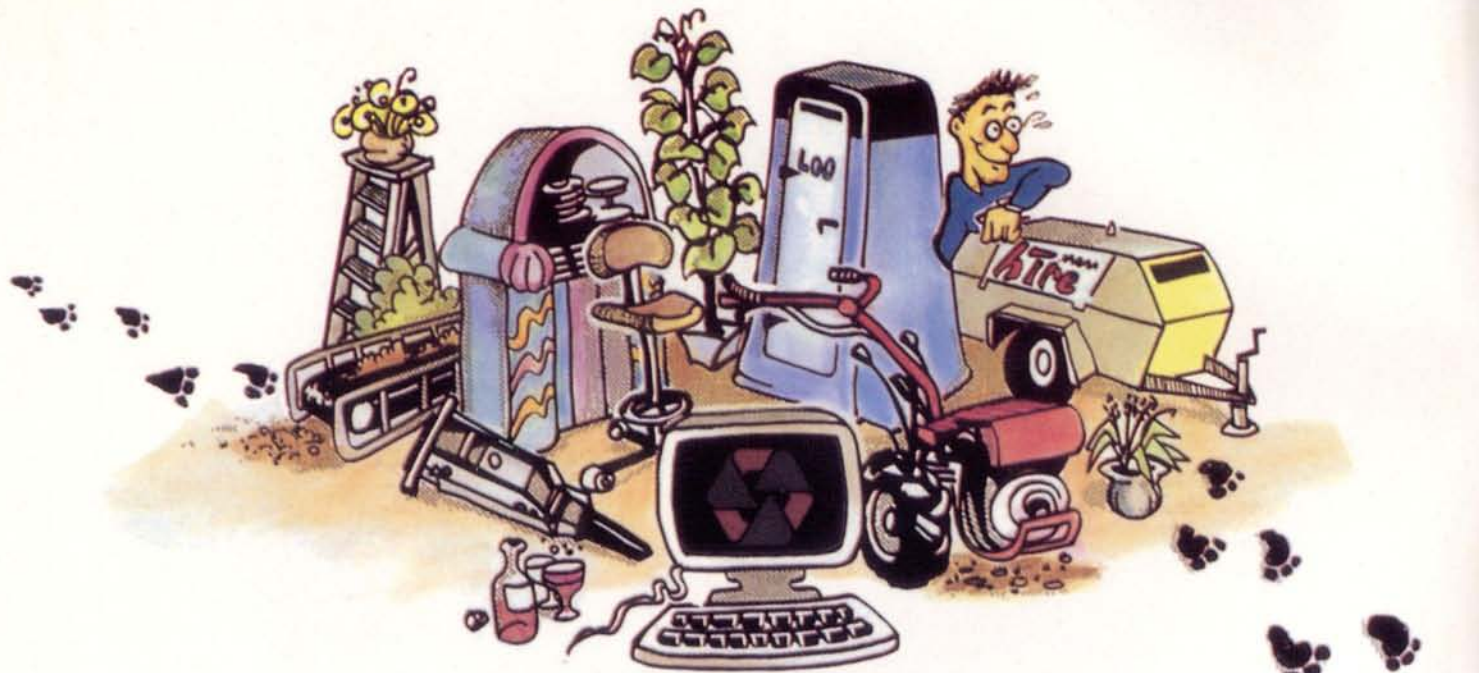


# HIRE and RENTAL Industry Quarterly

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA  
MAY 1996



MARLENE MORAHAN  
MORETON'S HIRE ACHIEVER PAGE 17



MAKING

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Secretary: Gareth Johnson  
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Fax: (02) 9956 7004

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Bulimba 4171

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Eastwood 5063

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Tel: (09) 310 9345  
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13 Wheatley Drive  
Bull Creek 6155

## PRESIDENTS MESSAGE



**Richard Crommelins President**

Since my last report, there has been a change in Government and hopefully this will give the country and our economy a boost that will mean more confidence and therefore more business for all of us.

The time to prepare is now.

Look at your equipment and assess its age and relevance to your customers. Are there any new items or markets you should be thinking about to grow your business?

What about staff? Are they fully trained in giving your customers advice on solving their needs? Do they understand what you want to achieve?

What about your premises? What do you say about the image you are trying to portray to your customers.

It is said that the future belongs to those that recognise it first.

How are you preparing?

At the recent National Association AGM, I was pleased to welcome new national delegates:

John Jonkers from Queensland

Maurie Abbott from New South Wales

Tony Ryder from Western Australia

A full list of your National Delegates appears on page 33 along with contact numbers for your information.

These National Delegates ( 2 per state ) are there to ensure that our industry is communicating together and that each state is providing guidance on relevant local issues, so that common problems can be addressed.

I am pleased to welcome Gareth Johnson to the Association. Gareth has been appointed as the Secretary of the New South Wales Association, but will also be taking over from Rolf Schufft as the National Secretary.

On behalf of the Association and those that have been involved in the National Committee over the more than 15 years Rolf has been Secretary, I would like to extend our gratitude for his contribution and our best wishes for the future.

The 1996 Convention is really taking shape. Already, more than 50% of the exhibition space has been sold and indications are that the New South Wales Committee will make this year's show a winner. Good speakers, round table discussions with a real "hands on" type approach to our industry's development, and industry people sharing ideas on items like competition, staff productivity, yellow pages, pricing, etc, will all contribute to an informative package.

This is a program and Convention not to be missed as we all prepare ourselves for a new trading environment under a new Government. You owe it to your self and your business to attend.

Regards

**Richard Crommelins**

# THE ONCE A YEAR OPPORTUNITY

It was Will Roger who said " anybody who voluntarily misses an opportunity to do something for their benefit and doesn't, has only themselves to blame."

The Hire and Rental Association's 1996 Annual Convention and Trade Exhibition, to be held at the Rosehill Function Centre, Rosehill Racecourse, from 23 - 26 September, is the once a year opportunity which showcases the hire industry, allowing those present to keep up with what is happening in their industry.

The previous two Conventions were held in two of the least populated states, Western Australia, 1994, and South Australia in 1995, caused attendance to be disappointing. This years host is New South Wales and significantly the Hire Association has used the experience of previous years to organise this years event.

Reacting to the disappointing attendance at the last Convention, the Association has taken the problem to the people by conducting several surveys throughout the hire industry, which has allowed them to organise a Convention and Trade Exhibition that is industry driven, in that it is based on what these surveys show visitors want from a Convention.

This has led to industry related Seminars such as " Prospects for the Construction Markets" by Dr. Frank Gelber, from BIS Shrapnal, Australia's leading financial forecasters.

While Dr. Grahame Dowling, from the Australian Graduate School of Management,

will discuss " Marketing for the Hire Industry"

These Seminars will be accompanied by, Round Table Workshop - Nuts and Bolt type - operations, conducted by some of Australia's most experienced hiremen.

The industry suppliers have already voiced their confidence in the new format, as exhibition space bookings are well ahead of previous years.

Surveys have shown that the most popular excuse for not attending Conventions is " I do not have the time or the money to go this year".

Attending Conventions is the only way one has of keeping in touch with what is happening in your industry, to be aware of new products, take advantage of specials which are available, changes which may be occurring, allowing you to plan for the future and to share ideas and knowledge with others in the industry.

## Can you afford not to be there.?

This year you have the Convention being conducted in Australia's most populated state, with business confidence sky high after a change of Government, at the venue of some of biggest races in the country, Rosehill Racecourse. While we cannot promise you a " Golden Slipper, " We can promise you a Convention and Trade Exhibition which can only benefit you and your business.

Greg Kelson

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

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Maroubra NSW 2035  
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Balmain, NSW 2041  
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# HIRE and RENTAL Industry Quarterly

OFFICIAL JOURNAL OF THE HIRE & RENTAL ASSOCIATION OF AUSTRALIA

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

*It's frightening.*

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

And everything you own.

Sadly, it's often not your fault either.

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

But it does.

A client, visitor or employee might slip and fall.

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

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WESTERN AUSTRALIA: Perth (09) 430 5650, TASMANIA: Launceston (003) 31 3055, Hobart (002) 31 1288, NORTHERN TERRITORY: (089) 816 803

## Upcoming Events

### 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  
Contact  
Tel: + 39 (0) 51 282 111  
Fax: + 39 (0) 51 282 332

### ARA '97 Convention

New Orleans  
February 2 - 5  
Contact:  
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Fax: +1 309 764 1533

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

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- 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.

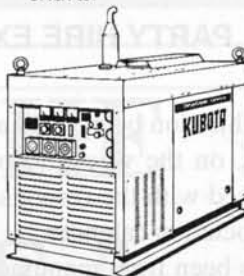
- More than 20 four stroke models from 3.1-13hp.
- Available with 2:1 reduction and a range of standard PTO shafts.



## 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.

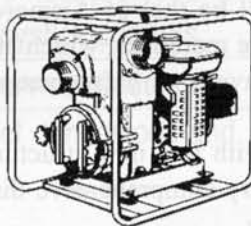
- 7 models from 550W to 5.4kVA.
- Standard features: Simultaneous 12 volt battery charge, Safety first circuit breaker & Auto shut down oil watch.



## PORTABLE PUMPS

Strong and reliable.

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- 1 1/2" - 4" volume transfer & trash pumping.
- Flows from 300 to 1800 l/min
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**Kubota**  
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## POWER EQUIPMENT

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**THE ANSWER TO HIRING HOT  
WATER PRESSURE CLEANERS**

A unique solution to the problem of hiring hot water pressure cleaners has been announced by Kerrick Industrial Equipment called the Volcano Boiler, It can be hooked up to any pressure cleaner and will produce hot water to 3000PSI 0-150 o up to 21 litres per minute. This means that any cold water pressure cleaner can be turned into a hot water machine with the addition of the Volcano Boiler.

The Volcano is a stand alone 240V unit with it's own wheels, controls, cover and handle. Its upright design is compact and easy to handle, costing less than \$2,000.00 to hire companies. It makes your cold water pressure cleaners so much more versatile, and when coupled to a generator and petrol pressure cleaner you have a portable hot water pressure cleaner.

For more information contact Graeme Dillner at;

**Kerrick Industrial Equipment**

**Tel: (02) 637 - 9911**

**Fax: (02) 682 - 5872**

**PARTY HIRE EXPO TAKES SHAPE**

Organisers of the Party Hire Exhibition being held at the Cobram Barooga Golf Club, on the weekend of 18th and 19th May are very pleased with the response to this new event on the Hire Association calendar.

The most pleasing response has been from manufacturers of structures and marquees, with the biggest names in the industry exhibiting the latest items in their range of equipment for sale.

Both Hoecker structures and Baytex of New Zealand will be featuring new releases at the Expo, as will Quins Canvas of Adelaide, who will be showing their 9m frame marquee.

A most interesting stand will be that of Airmarq, with their revolutionary inflatable marquees, which are in 6m and 9M modules, and have a very fascinating design and appearance.

Robian Industries, together with two new structure manufacturers will make up a very comprehensive display in this area of the exhibition.

Among those who will have their stands in the various marquees and structures will be Hotel Agencies of Melbourne, who have an extensive range of cutlery, crockery, glassware etc, together with many items used in the catering area including many items of electric equipment.

Some of the other stands will feature Amenities

Toilet Hire, Unabar of Canberra, who have chair covers satin bows and other wedding accessories, plus the heatline electric warming oven and a range of floor tiles.

Also from Canberra will be Best Time Party Hire, with their portable dance floors, banquet tables and portable heaters.

Several other potential exhibitors who have yet to confirm their attendance at the Expo include C. D. Players, ballroom decorating specialists, gas equipment and other popular items used in the Party hire Industry.

While the official closing date for the registration of both exhibitors and Part Hire proprietors has passed, this should not deter anyone who wishes to participate as registrations will be accepted until 15th of May.

Those who leave it till late may have difficulty in finding accommodation in close proximity to the Expo venue, so if you wish to attend, act now.

Trade exhibitors should contact Ian Wood at Harry The Hirer in Melbourne on (03) 94298688 or Fax on (03) 042 96842

A registration form is on page 49 of this magazine, or are available from the Hire Association Secretary in Melbourne on (03) 9810 333 or Fax (03) 9810 3686- Contact person is Anne Darvell.



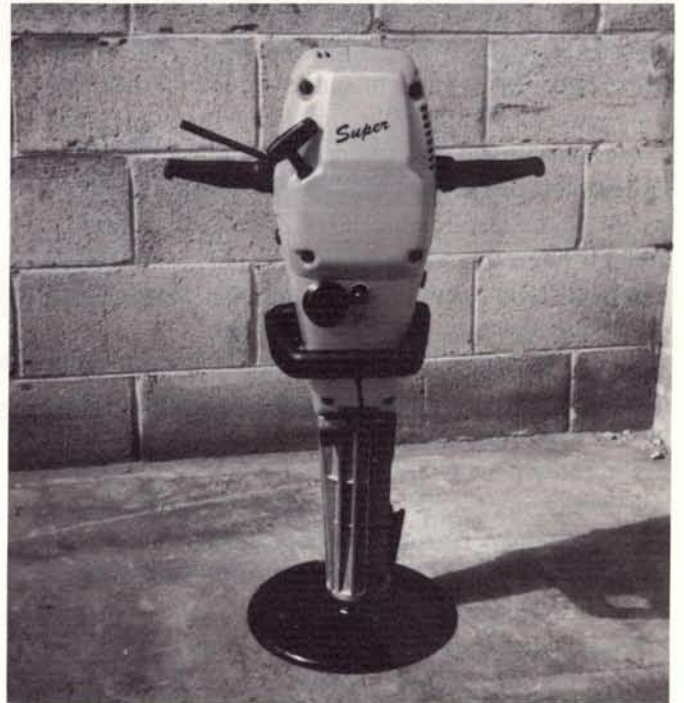
## KANGO'S FB 60

Faultless first-up starting, fuel economy and portability are big benefits offered by Atlas Copco's new petrol-driven breaker, the FB60S (for Super). The unit features Thyristor technology ensuring that it starts on the first try, whatever the weather conditions.

Operation is simplicity itself. The FB60S's hammer mechanism doesn't engage until the breaker is pressed downwards with the anti-vibration handles. When the job is finished it idles smoothly to save petrol, cutting operating expenses to a minimum, a litre of petrol lasts an hour.

Cutting up asphalt, repairing pot holes, moving safety islands, restoring broken concrete foundations and installing transport signs, just a few of the jobs within the capacity of the FB60S with its 60 Nm of hammering power, at 1200 blows per minute.

All this power - equal to that of a medium weight pneumatic breaker, in an easily handled unit readily carryable in the most rugged areas, as the Army and Local Government Authorities can attest.



# " GIVE ME THE BLUE ONE "

The most advanced design features available on any self propelled lift give the UpRight X20 optimum performance. The 5 year structural warranty and very high standard specification make it the best value for your money — now and over the long term.

- Maximum working height 8.1 m
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24 Herbert Street, Artarmon, NSW 2064  
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## NEW PORTABLE PUMP LAUNCHED BY INGERSOLL - RAND

The new V series of portable contractors pumps from Ingersoll Rand are the first purpose-designed, low noise, highway-towable machines on the market. The V4 contractors pump is the first in the range and is a vacuum-assisted self-priming 100 mm (4 in) centrifugal pump with a maximum flow of 153 m<sup>3</sup>/h (562 IGPM) and a maximum head of 37 m (121 ft). The pump is housed in the same durable package used for Ingersoll-Rand's new ranges of portable compressors, portable generators and lighting towers.

A significant feature of the pump is that the suction and discharge housings and the float valve assembly have all been designed to be removed without the use of tools. This facilitates clearance of any blockages which may occur due to failure to use the correct suction strainer. The unit has been designed to handle solids up to 44 mm in size, to match the most commonly used suction strainers.

Bauer type connections match the standard piping used in the construction industry and facilitate coupling up in the field. The pump will operate with suction lifts of up to 8 m (27 ft) and the ample capacity of the vacuum pump allows operation at this depth even with minor leaks in the suction piping.

Extensive field trials indicate that the V4 pump outperforms most competitive 100 mm (4 in) units, both in hydraulic performance and in noise and emission pollution. These features make the pump very suitable for operation in built-up areas where environmental pollution is a major factor in selecting equipment.

The unit is equipped with an exclusive to Ingersoll-Rand non lubricated vacuum pump mounted directly on the engine to give a maximum suction lift of 8 m (27 ft) and constructed to give continuous duty operation. The 120 l fuel tank is sufficient for up to 2 days work, working without a refill.

The standard format of all other contractors pumps is skid or site trolley mounted. In other words, they are transportable not portable. Normally an add-on kit is supplied for portable applications, but inevitably this creates a unit with a high centre of gravity, where a wide wheel base is required to compensate.

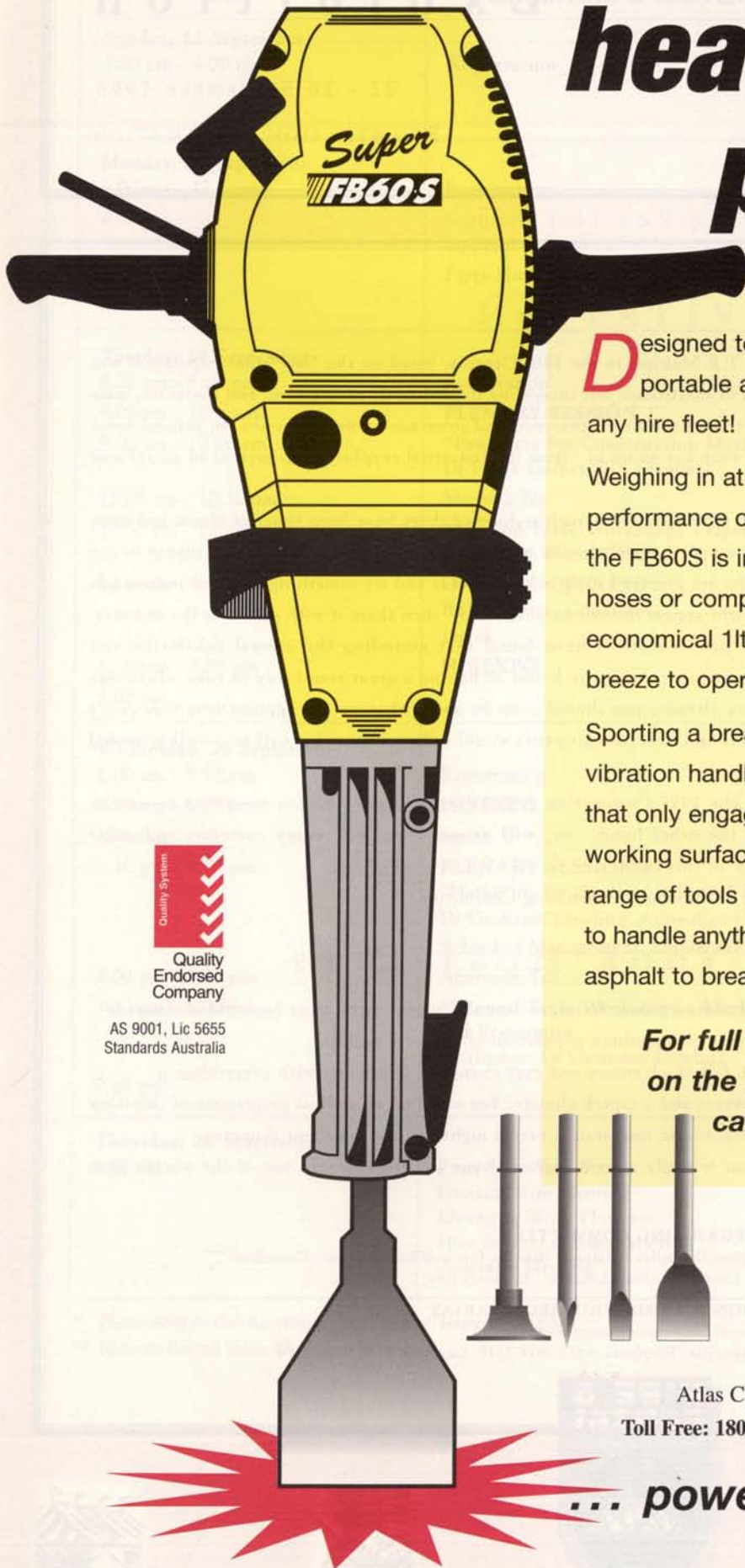
Ingersoll-Rand, however, has developed the pump as a mobile unit with high speed adjustable running gear suitable for towing on motorways as well as construction sites. It is totally enclosed in a silenced canopy, meeting EEC sound directives.

Because of the compact construction of the pump, one man can manoeuvre the unit into position and a dumper truck can easily move the machine around the site. This is in contrast to the heavy conventional skid-mounted units which need a crane to move them. Features such as the steel canopy with a very strong powder-coated finish, wrap around moulded bumper with provision for integral recessed lights and moulded wheel fenders help the pump to withstand the rigours of everyday use on construction and building sites.

The pump is powered by the popular Deutz 3FL1011 air-cooled diesel engine, operating at a very conservative 2000 rpm to give long life to both pump and engine. The engine is designed to meet all current and future European standards for noise, emission and safety, and requires minimal maintenance, essential features in modern construction equipment. A lockable steel canopy offers high security and protection against vandalism. The lifting bail is also removable for increased security. A lockable control panel comprising of hour meter, vacuum gauge, starter switch and alternator no-charge light prevents operation of the pump by unauthorised persons.



# ***The lightweight with a heavyweight punch!***



Quality System  
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**D**esigned to go the distance, the compact, portable and lightweight FB60S is a winner in any hire fleet!

Weighing in at around 24kg with the impact performance of a pneumatic or hydraulic breaker, the FB60S is in a class of it's own. No tangled hoses or compressors to drag about and with an economical 1ltr. of fuel per working hour, it's a breeze to operate.

Sporting a breakerless ignition system, anti-vibration handles and an *operator safe* mechanism that only engages when pressed against the working surface, it's versatility is complimented by a range of tools and accessories that allow the FB60S to handle anything from cutting or compacting asphalt to breaking concrete or driving posts.

***For full details and specifications  
on the FB60S portable breakers,  
call Atlas Copco today!***

***Atlas Copco***

Atlas Copco Construction and Mining Australia  
Toll Free: 1800 252 999 Tel: (02) 622 4444 Fax (02) 622 2129

***... power where you need it!***

# Hire & Rental Association of Australia

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## National Convention & Exhibition

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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
<b>Sunday, 22 September</b> 3.00 pm - 6.00 pm	<b>Registration</b>	5.45 pm Tour of Olympic Site and Welcome BBQ at the Sydney International Aquatic Centre, Homebush
<b>Monday, 23 September</b> 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
<b>Tuesday, 24 September</b> 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 <b>PLENARY SESSION 1</b> "Prospects for Construction Markets" Dr Frank Gelber, BIS Shrapnel <i>Morning Tea</i> **Round Table Workshops - Operations Facilitator: Gordon Esden <b>OFFICIAL OPENING</b> Rob Christie, Convenor <i>Lunch</i> <b>HIREXPO</b>	* Optional Social Activities         Happy Hour
<b>Wednesday, 25 September</b> 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 <b>HIREXPO</b> <i>Lunch</i> <b>PLENARY SESSION 2</b> "Marketing for the Hire Industry" Dr Grahame Dowling, Australian Graduate School of Management, University of NSW <i>Afternoon Tea</i> **Round Table Workshops - Marketing and Economics Facilitator: Dr Grahame Dowling	*Optional Social Activities         "An Evening at the Races Dinner"
<b>Thursday, 26 September</b> 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



## 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

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

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

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 Jarvefelt 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	_____	\$ _____
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Registration Fees	\$ _____
Accommodation	\$ _____
Social Functions	\$ _____
Accompanying Persons Tour/s	\$ _____
<b>TOTAL</b>	\$ _____

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

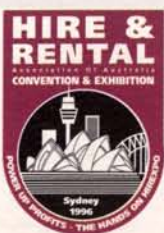
Cardholder Name: \_\_\_\_\_

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  
 Telephone: (02) 9976 3245 Facsimile: (02) 9976 3774

# Marlene Morahan

## Moreton's high achiever

Marlene Morahan, of Moreton Hire Service, received the Special Achievement award at the 1995 Queensland 400 Summit Conference, organised by Business Queensland and held at the Gold Coast's Jupiter's Casino. The award was the acknowledgment to someone who had rose above tragedy and adversity to become one of Queensland's leading business women.

Back in 1969 Marlene was the mother of three children, married to local policeman Kevin. They had just been entrusted with the organising of the local school fete. Finding it necessary to hire the hospitality equipment for the function, they were suprised to find that the nearest hire company was several miles away, on the other side of Brisbane. The Morahans were searching for a business to become involved in and a family conference decided that there may be an opportunity to start up in hire. A letter box drop was arranged, to announce the opening of the enterprise, while the household possessions were the original stock.

So Moreton Bay Hire was born in the garage of the family home in Manly. Kevin continued in his position as a policeman, while Marlene ran the business. The decision was vindicated shortly after its beginning, when the family record player and concrete mixer were hired out.

It soon become apparent that the lack of stock would be a problem, when an order for 50 chairs was received. A well meaning furniture salesman talked them into purchasing 100 chairs at a price which took Marlene's breath away, plus most of the family's savings.

But the business gradually grew until it become necessary to move from home to bigger premises in

Wynnum, where it was supplying building equipment and party hire equipment. It also added a CIG gas agency. For four years Marlene managed to combine the roles of housewife, mother and business woman, to everybody's satisfaction. Eventually the business prospered to the extent that Kevin was able to leave the police force, to take over the running of the business, allowing Marlene to concentrate on her family duties.

But in 1978 tragedy struck the family, when, after a year long illness, Kevin died. The grief stricken Marlene's first thoughts were to sell the business and return to her pre marriage occupation as a nurse in order to support her six children. But an examination of the business revealed that it had become so run down during Kevin's illness that it wasn't worth selling.

So Marlene decided to continue with the business and at this time made what was to be her first major administrative decision. She decided to move the

business to East Brisbane, in order to give it scope for growth, while the equipment hire and CIG agency were closed down in order to concentrate on party hire. Her eldest son Peter was persuaded to forego a budding accountancy career to assist



Moreton Hire at the Mining Show Mackay Sept. '93

in the enterprise, which was then named Moreton Hire Service.

Somehow Marlene managed to combine the roles of business woman and mother to her close knit family, without whose support she admits she could not have continued. Her administrative skills and business acumen soon saw the business prosper. But not even Marlene expected it to grow to its present position of being Queensland's biggest party and exhibi-

tions hire company, employing a permanent staff of 100, which sometimes operates 24 hours a day.

Along the way Moreton Hire has become synonymous with the supply of hospitality equipment in Queensland, being involved with the Commonwealth Games in 1982, the World Expo in 1988, while in 1991 it was appointed the official exhibition supplier for the International Lions Convention. On the local scene Moreton Hire is the major supplier to the Brisbane Convention and Exhibition Centre, the Conrad Treasury Hotel, Suncorp and ANZ Stadiums, and the new Brisbane International Airport.

The company's performances over the years have not gone unnoticed, Moreton Hire won the Meetings Industry Category of the Queensland Tourism Awards in 1992 and 1995, after being a finalist in the same category in 1993 and 1994. In

1995 Moreton Hire was the state winner of the MIAA ( Meeting Industry Association of Australia) Award for Conference Support Service. Moreton Hire was the National and State Winner of these awards in 1992 and 1994. While In April this year, at the MIAA function, held in Tasmania, Moreton Hire was once again the National Winner for Exhibition Products & Services within the Meetings Industry Association of Australia.

In 1989 Queensland Business Awards presented Marlene with a " Certificate of Merit " in recognition of her resourcefulness and achievements in contributing to the expansion of Queensland's economy.

Asked how she had managed to steer the company from its humble beginning to such success, the gentle, softly spoken Marlene replied, " It just seemed to grow along the way. Having started with very little capital, as we experienced growth, I ploughed the profits back into the business". Adding that her goal has always been to upgrade the image of the hire

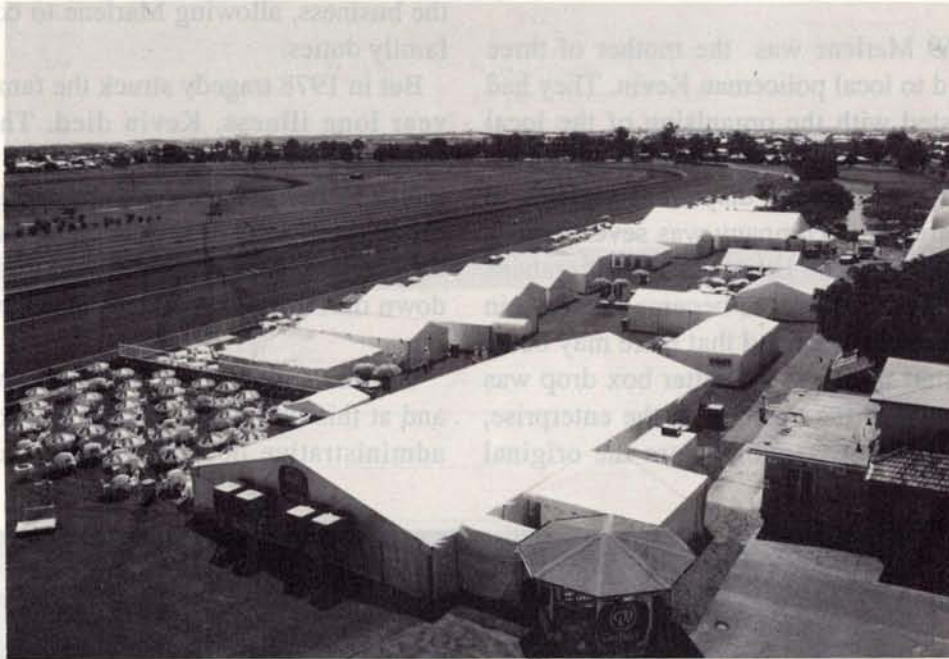
industry.

In 1985 Moreton Hire was asked to supply the equipment for an industry convention. They purchased the equipment, then set up an Exhibition Equipment Hire section. While it was the " poor relation" of party hire for quite a while, it has now come into its own, almost matching the party hire section in turnover. Marlene sees the supplying of equipment to exhibitions and special events to be the growth area, as Queensland becomes more a part of the international scene, especially with the opening of

the new International Airport and Convention Centre recently.

As the business continued to grow, the two warehouses at East Brisbane became too small to house all the equipment necessary to maintain the business.

The original



A day at the races for Moreton Hire, Eagle Farm 1995

stock of household equipment has grown somewhat over the years, for the Mining Show in Mackay, twenty five semi trailers were needed to transport the necessary equipment. Eventually, in 1989, two adjoining premises were purchased in Musgrave Street, West End, which now serves as head office and main warehouse.

Marlene's son, Peter, started the Gold Coast branch in 1986, Another son Neil, is the Managing Director of the Brisbane branch. While daughter, Tricia, worked in the sales department for some time, has since started her own business in the Theming industry. Marlene is very glad of the family involvement, as she is planning her retirement from the business in the near future, she feels it would be sad if the business she has pursued with such a great passion, was not in the hands of a Morahan.

When this time comes she can look back with pride and satisfaction in her achievements, which very few could equal.

## BLASTER HEART TRANSPLANT

A new high pressure pump designed for direct coupling to internal combustion petrol or diesel engines has been released by Australian Pump Industries. Manufactured by Bertolini, the pump is called the model TWSG3016. It offers 200 bar performance (3000PSI) and a maximum of 17 litres/minute.

Australian Pump claim that what makes the pump unique is its ability to mount directly to the crankshaft of most popular brand commercially available engines in the 10 through to 13 hp class. Thus, when the pump, the heart of the pressure washer systems fails, it can be easily replaced by a pump "heart transplant".

The pump offers a heavy duty industrial, nickel plated pump head fitted to a big capacity ribbed aluminium diecast Crankshaft. The extra capacity of the crankshaft case gives the pump excellent cooling characteristics.

The pump features a hollow crankshaft in a case hardened chrome moly and stainless steel valves, seats and springs which are interchangeable for inlet or outlet. Oversized straight roller bearings are supplied for long service life.

The pump is designed for direct drive and comes complete with a standard SAE flange with 1" dia hollow shaft.

A built in or separate unloader is available. Aussie Pumps believe the major application for the pump will be in replacements on high pressure water blasters where often the pump wears out long before the engine is due for replacement. Aussie Pumps Product Manager, Hamish Lorenz, said "if a high pressure piston pump suffers major contamination or cavitation, pump repairs are often not economical. Obviously some brands have more expensive parts than others but we believe that the price of replacement of a complete pump would be more cost effective for most brands of high pressure water blasters.

A comprehensive catalogue on Bertolini replacement pumps for high pressure water blasters and price list is available from Australian Pumps Industries across Australia

For Further information about this press release contact: Mr.Hamish Lorenz on (02) 655 1541

# Disc offers new software for old problems

The Disc Global Software Suite of control and accounting for the hire and rental industry will make a BIG DIFFERENCE to your business - whether you use it or not!

## Why?

Because this software is purpose built for your industry!

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So, why not give your staff the facilities to:-

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- Check price matrices.
- Apply contract charges or quote special prices.
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gives you complete financial  
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Company.....

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## Disc Group of Companies

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PO Box 302, Kent Town, S.A. 5071.

Phone: (08) 363 0800 or 008 882 250

Fax: (08) 362 4477

Sydney: (02) 9904 6064



# Motor - In - Head - Vibrators

The most reliable internal vibrator type on the world market is the so called "Motor-In-The-HeadVibrator".As the electric motor is placed inside the vibrator head, only cables run inside the protective hose (normal 5m long) to an on/off switch and a further length of cable (usually 15m long).

The Motor-In-The-Head-Vibrator is connected to a frequency and voltage converter, which converts the mains frequency of 50 Hz to 200 Hz and the mains voltage from 415V (or 240V - single-phase) to 42V - safety voltage.

This set-up offers the use of multiple vibrators off one converter, a working diameter of about 40 m, less weight to carry around, as no heavy flexible shaft (susceptible to kinking and burnout) is needed.

On the primary side the frequency and voltage converter is connected to standard mains supply (3-phase or single-phase). The converters secondary side increases the frequency to 200 Hz and at the same time reduces the voltage to 42V (250V are also used today). With the lowering of the mains voltage to the low safety voltage within the internal vibrator (WACKER in particular uses 42V), the best protection possible has been achieved for the operator.

The raising of the mains frequency of 50 Hz to the working frequency of the vibrator of 200 Hz means that its motor and the out-of balance weight driven by it are running at the high rate of 12000 rpm. In this way the concrete will be compacted at a frequency which meets the ideal conditions demanded by concrete technology.

On sites without electrical supply, the frequency and voltage converter is replaced by a high frequency generator driven by a diesel or petrol engine.

During 1995 WACKER introduced the Motor- In - The -Head - Vibrator series "IRFU" which incorporates a solid state converter in the

supply

Inside the vibrator head moves an eccentrically mounted weight producing centrifugal forces dependent on the number of revolutions per minute. The resultant accelerations convey impulses to the aggregate materials and high frequency vibrations excite the concrete. The out-of balance weight used in the vibrators available are designed in two different ways. The first type shows the out-of-balance mass between bearings on both sides.

The centrifugal forces are transmitted via two bearings to the casing of the vibrator and from there into the concrete.

A considerably more efficient way of transmitting centrifugal forces into the concrete is provided by a rolling, out-of-balance weight. This system is used only by WACKER, who based its patent on the experiences gained with the original design.

The weight running inside in contact with cylinder casing imparts its energy directly to the concrete without any intermediary of bearings.

This system comprises an eccentric pin which drives the out-of-balance weight. Other advantages are the interchangeability of vibrator heads because of an electric clutch connection, oil mist lubrication and easy starting.

WACKER supplies internal concrete vibrators of all types worldwide. Whilst WACKER'S " Motor - In -The Head" and "Pneumatic" - vibrators come from Germany, 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 or:

WACKER AUSTRALIA PTY.Ltd.

A.C.N. 004659 590

913 Princess Hwy.

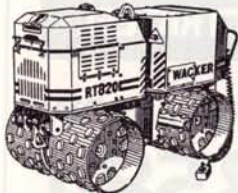
Springvale, Vic. 3171

Tel: (03) 9547 4033



**Rollers**

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



**Trench Rollers**

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

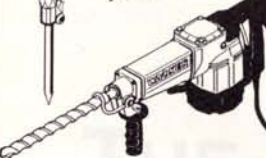
**Vibro Plates**

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



**Petrol & Electric Breakers**

23kg breakers for the toughest jobs.



**Hammer Drills**

Powerful 10kg electric and 5kg pneumatic Hammer Drills.

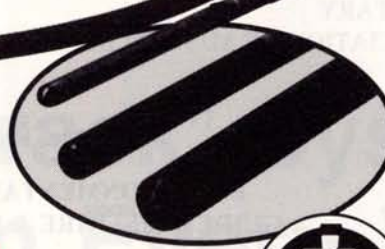
# WACKER CONCRETE VIBRATORS- ALWAYS AT THE LEADING EDGE OF TECHNOLOGY

**MANUFACTURED  
SINCE 1945**

**MADE IN  
AUSTRALIA**



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



**Trash Pumps**

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

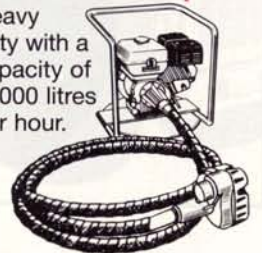


**Rammers**

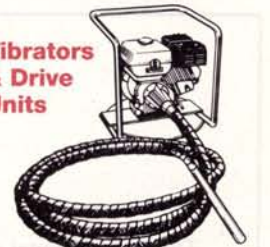
8 models from 30-105kg. Suitable for compaction of all types of soil and asphalt.

**Submersible Pumps**

Heavy duty with a capacity of 55000 litres per hour.



**Vibrators & Drive Units**



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



**Cutting Saws**

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

## WACKER AUSTRALIA PTY. LTD.

A.C.N. 004 659 590

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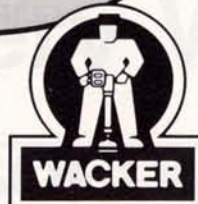
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The Hire & Rental Association of Australia has released a "Environmental Awareness Guide" which has been specifically designed for the Hire & Rental Industry. The Guide is available at a cost of \$ 50 and can obtained by filling out the application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

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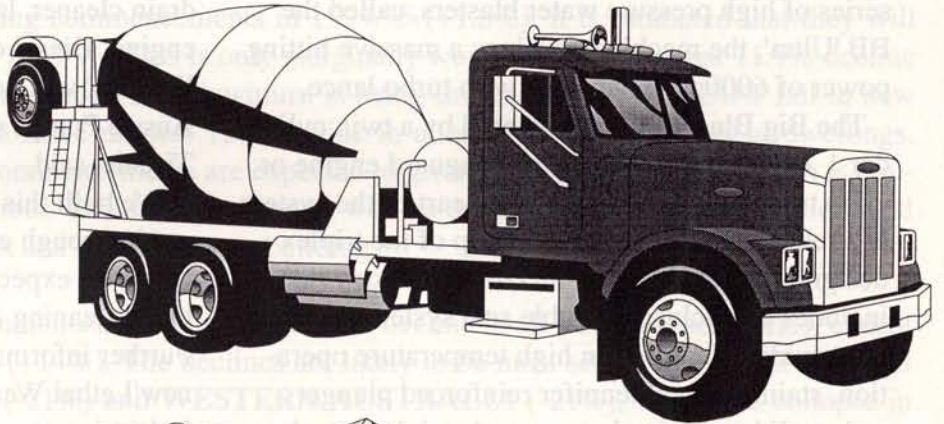
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# Lethal Weapon

A new high pressure water blaster, nicknamed by the engineering staff at Aussie Pumps as the 'Lethal Weapon', has been released by Australian Pump Industries. The largest in the BB 'Big Blue' series of high pressure water blasters, called the BB 'Ultra', the machine develops a massive hitting power of 6000psi when used with turbo lance.

The Big Blue 'Ultra' is powered by a twin cylinder 1 18hp Briggs & Stratton Vanguard engine or 20hp twin cylinder Honda. The heart of the system is a reliable Bertolini piston pump of the triplex design featuring state-of-the-art technology that includes an exclusive double seal system capable of providing long life in high temperature operation, stainless steel tennifer reinforced plunger rods, solid ceramic plungers and stainless steel valves.

The pump has a nickel plated head for corrosion resistance and develops 21 litres/minute and 4000psi maximum pressure. It is this combination of pressure and flow that enables the machine to outperform conventional machines of lower pressure rating.

The velocity generated by the high water flow and extra pressure enables the machine to be used for applications that would normally require much bigger and more expensive equipment.



The Lethal Weapon comes complete with heavy duty rollover cage-type frame mounted on four sturdy pneumatic tyres. It is supplied with both a

heavy duty Turbokiller lance for turbo operation as well as the standard lance, both supplied with quick release couplings.

Optional extras include sandblast kit, acid injector, drain cleaner, lance extensions and electric start engine. Diesel drive versions of the 'Lethal Weapon' will be available shortly.

Aussie Pumps senior design engineer, Mr Paul Tisdale, said,

' We built this machine from the ground up and put it through extensive tests. It is the kind of unit that we'd expect to see in rental fleets, shipyards, brick cleaning and heavy industrial applications.' Further information on Aussie Eco-Clean's new 'Lethal Weapon' contact Australian Pump Industries on, phone 02 655 1541 or fax 02 655 1689.

## PRESSURE

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Shrapnel Pty. Ltd.

## BUILDING INDUSTRY PROSPECTS

### SHARP DECLINE IN TOTAL BUILDING COMMENCEMENTS TO SLOW IN 1996/97

Following the peak in total building commencements in 1994/95 (+1.8%), it is estimated that they will decline by 13.1% in real terms in 1995/96. This is only marginally worse than the forecast 11.9% decline given at our September 1995 Conferences. The downturn is being driven by a massive 30% fall in new residential commencements and a more modest 11% decline in alterations and additions to dwellings. However, nondwelling building commencements are expected to grow by 12% in 1995/96, which is double the rate predicted last September. The stronger growth will be driven largely by entertainment and recreation, other business premises and miscellaneous building.

During 1995/96 total building commencements are expected to decline in all states and territories, except the **NORTHERN TERRITORY** (+14%). The declines are likely to be most severe in **QUEENSLAND** (-22%), **SOUTH AUSTRALIA** (-21%) and **WESTERN AUSTRALIA** (-21%), where the collapse in new residential building has been most severe. The declines in Victoria (-5%) and New South Wales (-10%) are modest, as stronger activity in the non-residential building sector is offsetting significant falls in residential commencements.

### TOTAL BUILDING COMMENCEMENTS

% Change (Constant 1989/90 Prices)

TABLE I

	1994/95	1995/96 (e)	1996/97 (f)
New South Wales	16.8	-10.4	-6.2
Victoria	-12.6	-4.6	-4.9
Queensland	2.7	-21.8	1.9
South Australia	1.8	-21.0	12.4
Western Australia	-3.9	-20.5	5.4
Tasmania	-14.2	-1.9	-11.0
Northern Territory	-3.3	13.6	-3.4
Australian Capital Territory	-16.3	-20.4	23.8
AUSTRALIA	1.8	-13.1	-1.9

e) estimate

f) forecast

The downturn in total building commencements is expected to slow in 1996/97, with a fall of only 1.9%. This decline will be of a similar magnitude in both the residential and non-residential building sectors. The states with the most severe declines in 1995/96, will show the strongest growth in 1996/97—**SOUTH AUSTRALIA** (+12%), **WESTERN AUSTRALIA** (+5%) and **QUEENSLAND** (+2%). Total building commencements in 1996/97 are forecast to be approximately 9% above the most recent trough in 1990/91.

**RESIDENTIAL OVERSUPPLY MUST DIMINISH, BEFORE RECOVERY**

The current sharp downturn in dwelling commencements will not end, until the market absorbs the excess supply which is substantial in all states except **NEW SOUTH WALES, VICTORIA** and the **NORTHERN TERRITORY**. An improvement in consumer confidence (which may flow from the new Federal Coalition Government) or a slight reduction in interest rates, is not likely to lead to an immediate recovery in new dwelling commencements. A recovery will occur only when much of the excess supply is absorbed.

Table 2 shows that the dwelling stock oversupply (ie. the cumulative variation between actual dwelling completions and the underlying demand for new dwellings) is estimated to be 56,300 by June 1996. The oversupply is likely to drop to 13,100 dwellings in Queensland, due to the more dramatic than forecast fall in dwelling construction. However, there will be a dwelling stock surplus equivalent to between one and two year's underlying demand in South Australia, Western Australia, Tasmania and the Australian Capital Territory. The continuation of the downturn in dwelling commencements is the only solution to this oversupply problem. There is no shortcut.

**UNDERLYING DEMAND, DWELLING COMMENCEMENTS AND STOCK DEFICIENCY**

**TABLE 2**

	<b>Underlying Demand for New Dwellings 1996-2001 (Annual Average)</b>	<b>Estimated Dwelling Commencements 1995/96</b>	<b>Estimated Stock Deficiency as at June 1996</b>
New South Wales	41,300	38,600	2,900
Victoria	28,500	22,700	700
Queensland	37,300	28,300	-13,100
South Australia	6,200	6,100	-12,700
Western Australia	16,600	14,700	-23,800
Tasmania	2,000	2,400	-7,100
Northern Territory	1,700	1,400	900
Australian Capital Territory	2,500	2,100	-4,100
<b>AUSTRALIA</b>	<b>136,200</b>	<b>116,300</b>	<b>-56,300</b>

Source Bis Shrapnal

Table 2 also shows our estimates of the average annual underlying demand for new dwellings by state for the period 1996/97 to 2000/01. Our estimate is that there is an underlying demand of 136,200 new dwellings per annum over the five years to 2000/01. This is based on three key assumptions:

- **Net Overseas Migration** has risen from a low of 30,500 in 1992/93 to 83,600 in 1994/95. It is forecast to be 105,000 in 1995/96, but to drop back to 100,000 in 1995/96, and to 95,000 in 1997/98. These forecasts of slightly lower net overseas migration are based on expectations of a modest rise in the unemployment rate during 1996/97, and the probability that government will respond by reducing overseas migration.
- **Net Interstate Migration** into Queensland is expected to slow from 44,800 in 1994/95 to only 36,000 in 1996/97, while a corresponding drop will occur in the net outflow from Victoria from 24,900 in 1994/95 to a 15,000 outflow in 1996/97. New South Wales is expected to rise slightly to a net outflow of 17,000 per annum by 1996/97, while the net outflow from South Australia of 6,500 in 1994/95, should ease back to a 4,000 outflow by 1996/97. Western Australia had a net inflow of 4,900 in 1994/95, but this has slowed in 1995/96 and is forecast to be only a 3,000 net inflow in 1996/97.

## Building Industry Prospects

**The Changing Age Structure.** The near zero population growth rate forecast for the key household formation age group (20-34 years) over the next five years will be the 1980s and therefore result in lower new household formation than was seen in lower underlying demand for new dwellings.

### HOUSING INTEREST RATES TO REMAIN UNCHANGED

Our latest forecasts are based on the assumption that the variable housing interest rate will remain unchanged at 10.5 % through to June 1997. Under the new Government, the Reserve Bank will likely hold its current stance on monetary policy until the August Budget, when fiscal policy can be fully evaluated. With economic growth slowing to just under 3% during 1996, unemployment rising slightly, and CPI inflation peaking, there is little prospect of any further tightening of monetary policy during 1996. However, the necessary conditions for a drop in interest rates would exist only if economic growth were to slow to less than 2% and if there was a substantial easing of the inflation rate. There is also likely to be much uncertainty over the outlook for wage inflation over the next six to twelve months. Until the wages outlook is clearer, monetary policy is likely to remain firm.

### DWELLING COMMENCEMENTS SUFFER LARGEST DECLINE SINCE 1974/75

Following the modest 6% decline in total dwelling commencements to 166,500 in 1994/96, commencements are now expected to fall by 30% to only 116,300 in 1995/96, as shown in Table 3. This will be the largest annual percentage decline since 1974/75 and the lowest level of activity since 1986/87. This downturn has been driven by market oversupply as in 1974/75 and not by high interest rates, as in 1986/87 (15.5% housing interest rate) and 1990/91 (17.0% rate).

BIS Shrapnel's new forecast is 6% below the 123,200 dwellings forecast at our September 1995 Conferences and is over 10,000 dwellings below the initial forecast for 1995/96 given at the March 1995 Conferences. The initial forecast was considered to be extremely pessimistic. However, based on the severity of the residential oversupply which was developing at the time and the history of earlier downturns, we suggested that subscribers should be prepared for an even more severe drop in dwelling commencements. Unfortunately, this has been the outcome.

**TOTAL DWELLING COMMENCEMENTS**  
**TABLE 3**

	1994/95		1995/96 (e)		1996/97 (f) *	
	No.	% Var	No.	% Var	No.	% Var
New South Wales	51,493	9.1	38,600	-25.1	35,800	-7.2
Victoria	29,459	-6.4	22,700	-23.0	22,900	0.7
Queensland	46,160	-13.0	28,300	-38.6	26,800	-5.5
South Australia	9,733	-15.2	6,100	-37.3	6,300	3.0
Western Australia	22,299	-10.1	14,700	-34.2	15,100	2.7
Tasmania	3,130	-23.9	2,400	-23.2	2,450	2.2
Northern Territory	1,488	-9.9	1,400	-6.2	1,400	2.0
Australian Capital Territory	2,727	-34.2	2,100	-23.6	2,250	6.9
<b>AUSTRALIA</b>	<b>166,488</b>	<b>-6.4</b>	<b>116,300</b>	<b>-30.1</b>	<b>113,000</b>	<b>-2.9</b>

Source: Actuals from ABS

Note: Excludes conversion from non-residential buildings

e) estimate

f) forecast

\* States do not add to Australian total because of rounding

## Building Industry Prospects

Based on the latest building approvals data for January 1996, there are no signs that the bottom of the trough will be reached until mid-1996 and certainly no possibility that total dwelling commencements will exceed 120,000 in 1995/96. The largest declines forecast for 1995/96 will be in Queensland (-39% and 2,300 dwellings lower than our September 1996 forecast), South Australia (-37% and 1,000 dwellings lower) and Western Australia (-34% and 1,700 dwellings lower). In New South Wales, commencements are expected to be 38,600 in 1995/96 (-25%) which is only 500 dwellings below our previous forecast. Meanwhile dwelling commencements in Victoria are expected to drop by 23% to only 22,700 (1,100 lower than our September forecast), which will be their lowest level since 1961/62.

The downturn in total dwelling commencements is now forecast to bottom by December quarter 1996. For detached housing commencements the bottom will be reached one quarter earlier. However, the severity of the oversupply in the private other dwelling segment (townhouses, villas, units, etc) will keep developers cautious about this market sector until late 1997 and delay any recovery. As a result our forecast is for total dwelling commencements to decline a further 3% to only 113,000 in 1996/97. This would be the lowest level since 1982/83, when commencements dropped to only 105,000.

A more optimistic outlook based on a drop of 0.5-1.0% in the housing interest rate by late 1996 or early 1997, would result in commencements reaching 120,000, but any probability of it exceeding this level is extremely low. For 1996/97 the forecast is for modest growth in all states except NEW SOUTH WALES (-7%), where private other dwellings commencements are expected to continue to decline following record activity in 1994/95, and in QUEENSLAND (-6%). Beyond 1996/97, the recovery is expected to be strongest in New South Wales and Victoria, where significant pent-up demand will be developing.

### STRONGER NON RESIDENTIAL BUILDING COMMENCEMENTS IN 1995/96

Total non-residential building commencements are now into the third year of recovery, following the 49% collapse in activity over the four years to 1992/93. Commencements in 1995/96 are now forecast to grow by 12%, compared to the 6% increase predicted at last September's Conferences. This stronger growth has been driven by higher activity in all categories of social and institutional building, particularly entertainment and recreational building. The fastest growing sectors in 1995/96 are expected to be **hotels** (+106%), **other business premises** (+25%), **factories** (+10%) and **shops** (+10%). The states forecast to achieve the strongest growth in 1995/96, are Tasmania (+24%), Victoria (+20%) and New South Wales (+15%).

### TOTAL NON-RESIDENTIAL BUILDING COMMENCEMENTS

% Change (Constant 1989/90 Prices)

TABLE 4

	1994/95	1995/96 (e)	1996/97 (f)
New South Wales	17	15	-8
Victoria	-25	20	-10
Queensland	24	5	8
South Australia	37	-2	22
Western Australia	-3	4	9
Tasmania	-7	24	-26
Northern Territory	-14	45	-3
Australian Capital Territory	-6	-21	43
AUSTRALIA	2	12	-2

Source: ABS data

e) estimate

f) forecast

## BUILDING INDUSTRY PROSPECTS

We forecast a slight decline of 2% in total non-residential building commencements in 1996/97, with significant declines in the following categories: entertainment and recreation (-33%), following the commencement of the \$300 million Olympic Stadium in June quarter 1996, miscellaneous (-16%), other business premises (-12%) and shops (-5%). The strong upturn in hotels (+12%) is forecast to continue, as is the recovery in office commencements (+23%), with the first major office developments expected to commence in Sydney and Brisbane. The major states of New South Wales (-8%) and Victoria (-10%) are forecast to suffer declining activity, while the \$80 million Marion Shopping Centre extension will provide a boost to total non-dwelling building in South Australia (+22%). Strong growth in office and hotel commencements will result in continued growth (+8%) in Queensland, while some major retail projects will keep activity growing in Western Australia (+9%).

### Dr. Frank Gelber to be keynote speaker at Hire Convention



**Dr. Frank Gelber**

Dr. Frank Gelber, B.Sc., B.Ec., Ph.D., Chief Economist and Director of Economics & Property at BIS Shrapnal, is to be the Keynote Speaker at the 1996 Annual Hire & Rental Convention, to be held at Rosehill Function Centre, Rosehill Racecourse, on 23-26 September 1996.

Frank is a forecaster. He frequently speaks on prospects for the economy and property markets. He is noted for sticking his neck out and saying what he thinks will happen even when that view is unpopular or controversial. As a fundamental forecaster, his objective is to understand whether activity or growth is sustainable. In a cyclical environment, the task is to predict turning points, to understand how markets will develop on the logic of the players, and how market logic will change as circumstances and perceptions evolve.

In addition to private client projects, briefing and workshops, and co-ordinating of research and forecasting, he edits a number of publications including:

- Economic outlook
- Long Term Forecasts
- Commercial Property Prospects studies

These industry reports are the result of research into specific markets and include forecasts and prospects.

Frank has a special interest in:

- economic forecasting, issues for the Australian economy and industry cycles in economic activity and associated strategic implications,
- development of econometric models, time - series analysis and forecasting,
- industry structure and prospects for industry sectors,
- analysis and forecasts of prospects for property markets, and
- investment strategy.

Frank regularly presents BIS Shrapnal's analysis of prospects for the Australian Economy at the company's six-monthly forecasting conferences and conducts briefings and workshops to facilitate clients' strategic planning and budgeting.

He has been a member of the New South Wales Treasure Forecasting Advisory Committee since 1991

# An Australian Pioneer of Concrete Vibration Equipment

Australians have become accustomed to seeing their city skylines rise taller over the years. High rise buildings have resulted from a wide acceptance by Australians of reinforced concrete construction. The universal use of concrete as a construction material has been accompanied by the application of modern, highly effective power tools - not least flexible shaft construction equipment that is today accepted as an essential on even small building sites.

Over the years brand names of local and imported flexible shaft driven construction equipment have come and gone much like brands of cars. Names like Morrisflex, Tremix, Netter, Bullfrog, Walco, Davleco, Coatesflex, Hayashi are today little more than memories.

One name however has stood the test of time. FLEX-TOOL, a name synonymous with Australian flexible shaft and portable power equipment. This year it will be forty five years since the company was founded in Melbourne.

It all began in 1951 when Robert Miller, started in business as a repetition engineer. He was successful in tendering for the manufacture of parts for the Commonwealth Aircraft Corporation's Canberra Jet Bomber and automotive parts for Chrysler Australia. It was not long before the innovative young engineer branched out into a field in which he had some previous experience. This was the manufacture of flexible shaft drives for drilling, grinding, cutting and buffing for use by farmers, foundries, handymen and builders.

At this time pneumatic concrete vibrators were the most common type in use. Flexible shaft driven vibrators were imported and suffered from problems with reliability, spare parts and service.

The design and construction of plant for the manufacture of its own flexible shafting enabled the company to improve the supply and quality of its flexible shaft products and enabled it to service imported equipment - particularly concrete immersion vibrators.

It was not long before Bob Miller had sketched up the design of an entirely Australian concrete vibrator. Prototypes were tested, modifications and improvements were made and production was commenced.

Expansion of the company's product range was accompanied by an increase in its distribution network through established trade suppliers in each state.

Although flexible shaft driven vibrators had a high power to weight ratio the drive unit was bulky and cumbersome as it incorporated a pulley drive to increase the motor speed and achieve a suitable high vibrator frequency via the flexible shaft running at 6,000 r/min.

After some time, improvements in flexible shaft technology, coupled with the release of the Villiers Mk15 over

head valve engine and some further innovative thinking enabled the design, evaluation and subsequent production of the first Australian made epicyclic (or pendulum) concrete vibrators. Epicyclic vibrator action enabled high frequency vibration of 11,000 vib/min to be achieved from a lighter, low speed, direct drive flexible shaft running at 3,000 r/min.

Time has underlined the success of this achievement. High frequency flexible shaft immersion vibrators have become the accepted method of compacting concrete on Australian construction sites. The improvements in vibrator design originally patented by Robert Miller in 1965 and since expired have been adopted by overseas manufacturers who now refer to it as "their" design. The "three-dog" coupling system created by FLEXTOOL is now in universal use throughout Australia where FLEXTOOL is synonymous with concrete vibrators just as Biro is with ball point pens.

Of course where there are excavations for construction there is also water and this led to the design and development of flexible shaft driven submersible pumps which share the same drive unit as concrete vibrators. The development of the Model 212 pump has created one of the most versatile portable trash pumps for the Australian construction and hire industry.

Flextool's association with the concrete and construction industries has enabled it to expand its portable product range to include vibrating concrete screeds, diamond saws for masonry, floors and roads, vibratory plate compactors, power trowels and flexible shaft driven concrete drilling equipment. The need for specialised sales, support and service for its products has seen FLEXTOOL establish its own Australia wide branch network. Together with the FLEXTOOL product range the branches offer sales, spare parts, accessories and workshop service for a wide range of powered products and concrete finishing equipment.

Over the years two things have distinguished FLEXTOOL - its people and its products. FLEXTOOL people are dedicated and take pride in delivering a superior level of service. FLEXTOOL products are engineered for reliability and undergo continual improvement to provide better performance.

FLEXTOOL is a one hundred per cent Australian owned company and is proud to have played a small part in influencing the course of industry. As we enter its forty fifth year our thoughts turn gratefully to you our customers who have made our progress possible. We thank you, because without you, rather than making Australian history, we would just "be history".



# 45 YEARS IN THE VIBRATING, SAWING, COMPACTING, DRILLING, GRINDING, PUMPING & TROWELLING BUSINESS...

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For 45 years now, Flextool has been at the forefront of the portable contractors' equipment business. From concrete vibrators to brick saws... plate compactors to power trowels ... concrete core drill rigs to floor grinders. Plus all the spare parts and accessories you'll ever need. Australian made, Australian owned and a quality of products and service - second - to - none.

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# Flextool



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## Outriggers outmoded with speed level

Instant Scaffolds, the access specialists are forging ahead on implementation of their latest unique scissors. The Speed Level scissors are the only one of their kind in the world and Australian owned company Instant Scaffolds manufacture, hire and sell these productive access machines.

Instant Scaffolds is the Australian branch of the UpRight group, a leading supplier of Aerial Work Platforms. UpRight is 100% Australian owned and operates with a worldwide distribution network.

"Mechanical access clients have been waiting for a machine such as this for a long time" Phil Pontey, General Manager of the company said. "Its unique feature of allowing the deck to be independently levelled negates the need for hydraulic outriggers to level base of the unit", he added.

No longer does a rough terrain machine need level ground surface to be used, the SL allows access to the work area in rough ground conditions.

Another benefit to customers is its capability to be driven at full height even when at its full 13° x 9° base angle, the key being as long as the deck is level the machine is safe.

This new facility negates the need for hydraulic outriggers and Instant Scaffolds are sure they are now a thing of the past.

The Speed Levels have played a vital part in the construction of many of Sydney's major projects including the Harbour Tunnel.

The impetus behind this machine's development was the desire to deliver a unit capable of performing some tasks that once required the exclusive use of booms—while at the same time providing a larger platform, higher capacity, and lower acquisition price. The Speed Level feature comes on two UpRight models. The SL26SL and the SL30SL both come with 4-wheel drive as standard equipment. The only differences between the two units are the platform heights and capacities: 680 kg at 26 ft. on the SL26SL and 590 kg. at 30 ft. for the SL30SL. The Speed Level concept has been awarded a U.S. patent.

Speed Levels can be driven up to a work area—accommodating most slopes roughness of the terrain—and be hydraulically levelled and raised in under 60 seconds.

Two toggle switches control hydraulic cylinders, regulating fore-and-aft and side-to-side movement. Levelling is monitored with a platform-mounted bubble level. For safety reasons, the system is designed so the

platform can't be raised unless it is levelled relative to the terrain on which the unit is sitting.

Standard rough terrain features include four-wheel drive, an oscillating front axle and flotation tyres. Dual fuel (20-hp Jöbler gasoline/propane engine) or diesel power (18-hp Kubota Diesel) is available. Speed Level also has proportional drive and lift controls.

Speed Levels offer several benefits to their users including reducing the amount of time and man-hours need to complete jobs. In addition, they can improve safety by reducing the temptation to take shortcuts due to deadline pressure and boredom with the tedium of resetting struts and outriggers.



### The UpRight SL - 26SL

Available from:

**Instant Scaffolds Pty. Ltd.**

**24 Herbert St.**

**Artarmon**

**NSW 2064**

**Tel: (02) 439 6200 Fax: (02) 436 4806**

## Richard Crommelins re - elected as National President

Richard Crommelin, of Crommelins Hire, was elected the National President, for the third consecutive term at the 1996 National Councillors meeting held recently. A full list of the National Councillors is :

### President

Mr. Richard Crommelin  
Crommelin Hire  
Tel : (09) 350 5588  
Fax: (09) 350 6365

### Vice President

Mr. Steve Donnelley  
National Hire  
Tel: (02) 666 4766  
Fax: (02) 666 3701

Mr. Tony Ryder  
Cockburn Hire  
Tel: (09) 479 1985  
Fax: (09) 479 1640

Mr. Maurie Abbott  
Abco Equipment Hire  
Tel: (02) 533 1177  
Fax: (02) 534 1332

Mr. MaL Barnett  
Carnegie Rentals  
Tel: (03) 9571 9488  
Fax: (03) 9572 1565

Mr. Brian Elms  
Builders Aids Pty.Ltd.  
Tel: (03) 9850 2316  
Fax: (03) 9850 7739

Mr. Richard Cox  
Coates Hire  
Tel: (08) 294 4000  
Fax: (08) 294 0758

Mr. Richard Stevens  
Richard Stevens Hire  
Tel: (08) 277 0022  
Fax: (08) 277 0889

Mr. Peter Walden  
Generator Hire Service  
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Fax: (07) 3216 7075

Mr. John Jonkers  
Jonkers Hire  
Tel: (07) 3808 1447  
Fax: (07) 3208 6455

Mr. Eric Johnson  
EWPA Consultant  
Tel: (02) 9957 5792  
Fax: (02) 9956 7004

### New Secretary for National Association

Mr. Gareth Johnson, from Australian Business Ltd. (formerly Chamber of Manufacturere) has been appointed the new secretary of the National Hire & Rental Association. Gareth comes to the position from a legal background, formerly a Solicitor for 17 years, where he gained extensive experience in corporate, commercial and business law, specialising in servicing small to medium businesses in Sydney.

Gareth is also the NSW State Association secretary and can be contacted on.  
Tel: (02) 9957 5792  
Fax: (02) 9956 7004

## Queensland

### Northern Roundup'96

This years Northern Roundup is to be held at the Capricorn International Resort, Yepoon  
Queen's Birthday weekend 8 - 10 June

Capricorn International is situated on the Capricorn Coast 45 minutes from Rockhampton and 20 minutes from Great Keppel Island.

The Resort has excellent facilities for conventions, with a host of activities planned. Golfers are well catered for, the beach is magnificent and this years Roundup is shaping into a great event.

Flexihire are hosting the event.

All enquiries should be directed to,  
Neville, Kem or Sue

Tel: (079) 276 300 Fax: (079) 224 906

## ASSOCIATION NEWS

### WESTERN AUSTRALIA

The WA region recently held their first trade night of the year. The venue for the event was Cockburn Hire's workshop in Orrong Road, Welshpool. A great big thanks to Cockburn Hire and their workshop employees who worked so hard to ready the site for the evening and the clean up afterwards. A special thanks to Fred Roberts for all his help in organising the venue and the layout for the exhibition. There were 12 exhibitors and more than 150 people attended (this must be a record for a state trade night). All the exhibits were set up beautifully, giving the impression that we were at a trade convention rather than a local trade show.

Barry Martin was the master of ceremonies for the evening, filling in at short notice for Richard Crommelins, who injured himself at the gym. Each exhibitor was given 10 minutes to make a presentation and talk about their products. This was accompanied by gifts, such as, note books, stubby holders, hats, bottle openers, key chains and desk blotters, provided by the sponsors.

While the exhibitors did a great job of presenting their products, the chow line was by far the most popular spot.



Thanks to the sponsors who made it possible

#### **Co Quip, a division of Cockburn Corporation**

**Crommelins Machinery**  
**Dembicon Australia**  
**Flextool (Aust) Pty. Ltd.**  
**JLG Industries (Australia)**  
**Mole Engineering Pty. Ltd**  
**OAMPS**  
**Pressure Masters**  
**W A Access Pty. Ltd.**  
**Wacker Australia**  
**W A Fork Trucks**  
**Westrac Equipment Pty. Ltd.**

### VICTORIA

#### **Party Hire Trade Exhibition**

The Party Hire Trade Exhibition, organised by the Victorian Party Hire division of the Association, is being held at the Barooga Golf Club, Cobram, Sept. 18-19.

A registration form is on page 49 of this magazine for those interested in attending

#### **Faulty hirepower tool causes fatality**

The officer of the Chief Electrical Inspector has the role of Monitoring and promoting electrical safety within Victoria. As part of this responsibility, they are required to investigate serious and fatal electrical accidents.

An investigator of a recent fatal electrical accident indicated that a faulty hired power tool was a contributing factor to the cause of death.

The relevant standard "in-service safety inspection and testing of electric equipment" As/NZ 3760: 1996 is written to ensure the safety of persons using the equipment and the proper discharge of the obligations of the persons offering the equipment for hire.

The standard requires that electrical equipment be tested before each hire and this test should be carried out by a competent person. The Standard also stipulates the method for identifying that the equipment has been tested.

In order to protect the public and to minimise the risk of legal liability your in the case of an electrical accident, it is essential that you follow the procedures detailed in the above Australian standard.

Any enquiries should be directed to,

Michael Leahy

Tel: (03) 9203 9722

### NEW SOUTH WALES

Mr, Gareth Johnson from Australian Business Ltd. has been appointed the new state secretary, replacing Jenny Lohri, who has gone overseas.

Gareth has degrees in Economics and Law from Sydney University and practised for 17 years as a Business and Commercial Solicitor.

Gareth can be Contacted on:

Tel: (02) 9957 5792 Fax: (02) 9956 7004

## ASSOCIATION NEWS

### WELCOME NEW MEMBERS

Mr. Vance Wallin  
Weipa Hire  
19 Iraci Crescent  
Weipa  
4874

Mr. Gary Livermore  
Rentelect P/L.  
25 Margaret St.  
Southport  
4215

Mr. Gary Rogers  
Spitwater Qld.  
1/1909 Ipswich Road  
Rocklea  
4106

Mr. Paul Sharples  
High Level Services P/L.  
33 Warner St.  
Wellington Point  
4160

Mr. Brett Dixon  
A D W. International  
P.O.Box 1253  
East Victoria Park  
6101

Mr. Curtis Holtom  
Bunnings Building Supplies  
P.O.Box 187  
Cloverdale  
6105

Mr. Barry Carvell  
Gidgegannup Hire Services  
Lot 2  
105 Toodyay Road  
Gidgegannup  
6083

Mr David Beresford  
Powerwest P/L  
P.O.Box 2605  
Boulder  
6432

Javan Wolsoncroft  
Western welding  
72 Dowd St.  
Welshpool  
6106

Ms.Linda Handley  
Rosebud Party Hire  
RMB 3131 Browns Rd.  
Rosebud  
3939

Mr. Kerry Swenson  
Edison Mission Operation  
Locked Bag 2500  
Taralgan  
Victoria 3844

Mr.Mark Flanders  
All Systems Scaffolding  
2 Hall St.  
Braeside  
Vic. 3195

Mr.Murray Closter  
Air Powered Systems  
297 Albert St.  
Brunswick  
Vic.3056

Mr. Greg Goswell  
Mac's Plant Hire  
Cnr. Riverston Parade & Loftus St.  
Riverston  
2765

Mr. Brian Ellis  
Walker Party Hire  
Unit 1/11  
20 Ranine St.  
Peakhurst  
2210

Ms. Sarah Campbell  
Rug Doctor  
16 Brookes Rd.  
Mitchell  
ACT 2911

Mr. Gary Rennie  
Griffith City Hire  
16 Bonegilla Rd.  
Griffiths  
2680

Mr. James Bolewski  
Wollondilly Access Hire  
Unit 3/7  
Devon St.  
Ingleburn 2565

Mr. Paul Newman  
Optus Vision  
Locked Bag 26  
Chatswood  
2057

Mr.Mark Willocks  
Aerial Access Australia  
P .O. .Box 226  
Terry Hills  
2084

Mr. Brian Wright  
Australian Water Technologies  
56 Gibson St.  
Padstow  
2211

Bayswater Rental Centre  
Mr. Trevor Williams  
377 Bayswater Rd.  
Bayswater  
3153

Mr. Peter Horscroft  
Ansett Australia ( Sydney  
Engineering)  
Bay 7  
Ansett Domestic Terminal  
Mascot 2020

## NEW ELECTRIC ARTICULATING BOOM LIFTS PROVIDE ACCESS TO WORK AREAS ON - SLAB OR OFF

A new series of electric articulating boom lifts from Grove Manlift is designed to work both on—slab and off.

Locking differentials on three of the four new models permit positive transfer of power from one drive wheel

to another on uneven terrain. The fourth offers an oscillating rear axle design. All four models feature dual rear wheel drive for increased traction.

Working heights, platform .Capacities and horizontal reach for each of the new models is as follows:

	<u>AMZ36E</u>	<u>AMZ46E</u>	<u>AMZ46NE</u>	<u>AMZ51E</u>
<b>Working height</b>	3'6" 10" (11.23 m)	46' 3" (14.1M)	46' 3" (14.1M)	51' (13.7M)
<b>Platform capacity</b>	500 LBS. (227kg)	500 lbs. (227kg)	500 LBS. (227kg)	500 LBS. (227kg)
<b>Horizontal reach</b>	20" 6" (6.65 m)	21" 11" (6.68 m)	21' 11" (6.68 m)	25' 5" (7.75 m)

The AMZ/46NE has an overall width of just 4 ft. 11 in. (1.5 m) for manoeuvring through narrow doorways and congested work areas. The AMZ51E features a 5 ft. (1.52 m) articulating jib extension that provides +45° to -75° of articulation relative to the boom for ease of positioning to the work area.

All four models offer 30 x 48 in. (0.76 x 1.22 m) steel platforms with convenient 150 0 hydraulically operated platform rotators. Platforms are end mounted to maximize horizontal reach and operator visibility. An optional 30 x 60 in. (0.76 x 1.52 m) aluminum platform is available, with no reduction in platform capacity rating. Floors are slip resistant grating. 110—volt AC power to the platform is standard.

The patented center—line design of the boom and riser assembly eliminates torsional twisting and reduces platform bounce for greater operator confidence. The all—steel base boom is lightweight yet rugged. Vertical and lateral deflection is minimized for a more stable platform.

Zero tailswing on three of the four models makes set-up and operation easy, even in congested areas. The AMZ46NE has a tailswing of just 5 in. (0.13 m). Superstructure rotation of 355° provides a large range of operation on the job site, increasing productivity.

For greater battery efficiency, a heavy duty 48—volt permanent magnet motor transmits power directly to the drive axle on the AMZ46E, AMZ46NE and AMZ51E while two 24-volt motors power the AMZ36E through

wheel drives. Eight 370 amp/hour deep cycle batteries provide extra power for increased operating time between charges.

A SEVCON control module is the heart of the electrical system, with features that include: controller ramping for smooth functions; themmal/speed protection; an internal hour meter; and an internal self—diagnostic microprocessor.

Front wheel steering permits tight turning radii, while maximum drive speed of 3 mph (4.8 km/h) reduces travel time between jobs. Excellent grade abilities allow machines to negotiate grades of up to 25% and self-load onto rollback trucks for transport.

All four models are driveable at fu11 height while traversing firm, level surfaces.

To simplify maintenance, all elements of the hydraulic system, including the control valves, pump/motor and hydraulic tank, are centralized in one location. Swing open compartment doors provide access to internal components with the machine in any configuration.

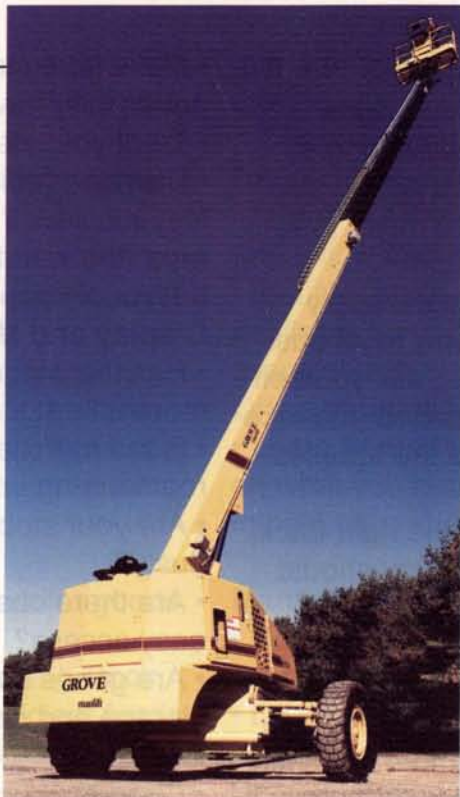
External power guides are easily accessible for routine inspection and maintenance. Battery disconnects isolate batteries from the electrical system for quick and easy replacement.

All Grove Manlift aerial work platforms are protected by an industry—leading warranty program that provides a 12—month limited warranty for parts and labor for defects in material and workmanship and an additional 72 months coverage on structural components.

# 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



# We Offer More Than 41 Ways To Move Up In The World

No matter how high your job, Grove Manlift aerial work platforms will rise to the occasion.

We can supply the complete Grove Manlift product line: scissor lift platforms with working heights from 6.88m to 14.19m; telescopic boom platforms from 14.8m to 35.53m; and articulating boom platforms from 12.36m to 40.1m.

And much more. With every Grove Manlift, you get the industry's only 7 year warranty\* on selected structural components. And GroveXtra, the best product support in the industry. Parts

from our extensive stock. Support from our factory trained service technicians. Great resale value. The best total value.

For more information, come in and see us today.



(A DIVISION OF TUTT BRYANT INDUSTRIES PTY LIMITED)  
A.C.N. 004 322 123

		Phone	Fax
BRISBANE	39 Suscatand Street, Rocklea. QLD 4106	(07) 3277 5422	(07) 3875 1680
SYDNEY	2 South Street, Rydalmere. NSW 2116	(02) 684 4400	(02) 684 1501
MELBOURNE	Gwelo Street, Tottenham. VIC 3012	(03) 9314 0011	(03) 9314 2079
ADELAIDE	8 Tikalara Street, Regency Park. SA 5010	(08) 346 5844	(08) 346 3212
PERTH	109 Coolgardie Avenue, Redcliffe. WA 6104	(09) 479 4080	(09) 479 4121
KALGOORLIE	Unit 1/2 Keogh Way, Kalgoorlie. WA 6430	(090) 91 2700	(090) 91 3540

\*See manufacturer's warranty for any limitations or restrictions which may apply.

## Warning signs

There are almost always warning signs before a business failure occurs. As long as you use your common sense you will be able to read the signs and act to avert major problems.

Some of the following warning signs apply only to small shops but most apply to all businesses. If you notice a downturn, ask yourself why your business has been affected and take positive action in one or more of the areas listed to correct the situation.

Once you set your business on the right track, check these points regularly and you should go from strength to strength.

### Customer Relations:

- Have established customers stopped coming?
- Are your customers returning more merchandise than previously?
- Are sales down on last year's sales for the same period
- Has the average sale per customer dropped or decreased?

### Action:

Your Stock may be wrong for your customers, badly priced or unattractively displayed or packaged

Your staff may not be using good selling techniques

Write to former customers inviting them to visit your rejuvenated business to view your new, exciting stock

Train staff to maximise sales (sell up/companion sell)

### Staff:

Are your staffs low to greet customers?

Indifferent to customers' needs? Are your employees (and you) clean, neat and tidy?

Does your staff have sufficient knowledge about your merchandise to answer customers' questions intelligently?

- Are your most qualified employees leaving to go to your competitors? Do customers complain about staff indifference?

### Action:

- Have your staff and yourself trained in customer relations/service

- Make sure staff is conversant with details on goods they have to sell
- Treat your staff well and reward good service
- Dismiss inefficient or disinterested staff, but first consider if they could be used in another area (the worst salesperson might make the best bookkeeper).

### Display and Merchandising:

- Has the window display been there for months?
- Is the merchandise in the window or showroom boring and badly arranged
- Are your stock, shelves, racks and counters dusty?
- Are there obstacles in the aisles preventing easy access?
- Are goods being damaged by mishandling in storage and display areas

### Action:

- Change your window or showroom regularly with interesting goods
- Keep your shop clean, neat, well-lit and attractive
- Keep aisles clean and access to goods easy
- Handle and store your stock with care to avoid damage

### Money:

- Are you being penalised for late payments?
- Do you draw more for personal use than the business can afford?
- Has your bank credit balance reduced over a period of several months?

### Action:

- Do not allow your debtors to be overdue with their account payments
- Never jeopardise your business to satisfy personal needs; only take out what the business can afford
- Ask your accountant's advice about handling your business finances.

### Stock:

- Are your prices out of line with similar goods sold by competitors?
- Is your storeroom full of slow moving stock, and you therefore do not have sufficient funds to buy replacements for good sellers?
- Do you act quickly to mark-down stock when styles change?



- Are you being penalised for late payments?
- Do you draw more for personal use than the business can afford?
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**Action:**

- Do not allow your debtors to be overdue with their account payments
- Never jeopardise your business to satisfy personal needs; only take out what the business can afford
- Ask your accountant's advice about handling your business finances.

**Stock:**

- Are your prices out of line with similar goods sold by competitors?
- Is your storeroom full of slow moving stock, and you therefore do not have sufficient funds to buy replacements for good sellers
- Do you act quickly to mark-down stock when styles change?
- Can you take advantage of discounts offered for early payment?

**Action:**

When pricing goods, be aware of market prices - why should customers pay you more than they pay elsewhere?

- Be aware of colours and styles that are slow sellers - mark them down to move them - avoid repurchasing similar goods. It is better to order too little than too much stock - you can pick up small orders or new stock to satisfy needs

Take note of any discounts on stock offered by suppliers and take advantage of them.

**Records:**

- Are your personal expenses paid from your business cheque account?
- Do you know if customers are behind on payments?
- Do you know what the average stock turnover is for your industry and if your stock-turn is below that average? Do you know if your gross profit compares well or badly with the average for your type of merchandise?

**Action:**

- Draw one cheque for all your personal needs each week or fortnight - do not take any

other money from the business for personal use

Obtain a copy of 'Understanding Business Records' £rom the Office of Small Business

Send out invoices and statements on time and follow them up to avoid ageing

- Industry profit averages and stockturn are available for your use - enquire from trade associations, suppliers, accountants or the Office of Small Business
- Learn to read your business records and act on what you read there - ask your accountant to help you.

**Management:**

- Do you find unexpected bills for the business coming in?
- Do you have to sort out piles of invoices and receipts to figure out your financial position? Do you understand your taxation options and obligations?

**Action**

- Draw up a budget for the year showing known expenses and likely income. Use it to plan cash flow.
- Keep a cash book, reconcile your bank statements against it and talk to your accountant about other basic records to keep.
- Talk to your accountant at the beginning of the tax year. Do some basic training in financial management at a TAFE or evening college. The time you invest will re-pay you many times over.

The Office of Small Business is always available to talk over business management issues. Call us to set up an interview with one of our experienced business advisers. It's confidential and it's free!

Parramatta

Level 3, 1 Fitzwilliam St.

Parramatta

NSW 2124

Tel: (02) 13 1145 Fax: (02) 635 6859

Sydney

Ground Floor

140 Phillip St.

Sydney 2000

Tel: (02) 13 1145 Fax: (02) 231 6859

# Computerising your Hire Business

By C. J. M Pannell MIPlant E London

In our February issue we brought you an overview on some of the factors involved in computerising a hire business. In this issue we focus in more detail on some of the essential items to be considered by the budding "Hire Technocrat".

"Let the buyer beware" must remain the best advice for those contemplating taking the plunge into computerising their hire and rental business.

This does not mean sitting on the fence forever because today, most of the risk has been removed from PC based computer systems for the hire and rental industry. In Australia and New Zealand there are at least two integrated systems which work properly right out of the box.

Unfortunately, as many have found to their sorrow, there are many more systems around which do not do more than 20% to 30% of the jobs a hire business owner needs done on their computer.

Avoiding these costly errors is what these articles are all about.

## Selecting Hardware and Software

This part of the process of computerising requires a discipline and focus on your business needs. Start by writing down, in as much detail as possible ALL the things you expect the new system to help you achieve.

A typical checklist for almost any type of hire business might include:

- 1 Stock control in all branches.
- 2 Elimination of handwritten dockets.
- 3 Reduction in accounting costs.
- 4 Reduction in office overheads.
- 5 Automatic monthly invoicing.
- 6 Calculate monthly depreciation, both tax and management.
- 7 Automatically assign special customer hire rates and sales prices.
- 8 Get the Statements out on time
- 9 Create Quotations, Fax them to the Customer, do a weekly follow up then automatically convert the accepted quotes into a booking and reserve the equipment.
- 10 Check overbooked equipment at any time in

the future

- 11 Track and report on Re-hired equipment
- 12 Know your income and expenses any time.
- 13 Track services, repairs, parts costs, maintenance and depreciation history.
- 14 Manage Quality System records.
- 15 Bad Debt management.
- 16 Warn against dealing with bad guys.

These are just a few suggestions, unless you, the owner or manager know what you hope to achieve, no third party can begin to help you to implement any system.

Many of the above needs require an integrated and reliable accounting system to be an integral part of the whole System. This will include debtors creditors and

## About the Author

Chris Pannell has been actively involved in the Hire Industry throughout Australia & New Zealand for more than 30 years. A qualified mechanical engineer and designer, he has a long record of successes.

After ten years with Coates, six as State Manager, he was earning half their national profits in NSW which attracted the attention of ANI and the acquisition of Coates. He worked with ANI's David Gray in the first computerisation of Coates in 1972 onto the ANI mainframe computer.

Commencing in his garage, he founded Pannell Plant, the company which 9 years later, with over 100 employees and 42% of the national market became market leader over Dynapac, Ingersoll Rand & Pacific for compaction equipment. Users included Coates, Wreckair, Brambles Citra and all state road authorities.

The Industrial Design Council awarded Pannell the Australian Design Award, BHP their Steel Award and HRH the Duke of Edinburgh the Prince Philip Prize for Australian Design. A year later he sold the business to Bomag Australia Pty Ltd. and became General Manager. He has been listed in Who's Who in the World for more than 15 years for his "contributions to contemporary society". For the past ten years as a consulting engineer he has been helping hire companies computerise throughout the region with the "Quick Track" System.

Users include: Sydney Water Board's AWT Hire, Search Equipment, SCF Containers, Audio Visual Dynamics, Atomic Hire, Atlas COPCO Australia, Fletcher Constructions, Barwick Hire, Walders Goodtime, Caterpillar USA

Whilst you may wish to start off with just a debtors and stock control system, once you have "bitten the bullet" and better understand how easy it is to have a fully integrated system to help you to both operate and manage your business, you will need a general ledger based system to meet all the needs we have included in the above brief guidelines.

Once you have decided on your essential needs and written them down, you need to start your investigations of available systems. A good starting point is to contact your Hire Industry Association for possible suppliers, that will be easy, there are only about two in both Australia and New Zealand which include all the Software system essentials and which provide national wide on-line support for the Software System.

Once you have decided that one particular System may meet your needs, take time to see it working in real hire environments similar to yours or talk to at least half a dozen present users of each of the Software Systems under consideration.

Fax them off your check list of needs and a copy of the questionnaire we will provide in Article 3 of this series.

Do not rush off and buy a computer or any hardware until you have carefully researched the correct Software System. Many have made this mistake, don't join them. First, find the correct program that meets all your business needs today.

Then go and speak to the Software supplier and seek their advice as to what hardware is required to meet your needs.

Subject to a number of important factors, investing in one of these two systems is now almost as safe as buying a Word Processor or Spreadsheet program for your business.

About the only mistakes you could make are to buy a system from a one man band programmer who promises to "write the rest of

it when you need it", or to purchase a system written in an old programming language which might lock you into a cheap current system - but one which may have no future unless someone (it might have to be you) throws more big dollars into developing it in a modern computer language.

A complete program for the Hire Industry today includes more than 1,000 separate program functions to deal properly with all the aspects of handling hire and sales stock in a multi branch environment.

If some of your branches are interstate they can today be "on line" with some supplier's systems, without paying a twenty four hour phone bill seven days a week. *[to be continued]*

Contact the following for more information:

The Software Link (Australia) Pty Ltd  
Phone: 043-653388 Fax: 043-653400.

Trilogy Business Systems  
Phone: 02-330 0403.

**ANYBODY WHO CAN  
REMEMBER ALL THERE IS  
TO KNOW ABOUT THEIR  
CUSTOMERS**

**CAN'T HAVE MANY.**

**YOU MAY FORGET**

**IMPORTANT DETAILS**

**THE COMPUTER WILL  
NOT**

# TOWARDS HIRE QUALITY

By C J M Pannell MIPlantE London

## "JOURNEY ON, THE VIRTUE LIES, IN THE JOURNEY, NOT THE PRIZE"

So, where will your business be a year hence? Do you have a plan to make it of better quality because in your heart you know you and your staff are cutting too many corners and a creeping apathy has become part of the place you once enjoyed working in?

You should be considering the introduction of a Quality System because you see or feel the need to improve the day-to-day way you work together, not, "everyone else is doing it", the bottom line question must be, "what's in it for us?"

A few good reasons **NOT** to put in a Quality System would be:-

"Our best customer said we must," or "everyone else is doing it", "the boss said we must", or, as we heard once, "let's get certified then we can get back to normal" . . . He should be!

Having a good Quality System brings benefits such as:-

- being in control, do it once - do it well,
- everyone knowing what is going on, or able to find out easily.
- everyone owning the QA system and able to directly improve it.
- the customer getting what he wants, on time, every time, at a price that both you and he will be happy with.
- every time your customers deal with you they are awed by your performance!

You are faced with a challenge: by deciding to put a Quality System in place you will be leading your team rather than responding to the demands of your ever patient customers and the pressure of your competitors. You will be embarking on a journey that will make your business of better quality - and thereby of better value, all these things bring profits to your bottom line.

***"A Quality System is not something done in addition to the present methods of operating the business, It IS the method of operating the business".***

When you stop to think about it, your business already has a quality system, it is your present way of doing things. If you have read this far - maybe it is because you are looking for a better way?

This is what a Quality System is, just a better way of operating your business. The necessary parts of a reliable Quality System have been written down by the Standards Committees Internationally as ISO 9000 series standards. These International Standards Organisation (ISO) standards were adopted in 1994 in Australia and New Zealand.

To dispel a common misconception, a Quality System is not something that is done in addition to your present methods of operating the business, it IS the method of operating the business.

When something as far reaching and demanding as a Quality System is to be put in place, then the education support and commitment of everyone from the top management down is critical to its success. It is extremely important that everyone in the business knows why a QA System is being put into the business.

If so, where will you begin?

Do you know what a Quality System is?

Even more important - do all who work in your business know?

[In our next issue we will tell you more about the key elements of a Quality System]

For more information meanwhile contact:  
The Software Link (Australia) Pty Ltd  
P.O.Box 1, Berkeley Vale, NSW 2261  
Phone: 043-653388, Fax: 043-653400

# STOCK WATCH

Listed companies with interests in the hire industry have performed above the market average since November. The Stattons Hire Industry Index (see Table 1 below) rose 10.6% since November compared with an 8.3% rise in the overall market.

**TABLE 1**

<b>Market Capitalisation</b>				
		<u>6/11/95</u>	<u>23/4/96</u>	<u>% Change</u>
		\$m	\$m	
1.	Brambles	3102	3670	+18.3
2.	Boral	3501	3664	+ 4.7
3.	ANI	857	904	+ 5.5
4.	Cockburn	39	52	+33.3
5.	Loscam	35	43	+22.9
6.	Waco Kwikform	34	41	+20.6
7.	Oldfields	10	10	Nil
8.	Chieftain	8	9	+12.5
9.	Moorland Hire	2	2	Nil
		<hr/>		
		7588	8395	+10.6
	STRATTONS HIRE INDUSTRY INDEX	95.1	105.2	+10.6

Brambles had a good rise but the smaller companies Cockburn, Loscam and Waco Kwikform produced strong rises.

**TABLE 2**

<b>Share Price Performance</b>				
		\$	\$	<u>% Change</u>
		<u>6/11/95</u>	<u>23/4/96</u>	
1.	Cockburn	1.18	1.60	+35.6
2.	Moorland Hire	0.11	0.14	+27.3
3.	Loscam	0.28	0.34	+21.4
4.	Waco Kwikform	0.14	0.17	+21.4
5.	Brambles	14.10	16.65	+18.1
6.	Chieftain	1.18	1.35	+14.4
7.	ANI	1.09	1.15	+ 5.5
8.	Boral	3.18	3.29	+ 3.5
9.	Oldfields	2.10	2.06	- 2.0
	All Ordinaries Index	2102	2277	+ 8.3

## **Boral**

Boral's scaffolding business continued to trade steadily despite reduced new construction activity. Profitability was maintained.

There has been a severe cyclical downturn in home building in Australia from January 1995. Housing starts are down 34%.

Even though there was an improvement in the value of non-residential building work done, the housing downturn also impacted by reducing the levels of subdivision and roadworks.

The downturn in housing activity will continue to affect trading. Non-dwelling building should continue to improve from a low base.

Early indications are that housing approvals in Australia may be reaching a trough. However any significant pick up in demand for home building products is not expected until well into the 1996/97 year.

Overall, the difficult trading conditions experienced in the first half will continue for the rest of the financial year.

In 1996-97 Boral will see the beginnings of growth in all key markets of the building industry. There will be a synchronised upturn with housing, non-dwelling and infrastructure construction all increasing together.

## **Brambles**

In Western Australia, Brambles Mamford performed strongly in both specialised transport and industrial and mining services.

The downturn in the economy lowered Wreckair's growth rate, but the overall performance was pleasing.

Brambles Forklift successfully assimilated the P & O Forklift acquisition

During the period the company disposed of its textile rental activities.

## **ANI**

The reduction in Australian economic activity which began in January 1995 has continued. Trading conditions in the first quarter were depressed but there was an improvement in the second quarter. Activity in some regions, particularly WA, improved considerably partially offsetting the depressed trading conditions in Queensland and, to a lesser extent, NSW and Victoria. Trading conditions are expected to continue to improve during the second half.

In February, ANI announced it was going to sell Coates Hire which was no longer a core business of the company.

Coates Hire increased sales and profits in the first half. Branch locations were rationalised resulting in reduced costs. In Australia the downturn in construction activity was compensated for by increased sales in other areas, such as high reach access equipment and portable buildings and toilets. These two product areas have shown significant growth in the past two years and Coates Hire is now the market leader of suppliers of this equipment in Australia.

Overall, ANI found the construction industry, particularly in Queensland, was depressed. Infrastructure development relating to the housing industry was at lower levels than previously experienced. A number of large infrastructure

projects, mine developments, industrial plants and the Olympic site in NSW have commenced or are due to commence in the near to medium term. The mining industry is experiencing steady growth.

## **Waco Kwikform**

In the six months to 12/95, sales rose 27.4% to \$25.86m and profit after tax rose 78% to \$3.408m.

The company has been the first scaffolding company in Australia to achieve accreditation of its Sydney branch to the International Standard AS/NZS ISO 9002. Plans are afoot to achieve accreditation for its Brisbane and Melbourne branches by June 1996. The attaining of the standard should be beneficial to the company given the increasing emphasis on accreditation in Australia.

The operating environment remains competitive but fairly stable following some rationalisation in the industry.

## **Loscam**

In the six months to 12/95 sales rose 28.5% to \$12.476m whilst profit before abnormal items and tax rose 21.8% to \$1.74m.

The strong revenue growth resulted from continued market penetration and the establishment of an operation in New Zealand which is increasing market share and gaining considerable support from industry.

## **Cockburn**

In the six months to 12/95 sales rose 16% to \$20.6m whilst profit after tax but before abnormal items was up 22.6% to \$2.025m.

The result was due to the capital expansion programme over the past 18 months and improved expense management.

During the half year, the Mount Newman businesses of the Minesite Group were acquired effective 1st November 1995. This added to Cockburn's Contract Services Division (now known as Cockburn Corefleet) which helps large industrial equipment users to manage and maintain their fleets.

The WA and NT economies continue to outperform other states and this is forecast to continue. The company expects to benefit from several large development projects committed for the second half of 1995/96 and into 1996/97.

## **Oldfields**

Scaffolding and painting equipment hiring division saw profits fall 72% to \$0.175m in the six months to 12/95 on sales that increased 15% to \$2.43m. The severe downturn in the housing industry led to intense competition and dramatically reduced margins.

## **Chieftain Securities**

Chieftain Securities is an investment company which owns, among other things, a 19.33% stake in Cockburn. The company benefitted from Cockburn's strong result.

## **Moorland Hire**

Moorland Hire made a small profit of \$26,532 in the six months to December 1995 on sales up 1% to \$930,000. Trading conditions fell off sharply in the second quarter and the company anticipated that this might be a prolonged trend.

# Why You Need Your Own Stockbroker

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

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

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

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

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

The answer may be a stockbroker.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Why You Need Your Own Stockbroker

Its Party Time

Lets Party

Have you ever considered your way to the top? Do you have a plan to reach your financial goals? If you are serious about reaching your financial goals, you need a stockbroker who can help you develop a plan to reach your financial goals. A stockbroker can help you develop a plan to reach your financial goals by providing you with the information you need to make informed decisions about your investments. A stockbroker can help you develop a plan to reach your financial goals by providing you with the information you need to make informed decisions about your investments. A stockbroker can help you develop a plan to reach your financial goals by providing you with the information you need to make informed decisions about your investments.

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' **SPRINGTOP** ' - HERE AT LAST '

The latest development to come from Baytex this year is the allnew '**Springtop**' Canopy in a range of sizes and with features ideally to the local market. The strong anodised alloy frame, electrogalvanised steel connectors and short centre pole supported on heavy duty cross cables are the key elements in a design which offers the benefits of simplicity, speed of erection and the fewest number of parts of any frame marquee currently available.

The elegant, swoopy roof shape of the 'Springtop' is a perfect complement to the existing range of Baytex Electron and Clipframe marquees and its design incorporates all the features that Baytex marquees are renowned for; quality design, quality manufacturing, quality PVSC fabric, built in wall hanging rope and a simple roof tensioning systems.

The roof is tensioned by a continuous catenary cord pocketed into the bottom of the valance with the only attachment to the being at each leg. Tensioning is achieved by quick adjust straps and the result is a smooth, taut roof line with an attractive, futuristic looking profile to compliment and enhance even the most up market outdoor event.

The 'Springtop' is offered in 3 standard sizes of 5M X 5M, 5m X 10M and 10M x 10m, covering a range not presently satisfied by any quick erect frame systems. The size range is also a perfect complement to the larger structure systems incorporating 5M bay widths and its elegant and distinct roof profile will enhance any structure setup.

Standard wall height is 2.4 M and the 'Springtop' is designed to accept any hook - on wall of this height. The roof fabric incorporates an eaveline reinforcement which includes a wall hanging cord so that the side walls can be hooked on in the usual fashion. Another integral part of the design is the facility to attach base rails so that the side walls can be easily and effectively secured regardless of the ground surface or weather conditions.

Combined with the comprehensive range of wall options available from Baytex, the new 'Springtop' canopy promises a new and exciting era in low cost, lightweight and versatile frame canopies for the rental industry of the future. Fax or phone Baytex now if you want more information on this exciting new product.

The second important development from Baytex this year is the evolution of the Series 2 Clipframe marquee. The all new 9 Metre Clipframe is now substantially enhanced by a new portal rafter system which incorporates Baytex's patented Channeltube profile. For the first time ever it is possible to have pull-through fabric sections on a conventional frame marquee thus doing away with the traditional 'bag over the lift' method of frame setup. For the first time ever conventional frame systems are no longer limited in length, can be assembled in the air piece at a time, dispense with cumbersome roof lacing, still look like real marquees and a cost no more than the conventional frame systems they replace. Watch this space for more exciting news.

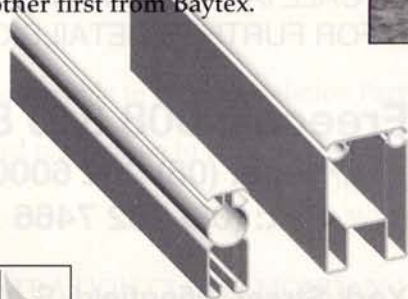
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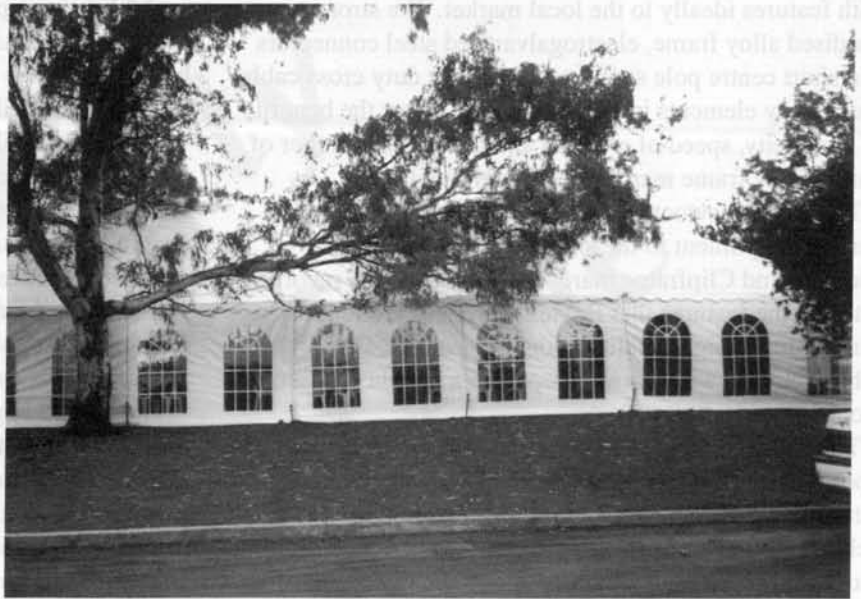
## What About Structures?

**W**hy 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*

hirer it may be worth considering this option and avoid tying up large amounts of capital for many years.



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# 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

# New Zealand Report

## ARA Convention

As part of the Review of our Association and Trade Show the directors agreed that Executive Director Kelvin Strong would travel to Anaheim for the ARA Convention and Trade Show, then travel onto to Moline, the ARA headquarters to look at systems and operation. The following is a review of his visit.

### **27 - 29 January**

Friday was spent sighting throughout Los Angeles, followed by attendance at the evening reception for those attending the Party and leisure weekend Seminar. The evening comprised of three mini seminars run concurrently on decorating of venues, table decorations and use of balloons for decorations.

### **30 January**

We attended the opening session of the Convention, where the Delegates from New Zealand along with a number other countries were acknowledged.

This was followed by a series of Regional Meetings and I then attended the Canadian Rental Association Annual Meeting, where I was warmly welcomed and spoke briefly to the outgoing and incoming Presidents, along with the Executive Director Dorothy Wellnitz.

The balance of the day was spent attending the Trade Show and meeting up with several past Presidents, including:

Hank & Ruth Ann Parker ( who attended our Rotorua Convention)

Keith & Pat Klarin ( attended our Wellington Convention)

Syd Tate ( who had hosted Kelvin Munro on the Ambassador exchange programme )

The Trade Show was an excellent one, as one has come to expect. The ARA had a very good display of its services and products, as well as a display of the Internet system.

### **31 January**

I was invited to a one and a half hour breakfast meeting in the Presidential suite. I found this to be a rather unique occasion with the following people attended.

Hotch Manning	President ARA
Skip Evans	Incoming ARA President
Pamela Mckenney	Incoming Vice President

Peter McCree  
Newly appointed Executive Director Hire Association Europe

Leon Kothmann  
Executive Director, Texas Rental Association

Dorothy Wellnitz  
Executive Director, Rental Association of Canada

Charles Maltese  
Executive Director, California Rental Assoc.

Jim Irish  
Executive Vice President, American Rental Assoc.

This was a very worthwhile meeting which discussed various matters, Especially legislation which was affecting the various Associations. The ARA is being encouraged to host similar meetings in the future.

This evening all New Zealanders were invited to the International Reception held at the Hilton Hotel. This is always an enjoyable evening where we met up with visitors from South Africa, Australia, Germany. Ireland and England, to name but a few.

Following a few days private holiday, I travelled to Moline, 40 minutes flight from Chicago, to visit the ARA national office, where I spent some time with personal and staff of the ARA magazines.

( For the record the weather in Moline was cold - up to - 15, with plenty of snow on the ground. The Mississippi river which runs by was frozen solid.)

### **Conclusion**

Information I gained will be included in a separate report as part of the Review document.

Obviously the ARA is a very professional body with a staff of 27. About 50 % of their income comes from Convention surpluses and the balance from subscriptions. All those I met could not be better hosts.

Letters of appreciation have been sent to Hotch Manning, Jim Irish and Skip Jones.

The Directors decided that this Association would be officially represented at each ARA Convention. This is a must. We have an excellent rapport which must be maintained. The benefits gained will I trust flow through to our Review and the future of the Association.

**Kelvin Strong**  
Executive Director

# 1996 CONVENTION PROGRAMME

**VENUE**                      **Sheraton Hotel, Auckland**

**TRADE SHOW**            **Overseas Passenger terminal, Princess Wharf**

## **TUESDAY 20 AUGUST**

12.00pm      Registration at Sheraton Hotel  
1.00pm      Optional Yard Tour departing Sheraton Hotel  
5.00pm      Registration reopens at Sheraton Hotel  
5.30pm      President's Cocktail Party - Sheraton Hotel (by invitation)  
6.30pm      Welcoming Cocktail Party followed by Informal Dinner - Sheraton

## **WEDNESDAY 21 AUGUST**

9.00am      Business Session - Sheraton  
  
10.30am      Morning Tea  
  
10.50am      Annual General Meeting  
  
12.00pm      Depart for Overseas Terminal - Sponsor's time  
  
12.30pm      Show & Tell Session - Sponsor's time  
  
1.30pm Lunch  
  
6.00pm      Happy Hour and finger food meal at Trade Show  
  
8.00pm      Trade Show closes. Transfer to Pier 2 for Harbour Cruise on QUICKCAT. Cruise slowly around the inner harbour listening to the sound of jazz and viewing the lights of the City of Sails. Limited refreshments and light supper included (cash bar also operates).  
  
10.45pm      Return to Auckland and transfer to Hotel by Coach

## **THURSDAY 22 AUGUST**

9.00am      Business session - Sheraton  
  
10.30am      Morning Tea  
  
10.50am      Business session - Sheraton  
  
12.15pm      Transfer by Coach to Overseas Terminal  
  
12.30pm      Lunch - Overseas Terminal  
  
4.30pm      Trade Show concludes  
  
6.30pm      Happy Hour - Sheraton Hotel  
            followed by  
7.30pm      Awards Presentation and Banquet  
            Casino Night

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### HIRE & RENTAL ASSOCIATION OF AUSTRALIA

**ENQUIRIES:  
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CHEQUES SHOULD BE MADE PAYABLE TO: HIRE & RENTAL ASSOCIATION		

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# WORKING AS A TEAM

One of the key benefits of attending the Hire & Rental Convention and Exhibition, in Sydney from 22-26 September, will be the opportunity to work as a team with your colleagues.

To ensure all delegates receive 'take-away' information relevant to their own business 'Round Table' workshops, new to this years programme, will provide real problem solving advice from other like minded businesses.

In addition, Keynote speakers of the highest calibre will be addressing industry specific topics.

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 what some teamwork can mean to your business.

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

