brother-

in-law "teaches computers" so you got a computer with a lump of Software for "Accounts". If it is hire software, odds are it isn't! How much did you spend on a training course to learn to use it correctly?

Chances are - you spent little or nothing, on training. (Even after your parents sent you to primary school for six or seven years just to "train you" to read and write!). The person in your office who "does the accounts and types" probably spent a year or more learning how to do basic book keeping and typing. Funny isn't it, when you stop and look at it? Here we are working our butts off in our business, where we spend most of our waking hours, yet in real priorities (with a few notable exceptions). We put the computer, the greatest tool and productivity benefit since tractors replaced horses - in the "too hard" basket at the bottom of our "must do" list!

It is a bit like walking when there is a car in the garage, I know you will get there, but at what price to you, your business and your family?

So, should you computerise or not - there is only one answer given the above, so, if you do, where do you begin? Who do you do it with?

Let's look at some of these in a little more detail:

1. Why Computerise? Let's sort out some of the facts from the fairy stories. Here are some of the things

we have heard from people against computerising their hire business:

- a. The computer will take over my business;
- b. I don't want a machine telling me what to do;
- c. It will cost me money I could earn income with;
- d. I don't know how to use one;
- e. I don't have time to learn it; and even
- f. The tax man will find all the cash sales . . .

Now here are some of the reasons we have heard as to why some people do want to computerise:

- a. Everyone else is getting one so we thought we should too;
- b. My Accountant told me I should get one;
- c. My kids wanted a computer;
- d. You can play games on one of those.
- e. "I want to get on the information super highway"
(come back with your billycart licence son!)

Now let's look at some of the real reasons to progress your hire business by computerising it, let's presume the following functions are desirable for you:

2. Stock control or Who has got what where and when? Producing a Quotation or a Reservation, a Contract or an Invoice for any of your regular customers for any of your hire fleet in a few seconds.

Operating just these jobs on the computer enables the computer to track any piece of equipment now or in the future so you may always know who has what and when it is due back, how much it has earned and a host of other information designed to help you run your business.

3. Reduce your administrative overheads, because the computer should be able to tell you not only what is due and when but also every detail about every customer right down to who can place orders and where their sites are.

Plus kits of parts customers always rent together. It tracks your debtors and creditors records for as many years as you want. Tell it once your minimum stock levels and it will always warn you what needs to be re-ordered. Like to know what your profit was last month to the cent - including your depreciation, on the box.

4. In the process of doing all these things on the computer once - you gain, because you will reduce your Accounting costs. Learning to work smarter by doing it once and doing it properly. The end result of this is that you are able to do much more, much better in less time and at lower cost.

Computers enable you to eliminate repetitive manual tasks throughout your business. Jobs such as writing the same customers name, address and phone number and the same product description over and over day in

and day out on a manual docket. When you hire a marquee, an aluminium scaffold tower or a public address system, the computer will enter all the parts on the docket for you automatically.

How would you like to be sure that EVERY time you hire a chain saw or an aluminium ladder that the customer automatically got a printed warning about that machine on the docket.

5. All the financial activities of your business can be handled more efficiently and more accurately with a computer. Most data needed is only ever entered once in the computer.

6. The rapid production of Quotes, Reservations, Contracts and Invoices together with management reports showing results and variances against Budget Plans enables the business operator, to be freed up to manage your business by dealing with up-to-date facts - but dealing with them just once!

7. Because the correct Software Program generates the invoices for you to send to your account customers, the information about your customer accounts is up-to-date every day. This enables you to find out quickly such things as which customers owe you the most, and which customers are slow payers and stop your staff dealing with the bad ones!

The correct system for a hire business is also very useful in the planning processes, there is no thanks from your socialite party hire customer when you forget to deliver the soup spoons for her daughter's very posh wedding . . .

Especially because you double booked them and no one knew until you went to deliver them - that morning.

Besides reminding you that the soup spoons (or anything else are overbooked) the computer is ideal for Planning and Budgeting. It enables alternative ideas to be compared quickly in terms of the effect they will have on your profits and cash flow.

What does a Computer system consist of:

1. A Management Information System for the Rental industry includes several important parts, some of these are:

- The hardware part of a computer system - these are the bits you can see: the computer itself, the keyboard, the screen and a printer.
- The software part of the system - this is the real clever part that is unique for the Rental Industry. A Program is a set of instructions put together by the Software house in a way to deal with all aspects of your business.
- Peripherals - these are the things such as printers and modems. That is a gadget which allows your computer to fax your Purchase orders, or invoices or state-

ments directly to your suppliers or clients or connect your remote branch to head office.

- The Data is your business information.
- Procedures - this sets out what to do in any set of circumstances and when to do it.
- You and your staff, the most important part of the System!

A computer System is not a replacement for management skills. If your business has a sloppy manual system, getting a computer will not improve things - you will just have a sloppy computer system.

The choice of enforcing daily, weekly and monthly procedures in your business is still up to YOU, the business owner.

LET'S CLEAR UP A FEW COMMON FALLACIES:

THE COMPUTER WILL NOT DO ANY WORK FOR YOU

IT WILL NOT DO ANY THINKING FOR YOU

IT "KNOWS" NOTHING

IT HAS NO BRAIN

IT WILL NOT RUN YOUR BUSINESS

It can only present you with accurate information if you key in accurate information. In the computer industry we more commonly say:

G.I.G.O. That is, GARBAGE IN - GARBAGE OUT.

2. When to Computerise?

This question should be asked in conjunction with "where do you see your business in 6 or 12 months time?". If you have a clearly defined business plan that shows the probability of rapid expansion over the next 12 months then perhaps now is the best time to computerise.

Before the paperwork becomes a mountain;

Before you find you are constantly double-booking;

Before your month-end becomes a nightmare!

Many decide to install a new computer system three to six months prior to the end of the financial year. This is sensible as it gives you time to do the data entry and learn how to drive the new system ready for the new financial year.

3. What to buy - and what not to buy

There can only be one answer here and that is; Buy something that does all you need, see it working before you buy it, speak to users of the same system before you commit. Talk to industry leaders.

Don't even **think** about a custom written program or deal with anyone who says "we have got half of what you need in our software now", buy our system and we will write the rest for you". Ask for a performance bond of about \$1,000,000, that's about half the current development cost of the "QuickTrack" and "Tracs"

Software Systems, then you might get what you want in about 3 to 5 years time, if the software house puts about 5 programmers on your job full time. . . . don't say you were not warned !! Of course, you can always sue them in the Federal Court under Section 52 of the 1974 Trade Practices Act. but it will save you much heartache if you just say, "NO BOND, NO ORDER!"

4. How do I figure out the cost benefits?

A proven Integrated Rental Business System will have a useful life of say five years, a Single user System with a printer computer programs and support package including program upgrades for five years may cost say \$15,000, that is a cost of \$3,000 per year or \$60 per week, about the same as the lunchroom supplies if you have biscuits too!

Work out what you are spending now on:

Book keeping;

Accounting functions and financial Reporting including

Depreciation (not your tax returns);

Compliance with Occupational Health & Safety Service Records;

Stock Control;

"Lost" equipment (not checked as returned);

Double Bookings;

Quotations.

A computerised Sales Program, as many have found to their horror, is **quite useless** for the main activity in a hire business - selling time. **Quite simply, if it does not have the ability to track and sell time, it's about as much use as a marquee with no roof or a vibrating roller that doesn't!**

How do you avoid expensive mistakes?

Talk to your Industry Association. Talk to existing users - find out what they were using prior to computerising with a Rental Management System. Were they able to get all the answers out of one software package, or did they have to use two or three different types of software? Find out what they are using now; are they happy with the training; the support; is there an upgrade program?

Single or Multi-user. Once again, it depends on the size of your business. Many businesses start with a single user system until all the data entry has been done, and one or two of the staff feel confident with the System and then go to multi-user.

So there it is - if you need help remember our Computer Consultants:-

Chris Pannell from The Software Link Australia Pty Limited on (043) 65 3388 and

Bruce Davies from Trilog Business Systems Australia Pty Limited on (02) 330 0403 are as close as the phone.

• Call and discuss your needs or concerns with them. They are sure to be able to help you.

THE "ULTIMATE" LIGHTING TOWER

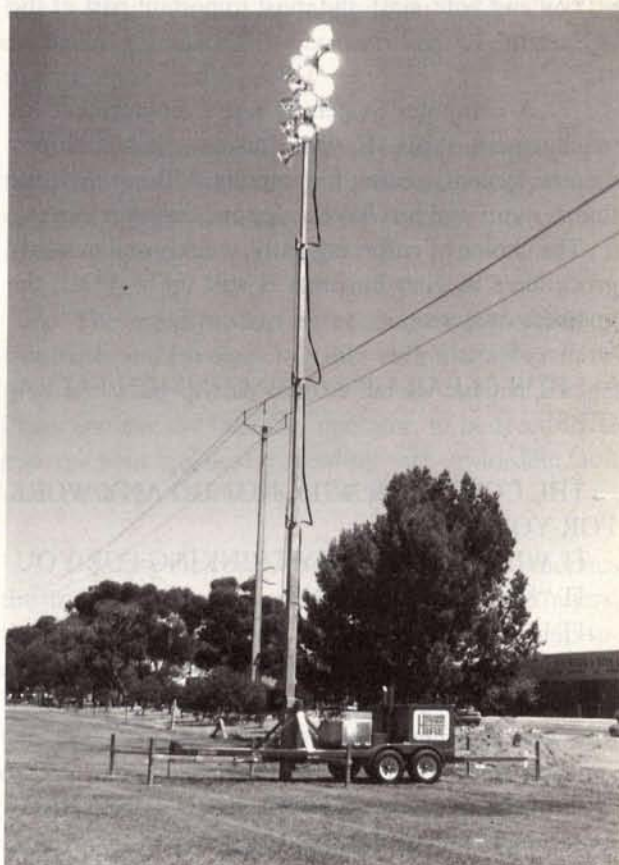
Richard Stevens Hire Pty Ltd, the lighting hire specialists, have imported the most powerful self contained lighting unit for hire in Australia.

- 16,000 watts of portable lighting with 16X1,000 watt fully adjustable Metal Halide lights on a 20 metre (60 foot) telescopic mast.
- Intense lighting (22-300 Lux) for almost 3 hectares (7.4 Acres or equivalent to an area slightly larger than the average football oval) and less intense lighting (.5-22 Lux) up to 28 hectares (70 Acres).
- Tower raised easily with an electric winch system.
- Total weight fully fuelled is 4 Tonne.
- Diesel fuel capacity is 400 litres and with fuel consumption of less than 8 litres per hour the running cost is around \$6-00 per hour.
- Dimensions:

Towing Position	Length	9.6m
	Width	2.4m
	Height	2.4m

Operating Position
(with outrigger stabilisers fully extended)

Length	9.5m
Width	3.6m
Height	8.5m to 20m



For additional information on this unit or other lighting needs (from 500 watts to 4,000 watts) please contact:
IAN GRAY Phone: (08) 277 0022, Mobile. 015 601 320, Fax: (08) 277 0889

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Leasing Through Your Superannuation

Self-managed (D.I.Y.) superannuation funds are free from many restrictions currently imposed on institutional funds and can, therefore, offer greater investment flexibility. Scott Marcellos comments.

This article will examine the notion of acquiring equipment through a superannuation fund, leasing it to your company, and thus making it available for rental or hire. However, by way of introduction, some comment will be made on the features of self-managed (D.I.Y.) superannuation.

Background

A self-managed superannuation fund is a personal fund, set up by individuals or small private companies to provide for retirement benefits for those individuals or private company directors.

The essential feature of this type of fund is that the fund's trustee will be the individual or corporate entity. This is important. It is the trustee who holds all the power. For example, the trustee (you) makes all the investment decisions; all investments are made in the trustee's name; and, all investments are held by the trustee. Essentially, therefore, when one acts as trustee of their own fund, they have ultimate and effective control over their superannuation.

This control is the very reason why these types of funds have become so popular. In fact, there are about, on average, 1000 being established each month. Research shows that those who maintain their own personal fund have greater levels of confidence in superannuation and are more inclined to save through this medium.

Although running your own fund is not difficult particularly if professional administrators are employed, it should not be taken lightly. There are a number of ongoing requirements that one must fulfil, few more important than the formulation and implementation of an investment strategy.

Under the Act which dictates the operation of superannuation in Australia, an investment strategy is a plan for making, holding and realising fund investments. It must take account of the whole of the circumstances of the fund. This includes the composition of the fund's investments as a whole, their expected risk and return, the fund's liquidity and whether the investments are suitable for the fund's liabilities.

Choice of a particular asset is not a strategy, but is rather an investment made in accordance with a strategy, whether explicit or implicit. A strategy is concerned with asset classes, not particular assets.

The final decision on an investment strategy and its

implementation belongs to the trustees alone. Therefore, the decision to acquire equipment and lease it to a hire company rests solely with the trustee.

Leasing equipment from your Superannuation Fund

There is nothing in the Superannuation Industry (Supervision) Act or its Regulations (the law of superannuation) which prohibits a trustee of a superannuation fund from making available equipment for lease. This, however, is provided certain criteria are satisfied. For example, and in addition to the investment strategy requirements mentioned above:

- the lease transaction must not contravene the terms of the fund's trust deed;
- the lease transaction must be undertaken solely for the provision of member benefits upon the member's retirement, death or for other approved purposes; and
- the lease transaction must be undertaken and maintained on pure commercial terms.

Assuming the regulatory obligations are satisfied, there may be merit in leasing floor stock from your superannuation fund. All the benefits from this type of arrangement, however, flow to the superannuation fund. There should be no primary benefit derived by the lessee, in this example, the hire company.

Example

Many operators may have quite considerable amounts of money tied up in their superannuation, currently managed by a life company or similar organisation. These operators are permitted to establish their own superannuation fund and transfer their existing superannuation benefits to it, thus giving the trustees of the fund cash to invest. The trustee's may choose (after following the appropriate guidelines) to invest, for example, in the acquisition of an elevating work platform. Having acquired the platform, the fund then enters into a lease agreement with the hire company. The rental the hire company pays under the lease would be no different in substance and amount than if it were leased from a finance company like AGC or Citibank. However, the benefits are numerous.

Firstly, lease rates are not too insignificant and, generally, represent an attractive rate of return to the fund. In many cases, such returns are far superior to that offered by some life company master funds.

Secondly, the lease payments would be tax deductible in the hands of the hire company at 36%, while assessable in the fund's hands at only 15%.

Those who regularly lease floor stock will find that under this arrangement, money that was previously being paid to some unrelated finance company is now being paid to their own superannuation fund. The bottom line is that the fund, and ultimately you, profits from the transaction.

Finally, this arrangement may appeal to those who wish to increase the amount of money going into superannuation to above that permitted by the deduction limits on contributions. For example, those who are aged between 35 years and 49 years (inclusive) are only permitted a tax deduction of up to \$26,125 per year for contributions to superannuation. Because, in this case, the lease is a business expense, the lessee is entitled to a taxation deduction on the lease payments to the fund. Assuming the yearly lease expense is \$10,000 and the lessee is a hire company making employer sponsored superannuation contributions up to the maximum then, \$36,125 can now be channelled

into superannuation, fully tax deductible. This compares to \$26,125 with no lease.

It is important to point out? However, that before embarking on such an arrangement, you seek professional advice to ensure that you have fulfilled all the regulatory obligations for investments of this type.

In summary, the concessions afforded to small D.I.Y. superannuation funds means that they continue to be an important means whereby individuals can maximise the flexibility of superannuation because they are able to have a direct input into the management and investment process.

Scott Marcellos is a Certified Practising Accountant and heads the Sydney office of the superannuation administration firm Supa-Funds Management Pty Ltd and is a Director of the superannuation consulting firm Perpetual Equity Pty Ltd. Scott is a founding member of the Small Independent Funds Association of Australia. For more information please call 1 800 644 866.

STAFF CHANGES

New Man At The Top.

Following the untimely death of Don McDonald late last year Flextool is pleased to advise the appointment of Robin Hilton as manager of the Melbourne head office sales team.

Robin is no stranger to Flextool having joined the company in 1980 after extensive experience in the U.K. and Australian construction industry.

A familiar face to hirers in Victoria and Tasmania, Robin has also represented the company at meetings of the Hire Association of Australia's Victorian Division for a number of years.

Motor sport is a hobby that Robin's shares with his wife Rosanne and as you would imagine they keenly await the Australian Formula One Grand Prix in Melbourne next month.

Robin leads an experienced team of sales and service personnel in Melbourne and looks forward to servicing the needs of your hire business in his new role.

All Access Applications Appoints General Manager

All Access Applications Pty Ltd have appointed Mr Greg Noble as General Manager. Greg joins All Access Applications with 24 years of hire and rental industry experience that will prove invaluable to the projected company growth.

He is particularly excited that All Access Applications has the exclusive distribution rights for Genie products in Australia as he has an enormous respect for the Genie range. "I always felt that if a good distributor was appointed, with a proper national distribution network, then Genie would really take off in Australia.

"All Access Applications have this in place and I am looking forward to being actively involved in the growth of the company. I am confident that Genie will become well established in Australia and that we will make a real impact on the access market", Greg said.

Steve Joseph off to England

Steve Joseph, the popular manager of Kango Construction Tools in Australia, has been appointed Business Manager for construction, for the parent company, Atlas Copco, in England. Steve starts the new position in March. His successor is yet to be named.

Geoff Southwell's new position

Geoff Southwell, formerly of Mole Engineering, has joined Landpac Technologies Pty. Ltd, which are located in Sydney. Geoff has taken up the position as Application Manager for the former South African company, which is just being established in Australia and specialises in heavy duty Compactors.

NEW SOUTH WALES

Erection of Heavy Duty Scaffolding for Demolition Work

It has been brought to the attention of Work Cover that some heavy duty scaffolding as required by the Construction Safety Demolition regulation 84 did not comply with the Australian Standards AS1576- 1991 for Scaffolding. This Australian Standard is called up by the Scaffolding Regulation 86 of the Construction Safety Regulations.

The Australian Standard requires the working platform of heavy duty scaffolds to be at least 1000mm wide (ie five (5) planks wide). Some heavy duty scaffolds used for demolition work have working platforms of only three (3) planks wide. For demolition WorkCover will insist on the erection of heavy duty scaffolding complying with the 1000mm working platform width requirements.

In order to ensure that current regulatory requirements are complied with as soon as practicable, demolition work commencing from 1 March 1996 must include heavy duty scaffolding with a working platform of at least 1000mm as required by the Construction Safety Regulations. An inspector's notice will be issued if this requirement is not met after the specified date.

Any enquiries should be directed to Michael Chan- Sew Tel: (02) 370 5345 or Roy Cullen (020 370 5058

Hire Companies could face \$ 0.5 M fines.

Companies who hire out portable equipment which produces fumes and exhaust gases may face penalties of up to \$500,000 if they do not inform their customers of the danger involved.

To assist companies in meeting the requirements of the Occupational Health and Safety Act, Work Cover NSW has just produced warning stickers. The stickers are designed to alert users to the dangers of using portable motorised equipment in confined spaces.

Throughout February, WorkCover will be mailing the warning stickers to hire companies in NSW who supply exhaust-producing equipment such as generators and pumps by petrol, diesel or LPG.

A confined space is any fully or partially enclosed space where oxygen levels may fall or there could be a build up of toxic gases or other contaminants. Such space includes vats, wells, storage tanks, pits, silos, sewers, tunnels and ducts.

Three people in NSW have died in the past twelve months as a result of carbon monoxide poisoning while using petrol driven motors in a confined space.

Section 16 of the Occupational Health and Safety Act details the obligations of suppliers in relation to their customers health and safety. The maximum fine for breach of the Act is \$500,000.

The stickers are heat resistant and UV resistant and should be attached to each piece of portable motorised hire equipment. They are available free of charge by calling the WorkCover publication order line on (02) 370 5303. Summaries of the Occupational Health and Safety Act are also available from the WorkCover Bookshop and by calling the

publication order line.

For further information contact: or

Graham Saunders

Coordinator,

Chemical Safety Unit

WorkCover NSW

PH: (02) 370 5145

Gaby Grammeno

Coordinator,

OHS Information Unit

WorkCover NSW

PH: (02) 370 5248

VICTORIA

Killed by skidsteer bucket

In Victoria, an employee was repairing an oil leak on a skidsteer loader. The bucket was in the raised position while he was disconnecting oil lines beneath the raised seat.

Oil escaped, causing the bucket to descend rapidly across the victim's back, resulting in fatal injuries.

QUEENSLAND

Fatal accident halts Casino construction

Workers at The Reef Hotel Casino construction in Cairns, walked off the site after a workmate was fatally injured in an accident involving a boom lift on the 8/1/96. Although facts of the accident have not yet been established, it appears the worker was in the boom lift which was being lifted in a box container by a crane, to the second level of the Casino. The boom lift tilted and fell 11 m causing the fatal injuries. A full inquiry is being conducted.

Crushed while unloading skidsteer

In Western Australia, a 53-year-old owner/operator received fatal injuries while unloading a skidsteer loader from a truck tray.

The skidsteer was transported with the bucket resting on the truck tray above the cab.

The machine moved backwards when the tray was tilted slightly and the tail gate was opened, removing support from the bucket.

The operator climbed underneath the bucket lift arm to enter the machine, accidentally pressing the left foot pedal (lift cylinder control) with his right foot and dropping the bucket! trapping and crushing his upper body under the left bucket lift arm.

According to WA's Department of Occupational Health, Safety & Welfare, contributing factors included

- the skidsteer was transported with the bucket raised
- the bucket was not supported in the raised position
- the operator exposed himself to risk of injury when he entered the machine under the bucket lift
- skidsteers should be operated according to manufacturers instruction.
- skidsteers should be reverse- loaded onto trucks: the truck long enough to accommodate the skidsteer with the bucket lowered.
- skidsteers should not be parked with the bucket raised unless fitted with a safety lock
- operators must never enter or leave a skidsteer under a raised bucket lift arm, arm, unless a safety lock is fitted.

It's Party Time

Lets Party

PARTY HIRE INDEX

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Baytex Exhibits at Anaheim

For those of you who didn't make it this year, a trip to the annual ARA Convention & Trade Show is definitely worth the expense and time off work to attend, if not next year, at least some time in the future. This year saw a big contingent of both Kiwi and Aussies at Los Angeles Anaheim Convention Centre, scouring the Trade Show floor for new ideas and good deals with most of them admitting difficulty in seeing everything they wanted to in the three and a half days they had available. The party hire section alone had around 200 exhibits.

Complementing the excellent trade show was a comprehensive selection of seminars, demonstrations and workshops covering all aspects of rental operation and I'm sure all who attend from this part of the world got their moneys worth and more from their trip.

As a fully fledged exhibitor at the trade show this year Baytex was impressed with the quality of the trade show management, the excellent support and high quality of foot traffic from attending delegates. Americans seem to take trade show attendance quite seriously.

Baytex Linings are steadily gaining a foothold in the US market in spite of a general reluctance amongst the party rental industry to take on new ideas and work to develop new markets for themselves and in this respect Party Hirers from down under are far more adventurous and imaginative than their American counterparts. Baytex

is selling exactly the same linings in the US as are so popular back here and the quality of design, construction and presentation is widely appreciated amongst those who are stocking our product

However the market is maturing and readers of the US special Event industry magazines will have noticed a dramatic increase in the number of tent installations featuring linings. We are pleased to say that Baytex had a very good Trade Show with good orders and prospects of a significant increase in business to the US in the coming year.

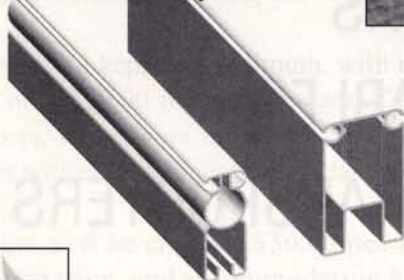
The main new development in rental Tents (or Marquees) that was the talk of the Trade Show was the peaked roof tent both fully framed and cable supported configurations. The cable supported design promoted in the past almost exclusively by the Warner Companies in Canada had a number of imitators this year, all very well executed and combatively priced. The trend in Marquees is clearly towards the swoopy roof profile already well established in the Baytex Electron Range of Pole Marquees. Baytex has been working since the latter part of last year on our own design of cable supported frame tent which we are calling the "Spring Top" Canopy and which will be available in the next 2-3 months. Initial production is already underway so if you have an immediate interest in this style of framed Marquee, please give us a call.

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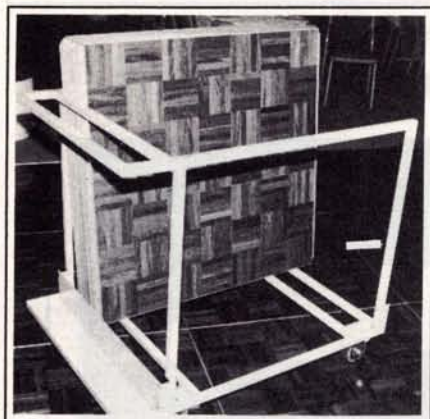
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Victorian Building Control Commission takes stand on Temporary Structure Registration

A recent letter received by the Party Hire Division of the Victorian Hire & Rental Association from the Building Control Commission has made it clear that the Commission intends to make sure that all practitioners comply with the Building Act and Building Regulations.

Letters have been sent to companies who are alleged to have committed offences at the Elmore and District Field Day as to their failure to comply with the Building Act 1993 and Building Regulations 1994.

A further mail out will be instigated January 1996 to all hire and rental companies within Victoria, advising them again of the need to be registered building practitioners, the need to have their "structures" registered and of the substantial fines that may be imposed if a breach of the Building Act and Building Regulations

occurs.

In conjunction with the Commission, the Victorian Party Hire division wishes to advise any interstate hire companies visiting Victoria, who have occasion to erect Temporary Structures in this state must also be registered under the above Act, or be liable for a substantial fine for contravening the Act.

Any enquiries should be directed to :

Mr. Peter Phillips

Senior Liaison Officer

Tel: (03) 9628 5165

Or

Mr. Bill Barber

Assessor

Tel: (03) 9628 5894

Party Hire Exhibition At Cobran

In order to fill a very obvious need in the Party Hire industry, a trade exhibition featuring some 50 suppliers is being planned by the Victorian division of the Hire and Rental Association.

The exhibition is being held at the Cobram Barooga Golf Club on the weekend of the 18th & 19th of May and is aimed at giving all those involved in the Party hire industry the opportunity to view an extensive range of products.

On display will be marquees, structures, furniture, glassware, cutlery and crockery, gas and electrical equipment, and many other items pertaining to the Party hire industry.

The aim is to have a wide range of equipment on display, and to provide an opportunity for business principals and their employees to combine work and pleasure without coasting too much time or money.

Costs are being kept to a minimum, with registration being only \$50.00 for members and \$70.00 for non members, and covers the cost of the Saturday night dinner with entertainment and the farewell lunch on Sunday.

Exhibitors will be charged \$50.00 per site and \$50.00 registration, and accommodation has been reserved at 3 motels within walking distance of the venue. Cost per person on average will be \$38.00 (bed only, twin share) and these units will

be allocated on a first come basis. A number of other motels are within a 5 minute drive of the club.

Golf is being organised on Sunday morning with 18 holes for the very fit, and 8 holes for the not so energetic.

Cobram Barooga is situated on the Murray River, an easy 3 hour drive from Melbourne and is recognised as one of Australia's best resort golf courses.

The weekend is a great opportunity for any one in the Party Hire business, and the exhibition deserves the full support of the industry.

Exhibits will be open from 11 am to 5 pm on Saturday, and from 9 am to 1 pm on Sunday.

A presentation by leaders within the industry will be made from 6 pm to 7 pm with a question and answer segment. This will be immediately followed by pre-dinner drinks, with the dinner to commence at 8 pm.

If you would like to attend what promises to be an excellent weekend, fill in the registration on the next page.

To obtain a registration form fax the Hire and Rental Secretariat on Fax. No. (03) 9819 3676.

Trade enquiries can be made with

Ian Wood Phone (03) 942 98688. General enquiries can be made through Kevin Bourke Phone (058) 72 1433.

REGISTRATION

HIRE AND RENTAL ASSOCIATION PARTY HIRE TRADE EXHIBITIONS COBRAM BAROOGA GOLF CLUB SAT 18TH AND SUN 19TH MAY 1996

SPONSOR COMPANY _____

Member Hire Assn (yes/no)

Name of people attending

Names: 1. _____
2. _____
3. _____
4. _____

Attach list for additional names.

REGISTRATION FEE: \$50.00 per person for member companies.
\$70.00 per person for non-member companies.

ACCOMMODATION: Rooms required (twin share)
Deposit \$10.00 per room.

GOLF SUNDAY 8 am hit off. Cost 18 holes \$20.00 or 9 holes \$12.00.

Number wishing to play 18 holes
Number wishing to play 9 holes

Cheque for \$ _____ enclosed made up as follows:

REGISTRATION	at \$50.00 / \$70.00 each	\$ _____
ACCOMMODATION	ROOMS. DEPOSITS \$10.00 per room	\$ _____
GOLF	For 18 holes \$20.00 each	\$ _____
	For 9 holes \$12.00 each	\$ _____
	Total:	\$ _____

Cheque payable to Hire Association Party Hire Exhibition.

Forward registration to Hire and Rental Association
PO Box 21
HAWTHORN 3123

REGISTRATION CLOSE: MONDAY 1ST APRIL

NO RESPONSIBILITY FOR ACCOMMODATION TAKEN AFTER THIS DATE

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Why pay a fortune for a structure when you can purchase a stylish Marquee for a fraction of the cost.

There is a lot of talk at the moment about rope channel type structures being the way of the future. This is certainly true of frame type Marquees over 9 m wide, however for smaller structures of 9 m and less there appears to be little justification for spending large amounts of money on these structures.

Quins have produced frame - type Marquees up to 9 m for many clients throughout Australia at a fraction of the cost of channel structures available. Apart from the appearance, other advantages include saving in labour costs on erection and reduced transport costs.

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Quins 9M x 18M wedding marquee

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HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

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Phone:	Postcode:	
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	@ \$120 each	
	Cheque enclosed for:	
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ARE YOU KEEPING UP WITH THE INDUSTRY?



Times change and it's important to keep up with these changes. The 1996 Hire & Rental Convention and Exhibition, in Sydney from 22-26 September, will provide the latest information to help you take advantage of better business strategies, industry trends and new equipment.

'Round Table' workshops and high calibre speakers will ensure that all delegates

receive 'take-away' information relevant to their own business.

Of course, the exhibition allows you and your staff to compare one suppliers equipment to another. You might even be able to negotiate a great deal on some new gear.

Exciting social events make this years Convention & Exhibition bigger than anything you've been to before. And if you

have not previously attended, come along and see how easy it is to get your business up and flying.

Contact Professional Conference Management on (+61 2) 9976 3245 for more information.

