

# HIRE and RENTAL

## Industry Quarterly

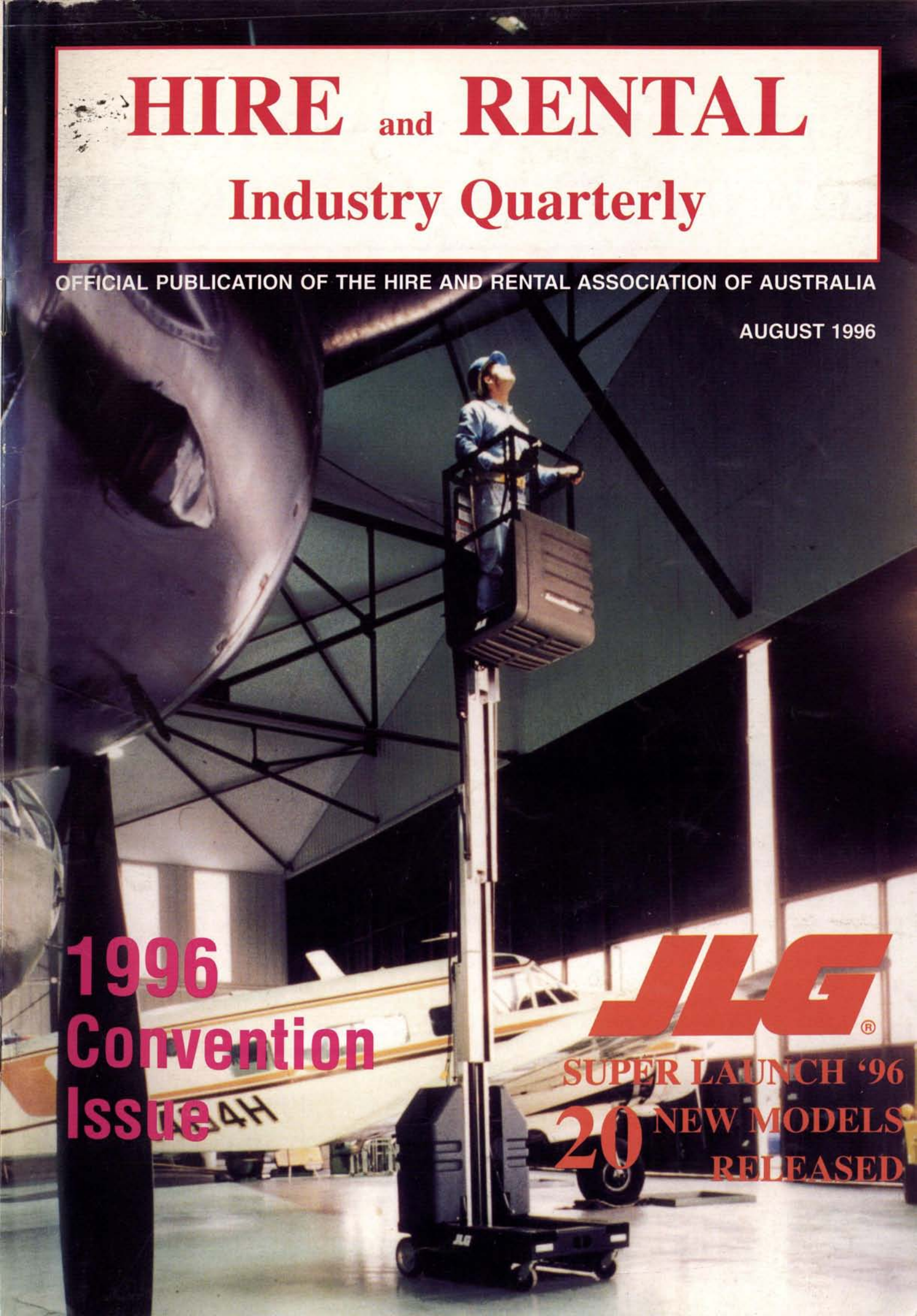
OFFICIAL PUBLICATION OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

AUGUST 1996

**1996  
Convention  
Issue**

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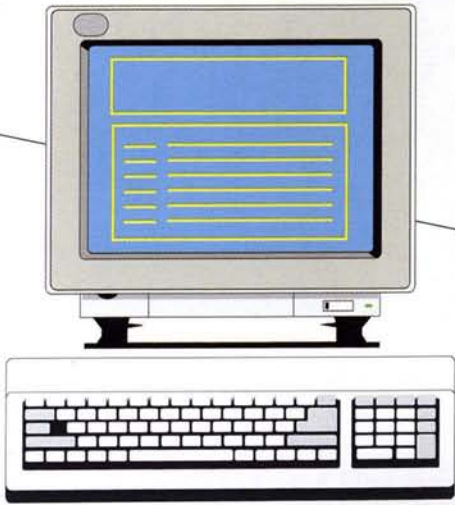




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## TRACS

### THE AUSTRALIAN HIRE STANDARD



D.I.Y RENTALS 1995-1996		
Quarterly Revenue Report		
	Actual	Budgeted
July	\$ 752,231	\$ 790,000
August	\$ 941,386	\$ 850,000
September	\$ 892,237	\$ 990,000
TOTAL	\$2,585,854	\$2,630,000



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President: Richard Crommelin  
Tel: (09) 350 5588  
Secretary: Gareth Johnson  
Tel: (02) 9927 7500  
Fax: (02) 9956 7004

### NEW SOUTH WALES

President: Maurie Abbott  
Tel: (02) 9533 1177  
Fax: (02) 9534 1332  
Secretary: Gareth Johnson  
Private Bag 938  
North Sydney 2059  
Tel: (02) 9927 7500  
Fax: (02) 9956 7004

### Victoria

Brian Elms  
Tel: (03) 9850 2316  
Secretary: Roger Buxton  
VECCI  
Employer House  
50 Burwood Rd.  
Hawthorn Vic. 3122  
Tel: (03) 9810 6333  
Fax: (03) 9818 3686

### Queensland

President: Peter Walden  
Tel: (07) 3216 7722  
Fax: (07) 3216 7076  
Secretary: Sharlene Watson  
Tel: (07) 3899 3422  
Fax: (07) 3899 3466  
P.O. Box 469  
Bulimba 4171

### South Australia

President: Richard Cox  
Tel: (08) 8294 4000  
Fax: (08) 8294 9758  
Secretary: Tim Mee  
Tel: (08) 8373 2116  
Fax: (08) 8373 1690  
198 Greenhill Rd.  
Eastwood 5063

### Western Australia

President: Tony Ryder  
Tel: (09) 479 1985  
Fax: (09) 479 1640  
Secretary: Lisa Coles  
Tel: (09) 310 9345  
Fax: (09) 310 9344  
13 Wheatley Drive

## PRESIDENTS MESSAGE



### Richard Crommelins President

Two months ago I visited over 40 different Hire Companies over 3 States. The very clear message was certainly of tighter trading conditions and a wait and see type attitude, as many companies were at a loss to explain why the trading environment was so patchy. Almost everybody believed that the change in Government could only be positive for the economy, but to date there has been no evidence of this being the case.

I am sure that all of you understand that essentially everybody is in the same situation. Attendance at Association gatherings, in general, would show that companies from all different market types, and suppliers of varied ranges of equipment are all being affected.

One thing that all of us that have been in the industry for a long time know, is that the current situation has been before and will no doubt come again.

Times like these demand trained staff, excellent customer relations, reliable and well presented equipment and a positive attitude.

You can do a lot to improve your business in many different ways, even a coat of paint to your premises sends a positive message to your customers. What about uniforms for your staff if you don't have them, or a change if you do?

The new budget, the just announced reduction in interest rates, will all have a positive affect. Be ready!

During my visit to many Hire Companies it was also clear of a disturbing lack of awareness of the obligation to Occupational Health and Safety. This legislation and it's obligations are far reaching, and for this reason our magazine is starting a series of articles to bring some light on what you need to do to make sure your business is protected.

It is also my belief that our environmental responsibilities will become more prominent in the future and this is something that a lot of our industry is still not prepared for. Are you washing equipment down and letting the run off go into the drains? How are you disposing of or storing hazardous substances?

The Association has prepared an environmental supplement to our Safety Manual which covers all of these issues. If you haven't already got a copy I suggest that it may be a very worthwhile investment.

The National Plant Standards are now also gaining momentum. Whilst they have only been introduced in Victoria at this stage, the legislation will definitely be going Australia wide. Your State Association can keep you in touch with what is happening. Make sure you find out as it will affect you.

Lastly, a reminder on our National Hire Convention, 22nd - 26th September 1996 in Sydney. The New South Wales Committee has worked extremely hard to bring you a professional balanced program. All they need is you.

Regards,  
RICHARD CROMMELIN



## Government and private enterprise the debate continues

Government involvement with private enterprise has long been a contentious issue. There are times when it is seen as a more viable proposition for the Government to outsource its public works. This appears to be becoming a modern day trend. The VicRoads sale of its plant and putting the road maintenance out to tender, is one modern day example. While South Australian Roads are also going down this path, with the calling for tenders to maintain their roadwork in that state. Obviously having done its homework on the VicRoads operation.

In this era of accountability Government is constantly under pressure to perform, the question of whether private enterprise could do better is never far from the surface. Unfortunately the opportunity to make comparison is limited. The Government has the sole right to govern. But Government, be it Federal, State, or Local on occasions sets up a Government Trading Enterprises, GTE, in order to compete in the private enterprise arena.

The question of whether Government should be involved in private enterprise in competition with private enterprise is one that has supporters for both sides.

One line of thought is that the Government was elected to govern, and should confine itself to just that. Voicing the opinion that if Government wishes to be involved in business, then it should look to the business of providing a profitable public transport system, more hospitals or better roads.

While supporters of their involvement, maintain that if private enterprise was doing their job there would be no room for Government

This action invariably prompts a great deal of debate, as to the credentials of GTE'S to compete in this area, as very few could boast a good 'track record' in their public service careers. But some of the more compelling questions which this action raises are;

- \* Should Taxpayers money be used to fund such operations?
- \* Is the GTE'S participation depriving private companies of business?
- \* Can GTE'S operate more economically than private enterprise companies?
- \* Does the public benefit from the GTE'S involvement?
- \* Do GTE'S gain any advantage because of their status?

The Governments policy on GTE'S competing with private enterprise clearly states that GTE'S 'should not enjoy any competitive advantage as a result of their public sector ownership'.

Over the years some private enterprise companies, competing with GTE'S, have at times, stressed their concern as to there being a level playing field for those involved.

The Department of Corrective Services producing textiles in opposition to textile manufacturers is a modern day example.

The savings in production costs by the use of prison labour in comparison to the textile manufacturers appears obvious.

Should Taxpayers money be used to fund such operations is one question which springs immediately to mind. While it could be argued that such operations may provide inmates with the opportunity to pay their way during their incarceration.

Undoubtably different circumstances prevail with different industries.

Therefore, a NSW State GTE'S entry into the hire and rental industry is an interesting exercise, that will be viewed with a great deal of interest by those involved in the industry, in the upcoming future.

Greg Kelson

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3/112 Garden Street  
Maroubra NSW 2035  
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Fax: (02) 9389 8348

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C& I Publishing  
P.O.Box 308  
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Australia

### Editor:

Greg Kelson

### Typeset and Layout

Junction Graphics  
Suite 1 Maroubra Court  
181-191 Maroubra Rd.  
Maroubra Junction  
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# HIRE and RENTAL

## Industry Quarterly

OFFICIAL JOURNAL OF THE HIRE & RENTAL ASSOCIATION OF AUSTRALIA

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JLG'S new VP series self  
propelled vertical lift.



## AH PLANT EXPANDS INTO NEW SOUTH WALES

One of Sydney's largest hirers of excavation equipment, Reid's Excavations, has recently joined forces with Australia's giant in the road plant hire business, AH Plant.

The arrangement took effect from the first of June 1996.

Explaining the joining together of the two companies one of the owners of Reid's Mr. Alan Bird, who is continuing as manager said it was a matter of achieving the benefits of economies of scale and it also enables us to give a rapid response to the range of infrastructure and other projects planned for Sydney over the next four years.

Reid's primary activity has been the hiring of excavation equipment and dump trucks associated with roads, railway lines and construction sites. The company's fleet of equipment is largely based on excavators (4-45 tonne), dump trucks (2-35 tonne), loader backhoes and skid steer loaders.

Following on from the joining with AH Plant the Reid's business will now have access to a far broader range of equipment particularly specialized road plant which includes dozers, graders and compaction equipment.



*Mr John Stewart, Marketing Manager, who announced the joining together of AH Plant and Reid's Excavations*

The former owners of Reid's, the Bird and Corbett families purchased the company in 1989 and have steadily developed and expanded the company over the last seven years.

"Employees and permanent sub contractors number over 60 and with the huge back up of equipment through AH Plant we plan to add to our employee numbers," said Alan.

AH Plant's fleet exceeds 2,000 items. In 1994 it acquired the entire VicRoads fleet when the Victorian Government decided to scale down its own activity in road building and road maintenance and, instead, turn to contractors, selling off VicRoads huge fleet of road building plant and road maintenance plant.

AH Plant purchased the fleet at a cost of \$ 42 million and the engaging of 121 of the VicRoads staff employed in the plant section. Also included in the deal was a hire - back of certain specified equipment and a limited number of motor vehicles over a five year period for an annual fee of \$ 13.5 million (net present value of \$50 million over the five year period).

AH Plant Executive Chairman Mr. Ray Kelsey believes the joining with Reid's is a vital and strategic move for his company.

"We have been planning our expansion in NSW for sometime he said but it has been a matter of waiting to find the right organizations," he said.

"Initially, we acquired Border Action Hire in Albury followed by the setting up of a branch in Wagga Wagga. But, it is the joining up with Reid's Excavations that is the key move for us in NSW," he added.

Both Government and contractors operating in the greater Sydney area now have the capacity of Reid's equipment which is hired with operators and now the resources of AH Plant's fleet, much of which is available on a wet or dry hire basis.

"our equipment includes dozers, one of Australia's largest fleets of graders and compaction equipment, specialised bituminous road surfacing equipment Flocon trucks and other road plant.

"And, we back that fleet with a wide array of traffic management equipment," said Mr. John Stewart, AH Plant's marketing manager.

"With the increasing demands placed on contractors these days to get through the work and with tight deadlines they need more and more resources behind them. And, ideally, they need that extra capability without the financial demands of ownership or fixed term leasing.

"The specialist hire companies that can operate with huge fleets represent an extremely viable solution for more and more contractors, both big and small," said Mr. Stewart,



# GO HIRE - A FAMILY BUSINESS

**L**ike us all Peter Hinde has plenty to thank his parents for. It was Peter's parents John and Daphne who started the hire business now known as Go Hire, that Peter operates in Dapto, on the south coast of New South Wales.

John and Daphne Hinde arrived in Australia with their son Peter and his two brothers, David and Martyn in 1966 and spent the first six months in the Berkeley hostel. They then purchased a small property at West Dapto.

John's early working career was varied, spending the first six months at BHP as a tally clerk, he then worked as a warder at Long Bay for a while before returning to Dapto where he operated a bread run.

John and Daphne then moved on to a fruit juice run, which they built up and sold at a profit. Always looking for something to improve themselves they then became involved in running swimming pool kiosk's. But it was during the period when John operated a Pet Shop that he started to supplement his income by supplying party hire equipment.

Starting with a meagre amount of stock, they began to make small inroads into Party Hire in the area.

Shortly afterwards L & L Hirings Pty. Ltd., the only Party Hire business in Wollongong at the time, was up for sale. John and Daphne decided to concentrate on Hire business, sold the pet shop and purchased the business.

L & L Hirings supplied Marquees, Stages, Tables and Chairs and operated out of rented premises in 120

Auburn Street. Wollongong. But after three months John and Daphne decided to shift the business to their West Dapto premises to save paying rent.

The purchase of the business gave the young restless Peter, then in year 11 in High School, the opportunity to join the workforce. Going straight to work for his parents, alongside their only other employee. Peter started offside for deliveries until acquiring his license.



*The Shellharbour premises opened in 1995*

The business progressed despite customers experiencing very bad access problems, with all members of the family "pitching in" to lend a hand. Even Peter's girlfriend, Lynne being coerced into helping out on special occasions. Obviously the job agreed with Lynne, as she and Peter eventually were married and Lynne is the Office Administrator today.

In 1977 the Hinde family decided to bite the bullet and purchased premises in Hamilton Street, Dapto, and built a 35' X 105' storage and service area for the Party Hire Equipment.

Two years on, the owner of Dapto Hire, ( a small handyman equipment business )which was situated only a few doors away in Hamilton street, decided to retire and offered the business to the Hinde family, so they added a general hire to their range. Although the cost to update the rundown stock put a strain on the families resources, they managed to keep their head above water .

Peter's younger brother Martyn then joined the



*The early days at Hamilton Street Dapto*



family business. Shortly after Wollongong Shed Hire and RAE Hire were acquired.

With so many names of their acquisitions it was decided to change the name of the business to Go Hire. Something short and sweet.

The business progressed and Peter grew up with it, learning the rudiments of the hire industry from his parents, gradually assuming more responsibility as he got older. Peter said he knew when he had "arrived" in the hire business, when his parents began to take longer annual holidays. He took over the running of the business in 1986. But John and Daphne continued their involvement, in fact are only planning their retirement this year.

In 1984 a General and Party Hire branch was opened in Corrimal. This was followed by the purchase of the property at Prince Edward Drive, Dapto, which now serves as head office.

While Go Hire had started out as a Party Hire supplier, and is still the market leader in the area, it gradually diversified and now services Local and State Governments, local building companies and contractors and handymen as well as party and event rentals.

With a permanent staff of 20 plus casuals, Go Hire is continually updating and looking at market trends. In

1995 a new General Equipment and Party Hire store in Shellharbour was opened at Oak Flats, which continues to grow with the area.

The same year Go Hire received recognition in the Illawarra district when it was awarded the Service to the Industry award for 1994 presented by the Wollongong Chamber of Commerce and the Chamber of Manufactures (now Australian Business Ltd). This award followed on from Peter being nominated as one of the finalist in the Illawarra 1992 Business Person of the Year award.

Peter nominates one of the reasons for the success of the business in the last few years has been the excellent staff, who all have a very positive attitude towards their work.

Go Hire intends to continue to grow and to search for opportunities in all facets of hire. Plans have been approved for extensions to the property at Prince Edward street and these extensions include a two story storage building to be erected to house the party hire equipment. These extensions are part of the expansion of Go Hire as Peter and his staff carry on and build on the foundations of this family business which Peter's parents, John and Daphne started and has been servicing the Illawarra district for 23 years.



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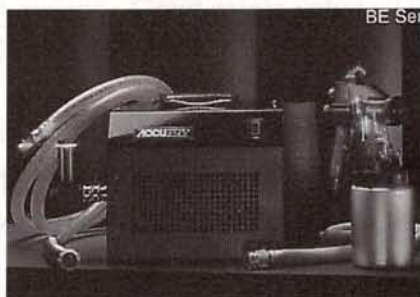


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## Coates Hire Float closes early

The \$170m public float of Coates Hire, Australia's largest hire company, closed two weeks early after strong demand from institutional and retail investors.

The float came after parent company ANI placed Coates on the market at a price of \$ 200 m in February. But after fielding inquiries from interested parties, Western Australian hire company Cockburn, Brambles and Wreckair, which failed to reach this figure, the company was floated on July 8th.

The float, which was fully underwritten by Ord Minnett, comprising of 68 million shares at \$2 per share was closed due to being oversubscribed within two weeks. This figure combined with the nett debt of the company of \$34m, made up the sale price of \$170m.

Coates is Australia's largest general equipment hire company, with 75 branches throughout Australia, an estimated 20% of the hire market.

They also have developing interest in Indonesia,

where it first entered the market in 1993 and remains the only substantial general equipment hire company in that country.

With an estimated total revenue for 1996 of \$115.9m and a nett profit after tax of \$10.4m, Coates is expected to continue to pursue areas of established growth, while still searching for new areas of involvement.

A look at the two sets of figures shown below show how Coates have diversified their interests from 1990-1996, by following the market trends, which have seen it become more involved in areas such as the acquisition of Prestige Portables, plus a concentration on Access Equipment, which is seen as a future growth area because of its widening variety of useage, while reducing its exposure to the Australian construction industry.

### Hire Revenue By Product 1990

* Access Equipment	6.5%
* Portables	6.5%
* Compaction Equipment	27.6%
* Air Compressors & Tools	11.1%
* Generators & Lighting	10.2%
* Other General Equipment	38.1%

### Hire Revenue By Product 1996

* Indonesia	5.3%
* Access Equipment	18.8%
* Prestige Portables	15.4%
* Compaction Equipment	16.4%
* Air Compressors & Tools	7.1%
* Generators & Lighting	11.2%
* Other General Equipment	25.8%

## New Generation Oleo - Mac Commercial Brushcutters Released

Designed and built for the contractor or discerning homeowner who wants a quality machine at an affordable price, the new generation commercial range of brushcutters from Oleo-Mac has just been released by Parklands, exclusive distributors for Australia. Oleo-Mac, Italy's leading small engine manufacturer, build their machines to last.

Ergonomically designed, the new brushcutters comply with both C.E. (European Communities) and G.S. (German) standards for balance, noise, vibration and safety. The brushcutters feature a powerful 2-stroke engine that gives more than ample power required for commercial applications.

The 720 and 722 S have a displacement of 22.5 cc

that delivers maximum power at 7000 rpm. The 726 models have a displacement of 25.4 cc that delivers over 1 hp.

The new brushcutters feature a heavy duty forged crankshaft on ball bearings and hard chrome bore for long life. All models in the range have electronic ignition for easy starting. The 720 has a flexible shaft and the other models have a rigid drive shaft for greater versatility such as tree pruning. All models, except the 720, have the Oleo-Mac anti-vibration system for maximum operator comfort.

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



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## JLG DOMINATES GROWTH OUTLOOK FOR ACCESS EQUIPMENT

Industry News

Dave Black, Chairman and Chief Executive Officer of JLG Industries Inc. recently visited JLG's Australian operations. He also hosted several functions and industry briefings attended by members of the Australian hire industry and access equipment users.

Dave Black said that JLG's corporate plan provided for the release of 21 new models of electric scissor lifts, boom lifts and personnel access equipment during 1996.

He commented that JLG has enjoyed over 40 percent annual compound sales growth since 1990 and some 70 percent of its total annual production of access equipment went into the fleets of hire companies around the world.

Reflecting the demand for access equipment from both general industry and the hire sector, JLG has recently purchased an additional manufacturing plant in the USA and is targeting a reduction in manufacturing throughput times from a current 26 days to 10 days per machine.

Dave Black forecast that the current world market for aerial work platforms and scissor lifts of 50,000 units annually, would double to 100,000 units annually by the end of the decade.

He attributed the access equipment industry's growth outlook to the increased standards of occupational health and safety in the workplace and the recognition

by business that better and safer work practices delivered results in the form of faster project commissioning, increased productivity and workplace safety.

"In the USA we are finding that even the local electrician is now provided with his own scissor lift platform on a job. Access equipment is now considered a tool of the trade" Black added.

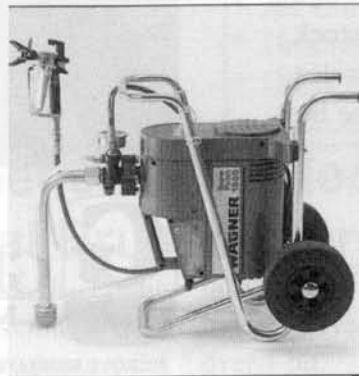


*Dave Black (left) Chairman and CEO of JLG Industries Inc. with some of the Australian members of the JLG team: Geoff Campbell, General Manager JLG Industries (Australia) and Don McCurdy (Victoria), Lindsay Phillips (WA), Peter Morgan (Victoria) and Noel Plummer (South Australia).*

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# NATIONAL RED ALERT

In an effort to combat the spate of stolen equipment from hire companies, the industry has widened the net to catch the thieves and organised a National Red Alert on stolen property. In future, beside the usual Red Alert organised in each state, the information regarding the theft shall be circulated throughout Australia, immediately it is received.

## THE FOLLOWING PROPERTY HAS BEEN REPORTED STOLEN RECENTLY

Would all members of the hire industry be on the lookout for the following.

### WESTERN AUSTRALIA

#### Red Alert 14

Company Affected: Coates Hire  
 Date Hired: 24/5/96  
 Equipmet Details: Covered Furniture trailer and Fridge trolley  
 Customers Name: Donna McPherson  
 Brief Description: Blonde, 5' 7"  
 Address: 36 Morgan Street Redcliffe, WA 6104  
 Telephone No: (09) 277 9624  
 License No: 347 6330  
 Vehicle Description: Colour Off White  
 Make: Landcruiser  
 Model: Toyota

#### Red Alert 15

Company Affected: H - Mart  
 Date Hired: 19/5/96  
 Equipmet Details: Walker Brand Compactor Green plate yellow Robin Engine  
 Customers Name: Edward A. Farmer ( A Stolen Drivers Licence)  
 Brief Description: Two well built chaps  
 Address: 3/7 Caledonia Ave. Maylands  
 Telephone NO.: 014 955 673  
 D.O.B. 4/6/5  
 License No.: 30007982  
 Expiry Date: 3/6/99  
 Stolen drivers licence, 18 months ago, has been used to steal car trailer before

#### Red Alert 16

Company Affected: H-Mart Hire  
 Date Hired: 29 May 1996 12:45  
 Equipment Details: Stolen Cheques being passed on cheques - Ian C. Hislop  
 Customers Name: 64 Hale Road, Forrestfield  
 Address:  
 Telephone No: 017 897 680  
 Remarks: cheques from Challenge bank acc. number 476-481 9214

### NSW

#### Red Alert

Company Affected: CY Hire  
 Date Hired: 3/6/96  
 Equipment Details: 2 X LT 6000 Maxilite 111 Lighting Towers.  
 Item 1 Reg. F 2267 Plant No. 259 - 6  
 Engine No. LT 60239  
 Item 2 Reg: F42584 Plant No. 259 - 18  
 Vin No. 6B9T26000LNC 7014  
 Remarks: Stolen overnight from 4 Mamre Rd. St. Marys whilst on hire to Readymix  
 Contact: Greg Atkins  
 CY Hire  
 Tel: (02) 9605 5899

#### Red Alert

Company: Ark Party Hire  
 Equipment: 20' X 30' Marquee - dismantled and stolen 31/3/96 from outside Newcastle Tool City  
 Contact: John Stanning  
 Ark Party Hire  
 Tel: (049) 566 733

### Queensland

#### Red Alert

Company Affected: Underwood Hire & Sales  
 Contact: (07) 3899 3422  
 Date Hired: 29/6/96  
 Equipment details: C.I.G. Transtig 150 A.M.P. AC/DC/HF Welder  
 Serial No: 9205001 U.H.S. No.790  
 1 Welding Helmet  
 Customers Name: Rod Barnes  
 Address: 1/22 Aumuller St. Cairns  
 Tel: (07) 3533 0936  
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 Remarks: Taken from N.Q.E.A.Slipway Cook St. Cairns



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# JLG's SUPER LAUNCH '96

## 20 NEW MODELS RELEASED

JLG Industries, the leading manufacturer of self propelled aerial work platforms, including telescopic and articulating telescopic boom lifts, electric and rough terrain scissor lifts and both powered and pusharound vertical personnel lifts has now undertaken the world wide launch - dubbed Super Launch '96- of twenty new models of equipment in five new generic product ranges. JLG Industries Australia's General Manager, Geoff Campbell said that the new releases reflected his company's dedication to being the provider of choice worldwide for access and high reach products.

The new releases are in product families as follows

- \* the VP series of Self Propelled Vertical Lifts (3 models)
- \* the E series of Electric Scissor Lifts (6 models)
- \* the 26MRT Rough Terrain Scissor Lift
- \* 40 and 45ic Articulating Knuckle Booms (2 models)
- \* 600 Series Straight and Knuckle Booms (7 Models)
- \* 80HK with oscillating axle

The JLG corporate philosophy is founded on a dedication to building the best engineered and most innovative access equipment products to the highest quality standards. The company pledges uncompromising integrity, responsive marketing, worldwide service and a constant pursuit of excellence.

### **VP Series Self Propelled Vertical Lifts - see cover illustration**

This new self propelled range of vertical lifts are the lightestweight lift products that are driveable with the platform elevated and no outriggers are required.

Key features are the point 'n go drive and steer system which gives unprecedented mobility a direct electric drive with extended rechargeable battery cycles that give 5km of driving plus 80 lift cycles on a single charge.

The VP series also has a narrow width of only 0.83 metres and short length giving a turning diameter equal to its length with other compact dimensions for access in confined areas.

The three models in the VP series give platform heights of 3.3, 4.6 and 6.0 metres (10,15 and 20 feet).

The VP range is expected to create a major new niche business opportunity for the hire industry as the safety, convenience and productivity benefits for a host of trades personnel and in commercial and industrial applications will be significant.

### **E series Electric Scissor Lifts**

This is a new upgraded range of six models with ele

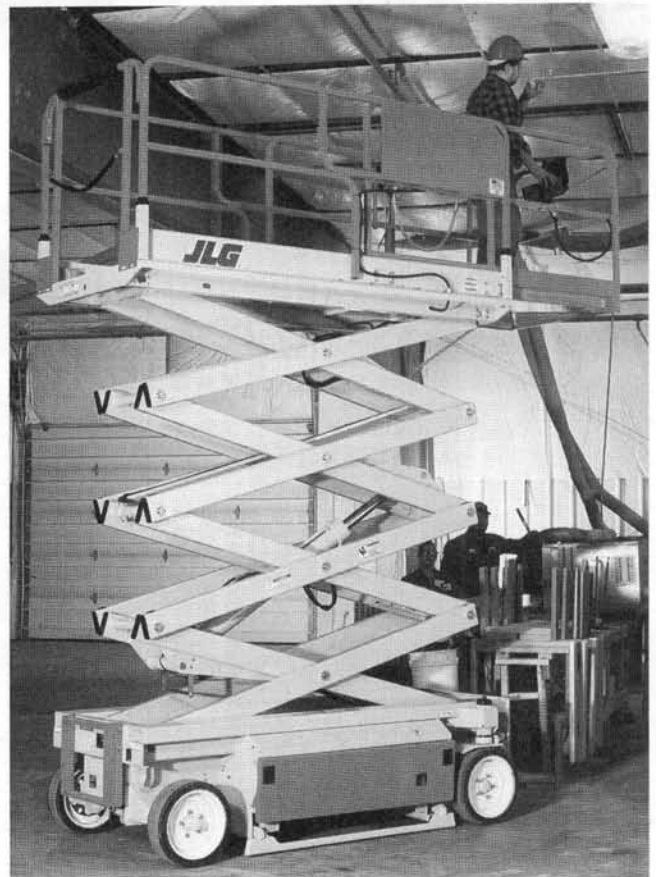
vated platform heights of 4.6, 5.8, 6.0 and 7.9 metres (15, 19, 20 and 26 feet). with machine widths that range from 0.83 to 1.35 metres (32 to 58 inches).

The E series incorporates the JLG Smart System control system, an industry first with an application specific, microprocessor based control system. All machine functions - drive forward and reverse, lift up and down, and the optional powered deck extension in and out are fully proportional with smoother ramping on and off.

The control system avoids wasted energy for longer duty cycles between battery charges. These models also include pot-hole protection with easy access to the batteries for any service requirements.

The JLG Smart System also incorporates a unique data storage capacity to provide service personnel with an extensive range of operating and machine condition diagnostic data.

Other enhancements designed to decrease the service and maintenance requirements include scissor arms and lift cylinders fitted with lubrication free bushings. A new design of the steering system gives tight turning radii with significantly improved manoeuvrability.



**The new E Series Electric Scissor Lifts**



### 26 MRT Rough Terrain Scissor

With a compact design this new rough terrain scissorlifts is ideal for use on congested construction sites or inside buildings and offers high performance at a very attractive price.

The 26 MRT extends to a platform height of 7.92 metres (26 feet) and incorporates a no - spin differential drive train that delivers exceptional traction for off - slab performance.

The powerful hydraulic drive motor delivers 35 percent gradeability and a travel speed of over 7km an hour giving improved mobility between work locations.

Width and height measurements in the stowed position are within the dimensions of a standard double doorway.

A removable platform control console features full proportional drive with thumb steer for one hand operation.



**26 MRT Rough Terrain Scissor**

### **40 and 45ic Articulating Boom Lifts**

These diesel (or petrol/LPG) units designed with very modern styling offer great all round performance in a 40 or 45 foot knuckle boom, at a very attractive price.

These models provide outstanding reach performance with horizontal out-reach and up and over clearances.

The Model 40ic extends to a platform height of 12.12 metres (40 feet) with horizontal out-reach of 6.25 metres (20.5 feet) and up and over clearance of 6.1 metres (20 feet).

The model 45ic offers a platform height of 13.7 metres (45 feet), horizontal out-reach of 6.91 metres (22.7 feet) and up and over clearance of 7.49 metres (24.7 feet). Compact dimensions also permit entry through a standard double door width. The power unit is matched to an automatic electronic power management system, to maximise output, depending on the function being used.

The powerful hydraulic drive motors and reduction gear hubs provide 25 percent gradeability and a 5.6km/hr travel speed for greater mobility between work locations.



**40 45ic Articulating Boom Lift**

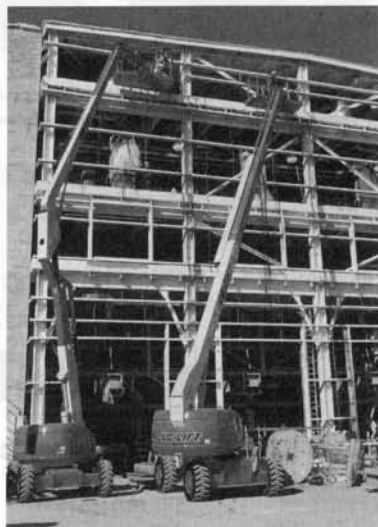
### **600 series Straight and Knuckle Booms**

This new release is a revolution in 60 foot boom design. Non jib models have a 960kg safe working load, the drive system and controls are highly sensitive and smooth in operation, the styling catches the eye and the performance specifications are outstanding.

There are seven models in this new range, including two narrow chassis versions serving more applications than ever possible with

60 foot boom lifts in the past. This range features three telescopic boom models and two articulating telescopic boom models. Both articulating models are also available in narrow chassis versions for operating in confined spaces.

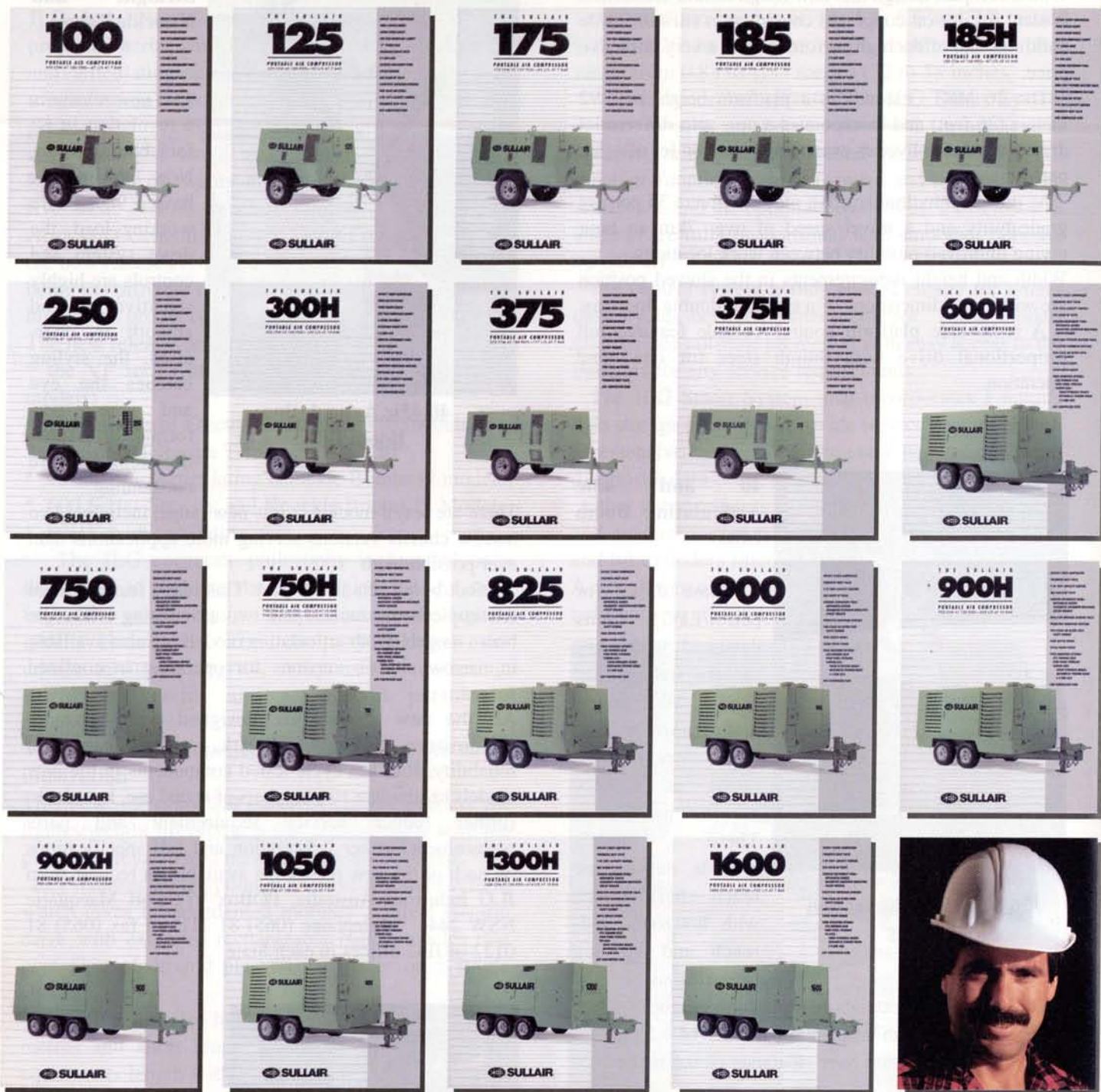
All the new models are designed with optimum performance as a benchmark, with unsurpassed reliability. JLG has cycle tested components in the new models to simulate 10 plus years of actual use, in order to further reduce service requirement and parts replacement. Further information and full specifications on each of the new releases is available on request from JLG Industries Australia, POBox 972 Port Macquarie NSW 2444 . Telephone (065) 81 1111 or fax (065) 81 0122 or JLG offices in each State



**The 600 series Straight and Knuckle Booms**



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



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

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## The High cost of Environmental damage

**R**ecent court findings highlight the enormous community, government and media attention now given to environmental issues. 'Pollution', 'contamination' and 'green' are 'in' words for journalists, politicians and law-makers. The trend is for even more pressure world-wide, as we become aware of the potentially disastrous consequences of failing to care for our environment.

For the first time in Australia, (1995), a director has been jailed. For 12 weeks as a result of an environmental offence by his company which he knowingly allowed to happen. The offence was discharging toxic waste into a drain instead of having it removed by a licensed waste disposal contractor. The maximum penalty was \$10,000, or six months imprisonment, or both. Penalties can be up to \$1 million for a corporation and \$250,000 for persons for some environmental offences.

Two other examples, among many over recent years, involve directors being fined \$10,000 and \$15,000 and their companies, \$33,000 and \$75,000 respectively for allowing run-off water to pollute a stormwater drain and a nearby river. Penalties can apply even for accidental contamination as with spills, leakage, bund overflow or contamination from run-off carried by stormwater.

Equipment hire companies are specifically listed as 'Trade Waste Generators' in the NSW water authority guidelines for on-site treatment of trade waste. Run-off from un-roofed yards and fuel dispensing should have some pre-treatment before entering stormwater drainage systems in most states because it carries particles of dirt, rubber, paint, fuel, lubricants and other pasties' which could contaminate waters. This is expected to apply to all states eventually. You are not allowed to wash vehicles on the road or where the wash-water could run on to the road or into a drain. Regulations are getting much tougher at a fast rate, and management should be preparing for the future.

Cases of property acquisitions are reported, where the new owner has had to bear the cost (up to \$100,000), for remediation of long-term and previously undetected slow fuel leakage from several underground tanks. The subsequent costly court action to get the previous owner to compensate added to total costs for both the buyer and the seller.

These are just some of the things that show the special care needed by management of Hire and Rental companies. Wise managers and owners will start including environmental issues in their management planning and procedures. And we all know that an industry that does not care, is one that invokes even more government regulatory control.

The Hire and Rental industry may not be expected to have any major pollution disasters associated with it.

But there are many mid-ranking and minor offences that

could occur, even with the best of intentions, in all categories, - air, water, noise and waste disposal. For example, most businesses will have fuel storage and dispensing, washing down of equipment with run-off, large un-roofed areas with stormwater run-off, noise associated with workshops, equipment testing and emitted by rented equipment. An audit and EMS will find and control the risks associated with these things.

Perhaps you feel that your business is too small to have environmental concerns. Then read on, - you might be surprised.

Some Environmental Issues for Hire and Rental Businesses.

The casual observer may think that small Hire and Rental businesses need not have much concern for environmental matters. But a quick look at some potential offenses that could bring fines, some of which may be very heavy or involve the cost of remedial action and court costs, or losses on sale or acquisition, will surely change their minds. Some of the most likely incidents, but not all that could occur for rental operations of all sizes, are listed below:

### Discharging wastes, - toxic, or environmentally hazardous. to stormwater or sewer

- Discharging fuel, (diesel or petrol), waste lubricating oil or oil sludge, paint, solvent, degreasing solutions, batteries, (which contain lead and acid), or any other environmentally damaging substances, intentionally or accidentally, which could contaminate stormwater or sewage or natural waterway by seepage or by stormwater action. Discharges may be by way of spill or leaks, known or unknown to the company or person in charge. Applies especially to fuel dispensing and tank filling locations. It includes leaks from underground tanks or pipes and stormwater run-off from filling and dispensing.
- Failure to adequately bund toxic or environmentally hazardous liquids held in excess of minimum quantities, such as fuels, oils, solvents etc. (A bund is a dam for containing leaks or spills of liquids, usually at depots or storage points).
- Allowing washwater from the cleaning of vehicles, cement mixers, or equipment of any kind to discharge into catchment areas of stormwater drainage, (e.g., on roads), creeks, rivers, lakes, swamps or 'wetlands'. Applies to roofed or unroofed areas of a yard.
- Having a large un-roofed area or yard containing equipment, from which stormwater can discharge to council or water authority drains.

Note: This is a common problem in the industry.



- Failure to maintain a septic tank as required by your local council, or install or use one without permit
- Discharges to atmosphere, - ozone damaging, hazardous or objectionable odour.
- Discharging visible smoke, (not water vapour), from a motor vehicle for more than 10 seconds.
- Removing or interfering with pollution control devices on a vehicle.
- Discharging refrigerant such as Freon (CFC) from air conditioners or refrigerators.

- Discharging BCF or Halon fire extinguishers, other than to extinguish a fire. (Use of such ozone-damaging extinguishing media is prohibited after 1st. January, 1996.) If due for service or test before that date, such as extinguishers are to be discarded.
- Open burning of any kind, such as tires, waste oil, packaging material, paint, plastic and general refuse. (Refer to local regulations, often controlled by local government councils or shires)

#### Summary of Offences and Penalties Under the Victorian Environment Protection Act

##### Offence Type

##### Penalty Range

##### Level 1

Aggravated pollution  
False audit/monitoring results  
False Information by environmental auditor

\$1 M for corporation  
\$250,000, 7 yrs.prison  
individual  
\$20,000, 2yrs. prison

##### Level 2a

Intentional pollution  
Intentional environmental hazard

\$40,000

##### Level 2b

Water, air land,noise pollution  
Environmental hazard  
Unlicensed, or breach of license  
Breach of works approval  
Breach of notices or permit  
False information  
Obstruction of officer

\$20,000

\$1,000

##### Level 2b

Infringement notices offenses

\$1,000

\$200

\* Please note these penalties relate to Victoria only. Each state has it's own set of penalties.

Information for this article was taken from the Environmental Awareness Guide, produced by the Hire and Rental Association of Australia for the Hire and Rental industry. An application form for the guide appears on page 55 of this issue.



# The Ultimate Hire Fleet!

TOUGHNESS HAS NO SUBSTITUTE

**Kango 637 Combination Hammer**



750W  
260-270 Revol./min  
Impact 8J  
Weight 7.5kg  
Ø 10-100mm

Innovative design, advanced engineering and rugged construction are standard features that make Kango demolition and construction tools the toughest and most reliable for the demanding conditions of the hire industry!

Double insulation meets the most stringent of safety standards and with advanced lubrication systems, maintenance is kept to a minimum. Overload protection and idling mechanisms are also incorporated to reduce damage and wear. Low vibration and noise emission make operation more comfortable and productive.

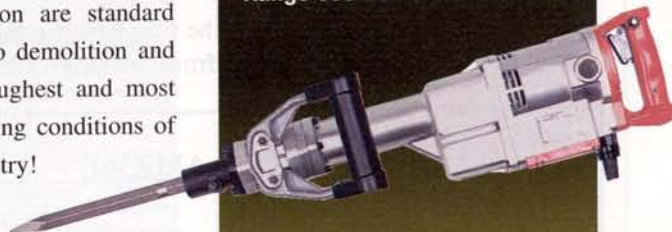
We expect our machines to work hard and so do your customers, which is why they are built to meet the exacting demands

of today's modern building materials.

From lightweight, drill only units for fast fixing and installation, to multi-purpose combination hammers for drilling, cutting and chipping and the heavy duty demolition hammers for digging and breaking. With a full complement of bits and accessories there's a Kango tool for every application.

Call now for all your hire needs and a brochure on the full Kango product range.

**Kango 900 Demolition Hammer**



1050W  
Impact 16.4J

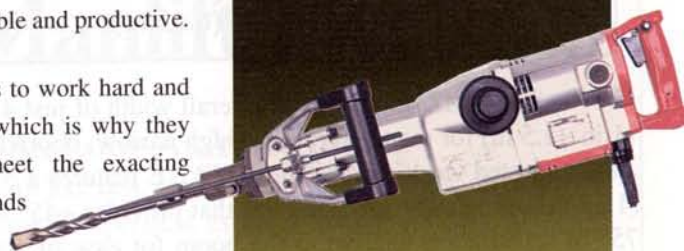
Weight 10kg

**Kango 700 Demolition Hammer**



800W  
Impact 8J  
Weight 6.4kg

**Kango 950 Combination Hammer**



1050W  
275 Revol./min  
Impact 14.3J

Weight 11.4kg  
Ø 16-125mm

**Kango 750 Combination Hammer**



800W  
400 Revol./min  
Impact 6.8J  
Weight 6.8kg  
Ø 10-90mm

**Kango 928 Engine Driven Demolition Hammer**



28cc  
2 stroke

Weight 13kg  
Impact 16.4J

**Kango 1400 Demolition Hammer**



1400W  
Impact 25.7J  
Weight 14kg



Phone: (02) 9831 1611  
Toll Free: 1800 252 999

**Kango 2500 Breaker**



2200w  
Weight 32.5kg  
Impact 59.9J



## 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. 240—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; thermal/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 full 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 Tutts Bryant Industries Pty Limited)  
A.C.N. 004 322 123

2 South Street  
Rydalmere  
2116

Tel: (02) 9684 4400 Fax: (02) 9684 1501





# The New Grove Manlift Electrics

## Drive Where You Want

The new Grove Manlift electrics let you go where the work is! A no-spin differential on the AMZ46E, AMZ46NE and AMZ51E models means you won't get hung up on uneven terrain, while an oscillating rear axle on the AMZ36E helps keep both drive wheels on the ground. So you can get from one job to another without getting stuck.

## Work Where You Want

Get up and work where you want in a platform with outstanding stability! Patented centerline boom design minimizes twisting between the boom and riser for maximum platform rigidity and increased operator comfort. A big unrestricted work envelope lets you get up and out to where the work is. A 1.52 m articulating jib on the AMZ51E gets you quickly in position with 120° of movement.

For more information stop in  
and see us at the Hire Expo '96

## As Long As You Want

All four new models feature direct electric drive for smooth operation, exceptional battery life and long duty cycles. So you can spend time on the job, not getting a recharge! With direct electric drive, you can travel further and work longer and that translates into more productivity.

These new units were planned from the top down to give you what you said you wanted in electrics — outstanding drive capability; a steady, solid platform; more productivity. Test drive the new Grove Manlift electrics today. You'll find it's a steady ride.



**GROVE<sup>®</sup>**  
**MANLIFT<sup>®</sup>**

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# Tutts

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## Mobile hydraulic plant alert

The purpose of this alert is to inform designers, manufacturers, suppliers, employers, and self-employed people of the dangers associated with operating and maintaining mobile hydraulic plant. This alert comes via the Health and Safety Organisation (Victoria).

### Background

Recently a mechanic was fatally injured while repairing the hydraulic circuit which controlled the movement of the boom arms of a skid steer loader. The hydraulic circuit was accessible from the front of the machine by folding the operator's seat up and backwards.

It appears the mechanic had raised the boom arms in order to gain easy access to the circuit from the front of the machine. The mechanic cracked open the flare nut of one of the supply lines to the cylinders of the boom releasing the hydraulic pressure which allowed the boom and buckets to descend, crushing the worker.

The skid steer loader was provided with pins to support the boom in such circumstances, however, one of these pins had been cut off after being bent during operation. While the other pin had been tied back so that it could not operate.

There was also a potential for confusion in that the right hand pedal on the machine operates the left hand spool which in turn operates the bucket, while the left hand pedal operates the boom arms via the right hand spool.

The deceased had not received training in the correct work method, which was available on video from the supplier of the skid steer loader.

### Preventative measures

In order to prevent a similar tragedy in the future:

- hydraulic circuitry should be designed and supported by clear maintenance information to avoid confusion to people who may work on it;
- safety devices (support pins in this case) provided by the manufacturer should be maintained in good working order and used (to support the raised boom arms); and,
- employers should ensure that employees receive training in the correct method of work and maintenance as provided by the manufacturer or, if this is not available, develop and document an appropriate work maintenance procedure.

### Previous fatalities

Three skid steer loader operators were killed between April 1987 and July 1989. In each case the operator attempted to leave the operator's compartment with the bucket raised. In each case the operator inadvertently operated the foot control which allowed the bucket to lower, crushing the victim.

In August 1988, while cleaning cement from a truck, a man was crushed between the topper tray and truck chassis, when he released a wire cable which resulted in the hydraulic ram lowering the topper tray.

In July 1990 a 28-year old man was crushed when he was leaning over the chassis of a top truck and the tray came down on him.

In July 1992 a 33-year old man was crushed by a tipper body that was being suspended from a mobile crane when the brake/hydraulics failed on the crane.

In September 1992 a 45-year old man was struck by a rapidly descending tipper tray after he disconnected the hydraulics hose from the hydraulic ram.

In May 1994 a 35-year old man was carrying out mechanical repairs to a motor when the hydraulic cylinder supporting the raised cabin of the truck failed allowing the cabin to drop, crushing him between the motor and cabin.

Each of these fatalities highlight the dangers associated with moving or working under loads suspended by mobile hydraulic plants.

Similar tragedies may be avoided if the following are undertaken:

- employers should ensure that the safe work and maintenance practices recommended by the manufacturer are followed or, if this is not available, develop and document an appropriate work and maintenance procedure;
- employers should ensure that all operating and maintenance staff are trained and understand the safe work procedures;
- safety devices are maintained in good working order and are not bypassed or modified; and,
- employees follow all work procedures provided by their employer and report any malfunctions of, or damage to, plant.

### Statutory requirements

Sections 21, 22 and 24 of the Occupational Health and Safety Act 1985 set out the duties of employers, self-employed people, designers, manufacturers and suppliers of plant respectively.

Adopting the preventative measures outlined in this alert will assist these people in meeting their obligations under the Occupational Health and Safety Act 1985.

The OHS (Plant) Regulations 1995 require employers to undertake hazard identification for all plant in the workplace as soon as possible.

Having performed this, a risk assessment must be undertaken and, finally, the risks must be controlled.

The Code of Practice for Plant provides guidance on this, and may be purchased from any Law Printer office.



# ONLY MARKLIFT IS UP TO THE MARK



## WIN

When you make a sales inquiry on any of the Marklift range your name goes into a draw to be our guest at the 1996 AFL Grand Final.

**You've got to be in it to win it!**  
Entries close 26/8/96

**T**HE score is already on the board as to why Marklift lifts are such a success worldwide and now in Australia.

Marklift constantly out perform the opposition, just compare what the others leave out.

*Only Marklift, is up to the mark.*

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### Scissor Lifts

Increased lift capacity to move with a smoother ride as well as all Marklift Lifts have proportional controls as standard equipment.



### Knuckle Boom

▲ Ideal size to fit through narrow areas



### Boom Lift

Smoothly rides up to 100ft and still does not require space consuming outriggers or axles. Whatever motion you select the programmable controls avoid any shock loading.



# Profit from our performance.

*The most popular engine-driven welders in the world.*



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

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

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

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

**LINCOLN®  
ELECTRIC**

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

# GIVE THEM WHAT THEY WANT!



**ASK OTHER  
HIRE COMPANIES**

**They'll tell you the Eel's  
proven reliability and  
popularity guarantees  
ongoing profits!**



- Supplied with sufficient tools and cables for most drain clearing jobs.
- Fast easy parts check on return.

**TOLL FREE  
1800 028 584**  
SYDNEY METRO 9559 5622



# Hire & Rental Association of Australia

## National Convention & Exhibition

ROSEHILL FUNCTION CENTRE

SYDNEY AUSTRALIA

22 - 26 SEPTEMBER 1996

REGISTRATION INFORMATION

### INVITATION

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

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

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

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

**Rob Christie** - Convenor, Organising Committee

### SYDNEY - YOUR HOST CITY

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

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

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

#### ORGANISING COMMITTEE

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

#### CONVENTION & EXHIBITION SECRETARIAT

Professional Conference Management Pty Ltd

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



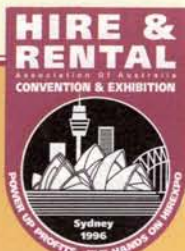


# PROVISIONAL PROGRAMME

DAY	EXHIBITION & CONVENTION	SOCIAL
<b>Sunday, 22 September</b> 3.00 pm - 6.00 pm	Registration	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> <b>**Round Table Workshops - Operations</b> 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> <b>**Round Table Workshops - Marketing and Economics</b> 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 Jarvafelt and recreated by Moffat Oxenbould. Return transfer will be by coach.

## TUESDAY, 24 SEPTEMBER 1996

### PARRAMATTA CITY SIGHTS

1.00 - 5.00 pm Cost: \$42 per person

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

## WEDNESDAY, 25 SEPTEMBER 1996

### AUSTRALIAN OPERA CENTRE TOUR

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

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

## THURSDAY, 26 SEPTEMBER 1996

### GOLF AT RIVERSIDE OAKS

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

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

OR

### SAILING ON SYDNEY HARBOUR

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

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

## OFFICIAL AIRLINE - ANSETT AUSTRALIA

Ansett Australia is pleased to have been chosen as the official airline for your event. To ensure that you are advised of all fares and services available, please contact Ansett Australia Group Sales on 13 14 13 and quote the following master file number: MCO1704





# HIRE EXPO 96 Registration Form

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

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

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

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

Please tick (✓) the appropriate box:

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

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

Accommodation Total \$ \_\_\_\_\_

Welcome BBQ & Tour - Sunday, 22 September 1996

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

Cost Per Person      No. Of Persons      Total

Delegate      Nil      \_\_\_\_\_      Nil  
 Guest      \$55      \_\_\_\_\_      \$\_\_\_\_\_

Cost Per Person      No. Of Persons      Total

Delegate/Guest      \$80      \_\_\_\_\_      \$\_\_\_\_\_

Social Functions Total: \$ \_\_\_\_\_



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

Registration Fees \$ \_\_\_\_\_

Accommodation \$ \_\_\_\_\_

Social Functions \$ \_\_\_\_\_

Accompanying Persons Tour/s \$ \_\_\_\_\_

**TOTAL** \$ \_\_\_\_\_

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

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

Bankcard ☐ Mastercard ☐ Visa ☐ American Express ☐

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

Credit Card No:

Expiry Date: \_\_\_\_ / \_\_\_\_ / 19 \_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Please return completed form to:



Hire Expo 96

C/- Professional Conference Management Pty Ltd

PO Box 547

Manly NSW 2095 AUSTRALIA

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

*PARLAMATRA Travel*  
02 9891 3877

*ROSEHILL Racecourse*  
↓



# EXHIBITORS SHOWCASE

## Abaco Solutions

Level 6  
10 Help Street  
Chatswood NSW 2057  
PO Box 5066  
Chatswood West NSW 2057  
Tel: (02) 9410 9930 Fax: (02) 9415 6143

Abaco Solutions are exhibiting the following products and services:

- . PHD - a hire and rental software package which has been designed to cater for the specific needs of party hire as well as general hire.
- . Examples of their Multimedia Production Services, including both Computer Based Training and Sales Presentations.
- . Software training packages on CD-ROM for the Microsoft Office suite of programs.

Stand No. 56

...

## Advanced Power Products

33 Shepherd St.  
Liverpool 2170  
Tel: (02) 9600 6555 Fax: (02) 9821 1936

Advanced Power Products Pty Ltd, the manufacturer of a complete range of power generation equipment, portable generating sets and engine driven welders, will be located at Stand No. 96 at this year's Hire and Rental Association Exhibition at Rosehill. On display will be their NEW Range of Portable Hiremate, Hushmate and Deluxe generators with many standard features designed specifically with the Hire Industry in mind.

Also on display will be the company's range of engine driven welder generators and their recently released Portable 4 in 1 Work Station a genuine unit incorporating a 180 amp welder, 6 kVA generator, 10 cfm compressor and battery charger. So call in and talk to the market leaders of today's power systems with tomorrow in mind.

Stand No. 96

...

## Advanced Tent Technologies

28 Gilbert St.  
Ovingham 5082  
Tel: (08) 269 4491 Fax: (08) 269 5633

Roeder is the leading manufacturer and rental company of clear span aluminium structures in the world. Roeder operates subsidiaries in 9 countries on 3 continents, and has representatives in approximately 25 countries including Australia, represented by Advanced Tent Technology.

Roeder structures are available in clear span widths from 3 M. to 50 M., on side heights from 2.3 M. to 5.5 M. and unlimited in length. Various shapes are offered such as, hexagonal, octagonal, dodecagonal, 2 stored patios, starship, etc.

Some of Roeder's most prestigious clients include:

Formula 1 world wide, the Olympic Games in Barcelona and Lillehammer, the Superbowl, major Golf and Tennis Tournaments, Exhibitions like the Miami Boat Show and the Singapore Air Show.

Advanced Tent Technology offers clients accessibility to their product knowledge, highly experienced and specialised crews, training and advice.

Stands No. 15 & 16

...

## Airdraulic Birco Group P/L.

3/3 Lanceley Place  
Artarmon 2064  
Tel: (02) 9439 4200 Fax: (02) 9439 5636

Airdraulic Birco Group will be exhibiting in conjunction with MacDonald Air Tools of Scotland.

Equipment on Display will include the full range of MacDonald Paving Breakers from 25kg x 39kg, hand held and floor scabblers, together with chipping hammers. Pumping equipment will include the Spate 75C, Hilto C90, and a full range of electric submersibles. Construction, mining and general equipment will include; space heaters, big movers, lubricators, needle guns, moncoolers and fans - a full range of pneumatic and electric hammer tool consumables.

Stand No. 102 & 103

...

## All Access Applications

P.O. Box 58  
Warners Bay 2282  
Tel: 1800 677 476 Fax: (049) 573 035

See the quality of Genie products on the All Access Applications stand:

- . Genie Superlifts Material - *Lifts for construction and industrial applications.*
- . Genie Aerial Work Platforms - *The lift to get contractors and maintenance people up to those hard to reach places.*
- . Genie Super Hoist - *The material lift that makes installation of heavy equipment easy.*
- . Genie Compact Work Platform - *For completing maintenance tasks in confined work spaces.*
- . Genie Industrial Work Platform - *Single person platform that gets workers up where they need to be.*

All Access Applications Pty Ltd are exclusive distributors in Australia for the entire Genie range.

Stand No. 1

...

## Australian Portable Dancefloors

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

With Australian Portable Dancefloors you can accommodate the evening dance requirements simply and effectively.

*Continued over page*



The panels are designed for extremely easy assembly and storage which gives you the flexibility to transform the ordinary floor space into a beautiful dance floor and back again as your needs change. The sections lock together very easily to form a variety of shapes and sizes that look great anytime, anywhere.

Australian Portable Dancefloors will make specific sizes to compliment your current portable dance floor. Our transporter/ storage unit holds 25 panels and is made of steel with a baked enamel finish.

We also have a range of Table Skirting, Portable Stages and Banquet tables that fold and roll away, which can be oblong, round oval or square in shape.

#### Stand No. 70

...

### Baytex Manufacturing

P.O. Box 2571

Tauranga New Zealand

Tel: 640 - 7 - 578 - 8022 Fax: 640 - 7 - 578 - 8978

New from Baytex this year is the amazing 5M x 5M Springtop Canopy, sporting graceful peaks and elegant curves, introducing a new shape to the rental market.

Featuring a strong lightweight alloy frame and high quality PVC roof, the Springtop is available in a range of sizes and colours with a choice of wall styles. Able to be set up in minutes by 2 people the Springtop is an ideal, low cost addition for renters seeking maximum returns.

#### Stand No. 58

...

### Briggs & Stratton Australia P/L.

P.O.Box 57

Moorebank 2170

Tel: (02) 9821 3355 Fax: (02) 98214669

The Vanguard family of OHV engines will now be more competitive than ever with the addition of two brand new models to their line.

Eleven and thirteen horsepower models have been added to round out Briggs & Stratton's premium engine line which already contained 4, 5, 6, 9.16, and 20hp engines. They also offer superior quietness, easy starting and the industry's best two year limited warranty.

#### Stand No. 74

...

### B. T. Engineering

K/61 Waratah Street

Kirawee NSW 2232

Tel: (02) 9521 3041 Fax: (02) 9545 2134

B. T. Engineering are the manufacturers of Brick Saws and will be exhibiting their full range in conjunction with Diamond Boart who will be displaying their range of diamond blades. See Geoff Thomas on:

#### Stand No. 105

...

### C D Juke Box Hire

534 Parramatta Rd.

Petersham 2049

Tel: (02) 9564 1022 Fax (02) 9569 1154

At this year's show we will be featuring our latest 50's Style Jukebox and our ever popular Portable Jukebox manufactured and designed for the party hire industry.

. MODEL 50JB003 50's Style - New '96 model which features easy access through normal doorways, new metal inner frame for cabinet strength, one switch to change jukebox for 10 CD's to 20 CD's, striking new colours, new superfast CD changers. The #1 leading party hire jukebox on the market.

. MODEL PJB001 Portable Jukebox - features lightweight cabinet, easy to store, easy to deliver, large stereo sound, EtlS in a standard car boot.

#### Stand No. 106

...

### Cemtool (NSW) P/L.

105 long St.

Smithfield 2164

Tel: (02) 9609 7555 Fax: (02) 9604 3441

Cemtool (NSW) Pty Limited specialises in the manufacture, sales and service of quality building and construction equipment.

At this year's HIRE EXPO we will be exhibiting our range which consists of; Cemtool Trowelling Machine, Flexible Vibrator Shafts, Submersible Water Pump, Power Units, Electric & Petrol Bricksaw, Plate Compactor, 14" Concrete Saw plus an assorted range of Hand Tools.

We will also take this opportunity to introduce the latest addition to our range - an 18" Concrete Saw driven by an 18hp motor, available as Twin - Dual Cut - left or right hand. See our range on:

#### Stand No. 61

...

### Clarke International Inc.

Unit 1 - 8 Resolution Dr.

Caringbah 2229

Tel: (02) 9524 6122 Fax: (02) 9524 5256

Clarke was founded in 1917 as a manufacturer of floor sanding equipment. After developing a complete range of floor cleaning machines, Clarke pioneered the development of the largest dealer based manufacturer in its field.

Clarke's products are marketed worldwide through their United States factories and distribution centres in Australia, Canada and Europe. A commitment to new product development is a hallmark of Clarke's growth. Clarke's know-how assures the customer of performance enhancing features, reliability, quality and service.

In July '94 Clarke commenced in its own facility in Caringbah NSW. The operation serves its dealer network and end-users with a full supply of machines and spares as well as training, for all types of flooring.

#### Stand No. 18



## CompAir Australia Ltd.

34 Ricketts Rd.  
Mt. Waverley 3149  
Tel: (03) 9544 0777 Fax (03) 9562 8894

To meet the demand of industry, CompAir will be launching their latest range of portable compressors.

Available will be the new 70, 85, 100, 130, 180, 260, 400, 600, 900, 1300, 1600, cfm portables with the exciting HOL 30 (100 cfm) and HOL 47 (130 cfm). See us on:

Stand No. 41 & 42

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## Cormack Industrial Division

25 Garling St.  
Kings Park 2148  
Tel: (02) 9830 0000 Fax: (02) 9830 0099

Spray Painting Equipment will be the feature on the Cormack Industrial Stand, such as: Airlessco Airless Paint Sprayers - the compact and rugged 'Little Pro' series; the professional 'Slow Stroker' range, and the 'two machines in one' Spray n Stripe' petrol operated airless sprayer and linemarker. Campbell Hausfeld budget airless paint sprayers and pneumatic airtools Iwata conventional sprayguns.

New Product: Accuspray HVLP turbine painting systems produce high volumes of air at a very low pressure which greatly reduces overspray resulting in substantial paint savings. The Accuspray Turbine units are lightweight, portable, use a standard 10A, 240V plug and sprays lacquers, enamels, latex paints and multi colours.

Stand No. 68

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## Crommelins Machinery

139 Welshpool Rd.  
Welshpool 6106  
WA/NT - Ph: (09) 350 5588 Fax: (09) 4516381  
SA - Ph: (08) 262 2022 Fax: (08) 262 3390  
Vic/Tas - Ph: (03) 0418 315 203 Fax: (03) 9888 6649  
NSW - Ph: (02) 9676 8099 Fax: (02) 9676 8088  
Qld - Ph: 0418 870 653 Fax: (07) 3278 8166

On display at the 1996 Hire Expo will again be the full range of Robin Subaru Engines, Generating Sets and Pumps, Silver Line Sanders, Ground Hog Trenchers, General Wire Drain Cleaners, Square Buff Orbital Sanders, General Equipment Post Hole Diggers, and Bluebird Lawn Care Equipment and Engine Hoists.

In addition, there will be four new products on display from Robin, Bluebird, and General Equipment which are proving to be of great benefit to the Hire Industry being shown for the first time in Australia. Come and talk to us about our special show prices.

Stand No. 19,20,21,22.

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## Dembicon Australia

27-29 Kincaid Ave.  
North Plympton 5037  
SA - Tel: (08) 297 4022 Fax: (08) 371 0990  
Vic - Tel: (03) 9544 8666  
NSW - Tel: (02) 9796 2255  
Qld - Tel: (07) 3808 2806  
WA - Tel: (09) 353 3338

Dembicon Australia, Australia's diamond tool and construction equipment specialist, has a product range to suit a very demanding Hire Industry.

Together with Partner Active Power Cutters, Compac and Midget Concrete Saws, Stubble Bricksaw Machines and the brand new 'hire tough' Cretemower, our extensive range of diamond blades makes the choice easy for the hirer.

Visit our stand and ask about our exciting new 'Techno' range of blades - diamond tools that work and at the right price.

Stand No. 100 & 101

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## Detco

78 - 82 Riverside Rd.  
Chipping Norton 2170  
Tel: (02) 9794 2600 Fax: (02) 9794 2679

Our site will be displaying the following two engine models which are the latest release from Perkins Engines in the United Kingdom.

. Model 104-22 - Part of the 100 series family, Range 2, 3 and 4 cylinder compact water cooled diesel engines designed specifically for the industrial, agricultural and turf markets and spanning the power range of 5 to 50 BHP.

. Model 1004-4 - Part of the 1000 series range of 4 and 6 cylinder engines spanning 60 to 188 BHP for the industrial, agricultural and construction markets.

Representatives on site to answer all technical service and parts enquiries for Perkins, Detroit Diesel and Allison Transmission products.

Stand No. 12

## Dickens McLeod

P.O.Box 940  
Albury 2640  
Tel: (060) 217 380 Fax: (060) 217 380

Stand No. 5 Outside

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## Dingo Mini Diggers

P.O.Box 721 Dalby 4405  
Tel: (076) 625 424 Fax: (076) 624 680

Dingo-Mini Diggers will be showing their Dingo- 950 Machines along with Post Hole Diggers, Trenchers, Backhoes, Hydraulic Tools, etc. This is the first time the Dingo has been shown at the Expo.

*Continued over page*



Some 40 Hire Companies now have 950's, and returns from 950's far exceed any other Mini Loaders. See for yourself how solidly they are built and you will understand why their maintenance costs are almost nil, and profitability extremely high.

**Stand No. 62, 63 & 64**

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**Flextool (Aust) P/L**

**P.O.Box 383 Rozelle 2039**

**Tel: (02) 9818 5722 Fax: (02) 9818 3276**

Celebrating forty five years since its founding in 1951, Flextool is proudly an Australian owned company with a long association with the hire industry as an exhibitor at every HAA Convention.

Products displayed include Australian made Flextool Vibrators, Pumps, Drive Units, Plate Compactors, Brick and Floor Saws, Power Trowels and Diamond Blades. Respected international brand names such as Bartell, Bosch, Hitachi, Kango and Stihl will also be represented by Surface Preparation Machines, Electric Hammers, Hammer Drills, Cutting Saws, Accessories and more.

We invite you to join us and see our comprehensive product range which has stood the test of time and earned Flextool an enviable reputation for quality and service.

**Stand No. 76 & 77**

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**Gerni - Powerclean**

**P.O.Box 42**

**Moorebank 2170**

**Tel: (02) 9602 3666 Fax: (02) 9601 3527**

Let's face it, cleaning is hard work if your equipment isn't up to the task. That's why owners of other brands of pressure washers are green with envy. They know that Gerni pressure washers are easier to use, have more cleaning power and work trouble free longer than any other brand.

They'll also tell you that all Gerni products are designed around tough and rough operator needs. The whole range has been stripped of unwanted switches, buttons, whistles and bells. That's one reason why Gerni is so, so easy to use. Gerni design means most models can be used as totally mobile, or wall mounted. Come see us at the convention on:

**Stand No. 48,49 & 50**

...

**Grove Manlift**

**2 South St.**

**Rydalmere 2116**

**Tel: (02) 9684 4400 Fax: (02) 9684 1501**

Grove Manlift will be featuring their SM2632E with the compact dimensions to fit easily through standard doorways, as well as the SM160E, which is part of the Maxx Series Scissor lifts from Grove Manlift.

Grove will also be introducing the AMZ36E electric powered articulating boom lift with uncommon versatility and performance. The new Grove VM324E Series work platforms feature vertical meets similar to the ones found on forklifts combined with an articulating arm for up and over reach capabilities will also be on show.

**Stand No. 3 Outside**

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**Hako Australia P/L**

**6 Pike St.**

**Rydalmere 2116**

**Tel: (02) 9684 2433 Fax: (02) 9684 2278**

Hako Australia, as supplier of Hako, KEW and Minuteman cleaning equipment, has the solution for every hire or rental requirement whether it be pressure washers, vacuum cleaners, sweepers, or scrubbing machines.

Featured will be the very versatile and extremely robust KEW Contractor which is the ideal go anywhere self contained pressure cleaner that produces steam to 150C. All KEW pressure washers are designed with the rental market in mind, with benefits such as standard quick couplings to prevent cross threading, hoses that are double steel braided and the most heavy duty lances and guns available on the market today.

Also featured is the highly successful Pic-A-Vac range of wet and dry vacuums complete with steel heads and a choice of two levels of power, as well as a choice of tank size.

**Stand No. 54**

**Hills Industrial Equipment**

**12 Wiggs Rd.**

**Riverwood 2210**

**Tel: (02) 9717 5270 Fax: (02) 9717 5227**

Hills are the manufacturer and importer of industrial products including a Complete range of aluminium, fibreglass and timber ladders under the trade names of Bailey, Ladderweld, Mote Kennett, Kelso Builders and Domestic Wheelbarrows, Kelso Hand Trolleys, Trestle Table and Amboss Attic Ladders.

**Stand No. 72, 73.**

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**Hirequip Sales P/L**

**59 Powers Rd.**

**Seven Hills 2147**

**Tel: (02) 9674 8311 Fax: (02) 9674 5477**

Hirequip Sales Pty Ltd will be exhibiting their Australian made range of steel A-frame scaffolding complete with a unique guardrail system. The scaffolding guardrail system will fit most A-frame scaffolding currently in use.

Also on display will be a range of belt type brick and block elevators. Two lengths are available with a choice of either 9 metre or 5 metre. Both lengths are driven by interchangeable electric and petrol motors.

**Stand No. 2 Outside**

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## **Hitachi Power Tools**

153 Keys Rd.  
Moorebank 2170  
Tel: (03) 9555 2053 Fax: (03) 9555 4038

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

Other "hire proven" tools include, demolition hammers, hammer drills, cut off machines, grinders, circular saws, routers, shears and nibblers. Also on the stand will be the new Auto feed/ Automatic Screwdriver.

### **Stand No. 12A**

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## **Ingersoll - Rand (Australia)**

P.O.Box 461  
Rydalmere 2116  
Tel: (02) 9684 6433 Fax: (02) 9638 6305

Ingersoll-Rand (Australia) Ltd and nationally appointed sales and service distributor, N S Komatsu Pty Ltd will be displaying the market leading P130WD (130 CFM) Portable Air Compressor, the recently released L8 Light Tower and the Ingersoll-Rand SX 17 Walk Behind Roller.

The PB60ASF and MX90 Ergonomic Paving Breakers will also be displayed at the exhibition.

### **Stand No. 104 & 99**

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## **Instant Scaffolds Pty.Ltd.**

24 Herbert St.  
Artarmon 2064  
Tel: (02) 9439 6200 Fax: (02) 9436 0427

Established in 1968, Instant Scaffolds pioneered the introduction of aluminium scaffolding in Australia. Instant is part of the UpRight group, the world's leading manufacturer of self propelled scissor lifts. UpRight is an Australian owned, international organisation specialising in the design, manufacture and distribution of Aerial Access Equipment.

The UpRight stand includes the latest releases such as the Brand-new SP37 Electric Microboom and a New Generation Portable Personnel Lift - the ULII. Also displayed for the first time at a HRA conference are UpRight's world beating MX series scissor lifts. Contacts on stand: Andrew Meares and Peter Nash

### **Stand No. 4 Outside**

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## **Jaden Loaders**

43 Alec Fisher Drive  
Burleigh Heads 4220  
Tel: (07) 5593 4567 Fax: (07) 5593 4398

Jaden Loaders will be exhibiting the latest products for the hire industry. Jaden Loaders will also be demonstrating the loaders and attachments.

See Brent at the Stand for all the latest information about Jaden Loaders and attachments.

### **Stand No. 78**

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## **JLG Industries**

11 Bolwarra Rd.  
Port Macquarie NSW 2444  
Tel: (065) 81 1111 Fax: (065) 81 0122

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

JLG is using the Convention to launch a number of new access products - specifically, the KA 12 and XA 16 trailer mounted articulated boom lifts, the 40 RTS rough terrain scissor lift and the 3969 electric scissor lift. All the new releases will be on display on the JLG stand.

The new releases reflect JLG'S commitment to excellence in product quality, customer and after sales support, safety and compliance with Australian and international standards which has been well demonstrated since the establishment of JLG Industries Australia in Port Macquarie in 1983.

### **Stand No. 92, 93, 94, 95, 98.**

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## **Kango Construction Tools**

3 Bessemer St.  
Blacktown 2148  
Tel: (02) 9831 1611 Fax: (02) 9622 2129

Presenting Atlas Copco's range of pneumatic and petrol driven breakers, well recognised in the Hire Industry for their reliability and user friendly features, ergonomic design, vibration damping etc. Plus Tex series hydraulic hammers, ranging up to 250 kilograms.

Ideal for the backhoe and skidsteer loaders market, these hammers feature a forward thinking single body design, eliminating the need for side bolts. Completing Atlas Copco's display will be Kango electric hammers - from 7.5 kilograms to 33 kilograms, rock drills, pumps and the full range of Atlas Copco Construction Tools Accessories.

### **Stand No. 52 & 53**

## **Kerrick Industrial Equipment**

1 Harbord St.  
Granville NSW 2142  
Tel: (02) 9637 9911 Fax: (02) 9682 5872

Kerrick will be exhibiting a large range of Pressure Cleaners both electric and petrol power and featuring the Vulcano Hot Water Boiler Units. Also on show will be industrial vacuum cleaners and carpet extraction machines.

### **Stand No. 71**

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## **Liftlux Australia**

7/283 Victoria Avenue  
Chatswood NSW 2067  
Tel: (02) 9419 2093 Fax: (02) 9411 3936

Liftlux Australia offers a wide range of elevating work platforms such as scissor lifts from 4.5 metres to 30.5 metres in platform height.

*Continued over page*



This year Liftlux will show at the Hire & Rental Expo one of its successful rough terrain scissor lifts featuring the unique automatic self levelling device - Nivelux (pat. pend.) as well as a scissor lift of its battery powered product range.

We will also demonstrate our new and cost efficient 'Black Box' - automatic data recording system, which will give hiring companies the ultimate control over their fleets.

Hermann Buchberger, Manager of Liftlux Australia is looking forward to welcoming you at our booth (No. OS9) to introduce our products and services to you.

#### Stand No. 9 Outside Area

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### Lincoln Electric Co. (Aust)

35 Bryant St.  
Padstow 2211

Tel: (02) 9772 7222 Fax: (02) 9771 4158

The Lincoln Electric Company (Australia) will feature a range of engine driven combination welders and 240 volt power sources at the Hire & Rental Association National Convention in Sydney 22nd-26th September 1996.

Also on display will be their Arc Welding Wire Feeders, a lightweight portable unit bringing the economics of semi-automatic welding to hard-to-reach places.

Lincoln - the choice of Australians. Buy Australian made and keep Australia working.

#### Stand No. 23

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### Makita (Australia)

Private Bag 160  
Silverwater 2141

Tel: (02) 9748 3944 Fax: (02) 9748 4220

Hire Companies throughout Australia and the world can turn to Makita, confident in the knowledge that whatever job or project that requires power tools, especially rotary and demolition hammers, your customers will be satisfied with the quality, reliability and performance.

#### Stand No. 86

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### McCourt Manufacturing

1001 No.3rd.  
Fort Smith USA  
Tel: 0011- 501- 783- 2593

McCourt Manufacturing makes a lightweight chair that has a polypropylene seat and back on a steel painted or chrome frame. The chair weighs 7 pounds (3.2 kilos) and is available in 10 colours. The chair is used primarily in the rental market or any place temporary seating is required.

Your business name can be hot stamped on the chair back at no charge. The chairs stack in a straight pile to save storage room in your warehouse. McCourt also makes a ABS table. The weight of this table is 20% less than a plywood table. The top can be left in the rain without any damage. These tables are available in sizes 8' and '6' by 30" and 18".

#### Stand No. 51

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### Mole Engineering

14 Amax Ave.  
Girraween 2145

Tel: (02) 9896 9333 Fax: (02) 9896 1488

The Mole Group of Companies has been providing excellent service to the Hire & Rental Industry right across Australia for over 40 Years. Come and see the following products at the Mole stand.

. Ditch Witch: 1220 pedestrian trencher with long wearing tiger tooth chain.

. Subsite: 74R and 75T pipe and cable locator.

. Morbark: Model 2070, 130mm capacity brush chipper.

. Levco: Model HD45 pedestrian stump and root grinder

. Mikasa: MVC - 90G compactor and MT - 63W rammer

. Stanley: HP60 mid sized hydraulic power pack complete with hydraulic powered chain saw, breaker and pump.

#### Stand No. 66 & 67

...

### Oldfields Pty. Ltd.

P.O.Box 427

Kingsgrove 2208

Tel: (02) 9718 5577 Fax: (02) 9896 0044

Oldfields Access are the manufacturer/supplier of Pro series Aluminium Mobile Scaffolding, Aluminium and Fibreglass Ladders, Aluminum Trestles & Planks, including Pro Series Airless Paint Sprayers and Accessories and will be featuring these products on their stand.

#### Stand No. 13 & 14

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### Portable Floormakers Ltd Australian & New Zealand Distributors Volante Services P/L.

P.O. Box 66

Anna Bay 2316

Tel: (049) 822 942 Fax: (049) 822 677

Mobile: (018) 495 966

Portable Floormakers Ltd of Nottingham, England, launch their first batch of Portable Dance and Exhibition Floors to Australia at the Hire and Rental 1996 Exhibition, Rosehill Function Centre.

Products include Florlok, Publok, Weblok, Games Alley, Portable 9 Hole Putting Course, and Exhibition Stands. These Products have been the choice of Atlanta, extensively used in America, Asia, Europe and the UK.

Twenty years experience in manufacturing Portable Dance & Exhibition floors has produced floors that need no tools to assemble - even floors with inbuilt lighting. Demonstrations will be ongoing.

#### Stand No. 24

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## **Powerlite Generators**

**1 - 4 Wiltona Place  
Girraween 2145**

**Tel: (02) 9688 2288 Fax: (02) 9896 1374**

**Stand No. 40**

...

## **Red Roo Manufacturing Company**

**19 Bibby St.  
Chiswick 2046**

**Tel: (02) 9713 9044 Fax: (02) 9713 4915**

The Red Roo has exhibited at the annual Hire and Rental Convention for the last seven years. We are listening to this industry closely to develop the best selection of commercial outdoor power equipment in the world.

This year on site number 82 you will see equipment specifically designed for the demanding hire industry. If you are in the market for a rotary hoe, either front tyne or rear tyne, make sure to have a look at what we have to offer. We manufacture a complete line of green waste recycling machinery from 80mm to 150mm. Mulching and chipping is the environmentally friendly thing to do with a Red Roo.

Site number 82 will have slashers, hydraulic post hole diggers, and a new hydraulic trencher. We look forward to seeing you at the show, and exhibiting what we feel is the best equipment in the world.

**Stand No. 81, 82, 90 & 91**

...

## **Robian Industries**

**Marketed by Robian Sales & Marketing Pty Ltd  
FREE CALL: 008 810 888**

Robian Industries is an Australian Designer and Manufacturer of clearspan pavilions in widths of 6, 9, 12 & 15 metres. The 6 metre and 9 metre have 3 metre bay lengths. 12 metre and 15 metre have 5 metre bay lengths.

All structures meet the requirements for marquees and temporary structures as laid down in the Victorian Building Control Commission's legislation.

**Stand No. 7 & 8 Outside Area**

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## **Rubbish Systems Australia**

**21 Moreing Rd.  
Attadale 6156**

**Tel: (09) 330 5842 Fax: (09) 317 4050**

**Stand No. 114**

...

## **Sebel Furniture Ltd.**

**96 Canterbury Rd.  
Bankstown 2200**

**Tel: (02) 9708 5000 Fax: (02) 9707 2505**

It is not often a totally new concept in chairs is released onto the hire and rental market. Sebel Design is actually releasing two at the Hire and Rental Trade Show!

Sebel has utilised air moulding in the one piece polypropylene construction of both chairs causing them to be lighter, structurally superior and still retain their durability and strength. New Postura allows for multiple postures, gives correct lumbar support and has excellent stability. New Impreza features uniquely angled legs, posture conforming seat and backrest and a ventilation aperture - a truly impressive design. Proven Sebel hire favourites Slim n Comfy and Integra will also be on display. Sebel has provided quality, durable chairs and tables to the hire industry for almost fifty years.

**Stand No. 87 & 88.**

...

## **Sewer Equipment Company**

**P.O.Box 377  
Marrickville 2204**

**Tel: (02) 9559 5622 Fax: (02) 9559 5076**

Drain cleaning equipment suitable for cleaning drains from 32mm through to 300mm in diameter will be displayed on the SECA stand.

Products will include hand operated, electric machines and water jets, plus the famous Electric Eel - all designed for ease of use and to provide good returns for rental operators.

**Stand No. 57**

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## **Skyjack Inc.**

**55 Campbell Rd.  
Guelph**

**Tel: 519 837 0888 Fax: 519 837 8890**

**Stand No. 60 & Outside 56**

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## **Snorkel Elevating Work Platforms**

**P.O.Box 6972  
Wetherill Park 2164**

**Tel: (02) 9725 4000 Fax: (02) 9609 3057**

The Snorkel Slab Scissorlift SL 25 the safest scissor on the Australian market. The NEW Snorkel EPV 12 Truck Mounted unit with work height to 11M, requires no licensed operator and is able to be delivered to the worksite with a car licensed driver, and the amazing TV 25 One-Man Platform will all be displayed on the snorkel stand at:

**Market Stand No. 5, 6, 7, 8, 9, & 10.**

...

## **The Software Link**

**P.O.Box 1  
Berkeley Vale 2259**

**Tel: (03)**

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

The Software Link has become the market leader in Quality Management Systems for the rental industry in Australia and New Zealand providing a fourth generation programming language system written in McDonnell Douglas PRO-IV programming language.

*Continued over page*



The "Quick Track" Rental Management System is in daily use by more than 1,500 hire companies for their business needs throughout the world.

Founded in 1986 to provide specialist software services to the rental industry in Australia and New Zealand, The Software Link has an enviable record of "helping hire companies computerise". All of the needs of Occupational Health and Safety requirements and Quality Certification recording needs are met in the System as standard.

**Stand No. 17**

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**Spitwater Australia**

**130 Gipps Rd.  
Smithfield 2164**

**Tel: (02) 9725 4211 Fax: (02) 9725 2631**

Spitwater products to be featured at the Hire Expo include the new release cold water pressure cleaners, the HP131 and HP151, as well as their latest hot and cold water cleaner, the SW131.

Special application accessories, such as the new 'Rotowash' rotary cleaning head will also be displayed. Spitwater senior management will be on site to discuss special builds and arrange working demonstrations.

**Stand No. 69**

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**Trilogy Business Systems**

**444 Gardiners Rd.  
Alexandria 2015**

**Tel: (02) 9330 0444 Fax: (02) 9317 3275**

Trilogy was founded in 1987 through the merger of a number of Leading Australian computer companies including O'Rielly Computer; and Datatel. With branches in all the leading centres of Australia, Trilogy has now firmly established itself amongst tile leading computer companies in Australia. Trilogy supplies Software, Hardware, Training, Technical Support and Consumables to the Government, Corporate and Small Business sectors.

The strength of the company lies in its Business Solutions division which specialises in providing total solutions to vertical markets such as the Hire and Rental Industry. With well over 100 installed sites in Australia, TRACS has very quickly established itself as the leading Australian owned software package for the Hire Industry. Come and enjoy a beer with US and see what Tracs can do for your business.

**Stand No. 97**

...

**Victa Commercial Division**

**P.O. Box 60  
Campsie 2194**

**Tel: (02) 9789 8555 Fax: (02) 9771 2447**

Victa Commercial Division offers the largest range of turf maintenance equipment in Australia and New Zealand, from the legendary Victa 2 stroke mowers to the mighty Ransomes 3500 DX fairway mower. Victa also offers a wide range of turf aerating machines from "Ryan" - the worlds leader in this field. All backed by Victa's Nationwide spare parts and service network.

Our display features the "Ryan" family of quality aerators and the new professional range of Victa lawnmowers specially designed for the hire industry.

**Stand No. 84, 85.**

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**Wacker Australia**

**P.O. Box 1315  
RMOC Clayton 3169**

**Tel: (03) 9547 4033 Fax: (03) 9562 3371**

If looking at WACKER's standard machinery like the most comprehensive ranges of Concrete Vibrators, Rammers, Plates and Rollers is not of your first priority, inspect WACKER's new machines and models on display:

1. Model BPS 2140A Compactor Plate complementing the slightly wider, highly successful Model BPS 2150A.
2. The new WACKER Electric Hammer/Drill Model EHB 7/230.
3. WACKER's Electric and Petrol Powered Breakers,
4. WACKER's new Concrete Power Trowels will show you technology way above of what has been standard until now.

You will find WACKER AUSTRALIA on:

**Stand No. 44, 45 & 46.**

...

**Wagner Spraytec Australia**

**33 Hinkler Rd.  
Mordialloc 3195**

**Tel: (03) 9587 2000 Fax: (03) 9580 9120**

Wagner Spraytec Australia Pty. Ltd. will be displaying a full line of Airless Spray equipment, High Volume Low Pressure Spray Units, High Pressure Cleaners, Wallpaper Steamers, Consumable application and preparation products.

Wagner will be featuring its new Aquastorm High Pressure Cleaners, plus a new line of portable 1750 psi and 2000 psi blasters, as well as a Wagner LS 1500 airless spray unit.

**Stand No. 11**



# New Products at the Exhibition

## Advanced Power Products

Will be featuring their new range of Portable Hiremate, Hushmate and deluxe generators with many standard features designed specially for the Hire Industry.

**On Stand No.96**

## Baytex Manufacturing

New from Baytex this year is their 5m X 5m Springtop canopy sporting graceful peaks and elegant curves and introducing a new shape to the rental market.

**On Stand No.58**

## Briggs & Stratton Australia

Have added two new models to their range of Vanguard engines. The 11 hp and 13 hp models are now included in the range.

**ON Stand NO. 74**

## CompAir (Australia)

To meet the demands of industry, Compair will be launching their new HOL 30 and HOL 47 Portable Compressors.

**On Stand No. 41 & 42**

## Cormack Industrial

Will be displaying their new portable Accuspray HVLP turbine painting systems which spray lacquers, enamels, latex paints and multi colours.

**On Stand No. 68**

## Crommelins Machinery

Are producing for the first time in Australia, four new exciting products from Robin, Bluebird, and General Equipment Post Hole Diggers, all of which will be of great benefit to the Hire Industry

**Stand No. 19, 20, 21, 22.**

## Compact Disc Jukebox

Will be displaying two new models this year, the 50JB003 50's style 96 model, plus the portable PJB 001 model which fits in a car boot.

**Stand 106**

## Hitachi Power Tools

Is using the Exhibition to display the W4YF Auto feed/ Automatic Screwdriver.

The advanced development of Screw/fastner technology has allowed Hitachi to introduce the latest improved model to satisfy user demands.

**Stand No.12A**

## Instant Scaffolds

Are featuring UpRight's new release, such as the brand new SP37 Electric Microboom and a new Generation Portable Personal Lift the UL11. Also displayed for the first time will be the MX series lifts.

**Stand No. OS 4**

## JLG Industries

Is using the Convention to launch a number of new access products, especially, the KA 12 and KA 16 trailer mounted articulated boom lifts, plus the 40 RTS rough terrain scissor lift and their electric scissor lifts.

**Stand No. 99 & 104**

## Sebel

Has chosen the Hire Exhibition to launch two new chairs on the market. The New Postura and the New Impreza, both designed for posture comfort.

**Stand No. 87 & 88**

## Grove Manlift

Will be showing their new VM 3248E (Tucan) the first of a new platform generation, which is equipped with a telescopic mount and articulated jib. Plus their new Electric Articulating Boom Lifts, which provide access to areas on slab or off.

**Stand No.3 outside**

## Mole Engineering

Will be showing their new Stanley power packs and breakers, Ditch Witch Subsite 75R/75T, the Levco stump and root grinders, plus the Morbark model 2700

**Stand No.66 & 67**

## Spitwater

Are featuring their new cold water pressure cleaners, including, the HP131 and HP151, as well as their latest hot and cold water cleaner, the SW131.

**Stand No. 69**

## Snorkel

Is featuring The New Snorkel EPV 12 w Truck Mounted unit with a work height to 11m, which does not require a licensed driver

**Stand No.5,6,7,8,9,10**

## Wacker Australia

Wacker will take the opportunity to show their new Electric Hammer/Drill Model EHB 7/230 and their new Concrete Power Trowels

**Stand No. 44, 45, 46.**

## Wagner Spraytec Australia

Are taking the opportunity to launch their new Aquastorm High Pressure Cleaners. A new line of portable blasters, 1750 and 2000psi units.

**Stand No. 11**

## Detco

Will be displaying their new 104 -22 model, 2, 3, 4, Cylinder Compact Diesel Engines which is part of their 100 series. Plus their Model 1004 - 4, 1000 series of 4 and 6 Cylinder engines

**Stand 12**





## QUICK TRACK M.I.S.

**PLANT  
HIRE**

**MARQUEES &  
STRUCTURES**

**HANDYMAN  
GEAR**

**HOSPITAL  
EQUIPMENT**

**MEDICAL  
& HEALTH**

**CARS &  
TRUCKS**

**ACCESS  
EQUIPMENT**



**BUILDING  
PLANT**

**OPERATED  
PLANT**

**PHONES &  
ELECTRONIC**

**FLEET  
MANAGEMENT**

# PUTTING YOU IN HIRE CONTROL



# WHAT IS THE QUICK TRACK SYSTEM?

The Quick Track System is a computer based Management Information System designed for organisations whose main activities include the tracking of every type of equipment and the sale of time, or hire, of all types of assets. It provides a user defined set of parameters and a comprehensive database which stores and keeps up to date complete and detailed information about all aspects of almost any type of Hire, Sales or Fleet management business and its activities.

Included in the Quick Track M.I.S. System records are Customers, Suppliers, Sales, Hire and fixed assets and all of their related financial, repair and usage records. By following a set of simple routines the System tracks the business activities, both past and present, including Assets, Liabilities, Revenues and Expenses. It deals accurately with all the aspects of any business which involves the charging for use by time and the sale of all types of related products and services without omissions or duplication.

This business information is available at any time by on screen inquiry or printed report enabling authorised users to manage and control, streamline and enhance all of the operational activities and management information for informed control and decision making. By its unique design, the System embodies all of the known requirements for reporting and recording required to comply with both Occupational Safety and Health and Quality Assurance Certification needs.

## WHAT QUICK TRACK CAN DO FOR YOU

### AT THE COUNTER

Provide you with Quotations, Bookings, Contracts, Off-rentals and Invoices. Tracks & computes hire charges at standard or special prices, provides P.O.S. Cash Register functions and sale of services & consumables. Checks product availability, look up prices & specifications, quote and invoice customer repair jobs. Bar coding stock control.

### BACK OFFICE

Provide you with automated invoicing of every type of equipment with or without operators, fully integrated General ledger, Accounts Payable & Receivable, full Credit Management system, Budgets and Budget reporting, Standard and User defined Accounting Reports including Cash, Sales & Trading Statements, Balance Sheet, Multi Company and profit centre account reporting.

### ASSET MANAGEMENT

Provide you with an integrated and automatic stock control System for all types of equipment assets and sales stocks, whether from one branch location or many. Maintains accounting information on all your assets including management and tax and depreciation.

### OCCUPATIONAL HEALTH & SAFETY

Provide you with total maintenance scheduling, tracking & recording for all types of date sensitive parts & services. Prints equipment specific warnings and user advice on all documentation such as Quotations, Reservations and Contracts for end users.

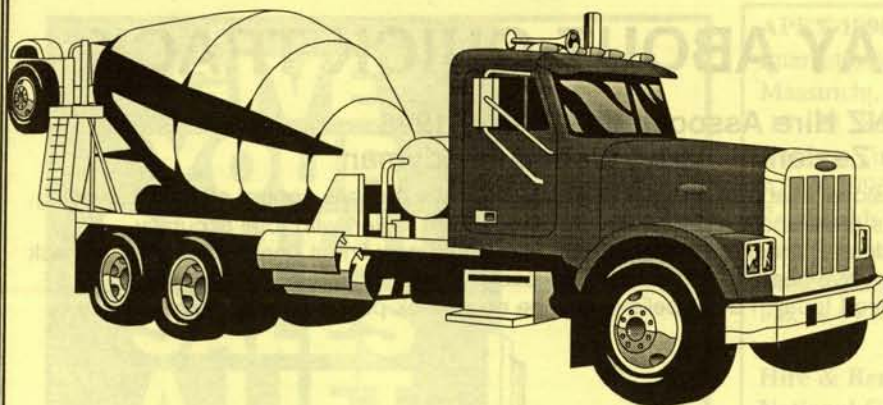
### QUALITY ASSURANCE MANAGEMENT

Provide you with a Quality Assurance management recording system, with documentation already approved by N.A.T.A., and in use by 16 other hire companies. Quick Track is suitable for all types of Fleet & Equipment management programs where a detailed history of locations & users, scheduled maintenance, breakdowns, repair work and parts used are essential elements. Call for full details.

### COST CENTRE MANAGEMENT

Provides you with detailed Cost Centre Management information on all Assets including revenues maintenance & repairs, both capital and expenses including depreciation. detailed branch, cost centre or event accounting of revenues expenses & assets employed is standard.





## WHAT ABOUT SUPPORT & TRAINING?

### ON-LINE SOFTWARE SUPPORT

From Albany to Auckland, from Moresby to Melbourne, from Singapore to Sydney, The Software Link staff, using Close-Up support software, can operate your computer in seconds. seeing your computer screen and operating your keyboard, as if they were in your office, it's as quick and easy as talking on the phone.

### COMPREHENSIVE ON-LINE MANUAL

Comprehensive on-line help is built right into the program and written procedures guide you in your regular business operations. The Quick Track System will help you manage your business more profitably and professionally.

### TRAINING PROGRAMS

Like anything new, learning from experienced users is the best way to quickly get into productive action. Subject to your facilities, training is conducted at your premises, in your region, or at The Software Link training centre. Training is timed & structured to meet your needs.

### INDUSTRY SPECIALISTS

The Software Link provides experienced Industry Computing professionals to provide both new and existing users with specialist advice in all areas.

### INDUSTRY ASSOCIATION SUPPORT

The Quick Track System is used, recommended and endorsed as the market standard by Industry leaders in Australia, New Zealand, Canada and the U.S.A.

### USER GROUP SUPPORT

Users are encouraged to communicate and share their experience, regional user Seminars are scheduled periodically by the Software Link to assist users in getting the most out of the System.

## QUICK TRACKS YOUR ASSETS IN EVERY SITUATION

PO Box 1  
Berkeley Vale 2261 Australia  
Tel: 043 653388 Fax: 043 653400





# WHAT USERS SAY ABOUT QUICK TRACK

**Warren Egan - Owner, President NZ Hire Association, 1995 & 1996**  
**Hiremaster Rentals, Dunedin, New Zealand - party, plant & handyman**

"The Quick Track system provides a very professional image of a Hire and Rental business that has control of what it is doing. The speed of producing a contract, on hire out is great and the return, or invoicing is even faster, with total accuracy, ...reporting and accounting is absolutely tremendous.... I find the system great, and would now find it unacceptable to go back to any form of manual system, I guess once you have been spoilt you can't go back.  
to run a business to the very high standard required today, I don't believe anyone could look past a system of this calibre or quality."

**Mal Barnett - Owner**  
**Carnegie Rentals Melbourne - handyman, home & construction rentals**

"It is an excellent program, we have had no trouble learning how to use it. Our staff find it very user friendly with the integrated windows for looking up products, customers and other information wherever we need it in the system. Your documentation and training is excellent..... Even though we are a thousand kilometres from your office, your support has always been good. I am glad I chose to use the "Quick Track" program. It has proved to be the most cost effective decision I have ever made in Carnegie Rentals.

**Tim Mikkelsen - General Manager**  
**City Hire (Manuatu) Ltd, Palmerston North, New Zealand - party, plant & handyman**

"Quick Track Pro-IV Software gave us total control ... For the first time in 27 years of operation a double booking was not experienced. Counter and Administration staff alike find the system very user friendly. The installation training and backup we received from the Software Link we have found to be very professional. The on-line Support Modem makes support and maintenance as simple as making a phone call, we cannot recommend this System highly enough for total Rental Management for any type of hire business."

**Kevin Healy - Accountant**  
**Millens Hire & Hardware, Mackay, Queensland**

"the software works well . . . we are very satisfied . . . any problems have been overcome quickly and efficiently by the staff at the Software Link, . . . we recommend Quick Track for any Hire business because we know it works"

**Mike Wilton - Managing Director**  
**Moorland Hire Ltd. Melbourne, Victoria - access equipment, toilets & general hire**

"I have found the software excellent in all respects . . . from raising a Contract at the counter - a quick operation. . . I have no hesitation recommending the software and the company,"

**Jane MacGregor - Accountant**  
**Search Equipment Rentals, Perth, West Australia - mining equipment, pumps, winches** "an extremely user friendly system. . . we have all benefited from the professional expertise and assistance provided by the staff at The Software Link . . . have found the system to be extremely reliable . . . As the Accountant for Search Equipment Rentals I have no hesitation in recommending this system or The Software Link "

**Stuart MacKinlay - Owner**  
**HireQuip Ltd, Dunedin, New Zealand - construction & building plant, party**

"Hirequip Ltd has 15 branches employing 100 staff. We are the largest privately owned hire company in New Zealand. Quick Track includes as standard every quirk that makes the hire industry different from that of the retail trade... we have had backup service via telephone and modem as and when we required. . . we have:-  
Improved Revenues and Profitability . . . Improved Hire Stock Control . . . Improved Management Reporting.  
Improved Invoicing, the System generated invoices are clear and easy for the customer to understand . . .  
I have no hesitation in recommending the Quick Track System to any prospective user . . .

**Len Mountford - Asst General Manager**  
**Equipment Hire Service Brisbane Qld - building & construction equipment hire**

... (our) compliance needs for AS9002 were met . . . we now have a system handling all aspects of Quality Assurance . . . enabling our company to receive its final certificate under AS9002. We see this as one of the main advantages of a complete package . . . we have no hesitation recommending Quick Track to any prospective user."

PO Box 1  
Berkeley Vale 2261 Australia  
Tel: 043 653388 Fax: 043 653400





# GIVE YOUR RENTAL SALES A LIFT

Your customers will have many uses for the Genie Superlift. This compact unit has simply amazing versatility. One basic machine with a package of options will enable you to match your customers specific lift requirements. The Genie Superlift is designed for easy transportation and has hundreds of applications for both industry and contractors.

## New safety regulations! New sales opportunities!

The new Occupational Health & Safety regulations require employers to provide lifting equipment where heavy or awkward loads need to be lifted. The Genie Lift for loads up to 350lbs and the Genie Load Lifter for loads up to 200lbs are the solution. Help your customers avoid costly compensation claims from back injuries.



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## Upcoming Events

### APEX 1996

International Powered Access Federation  
Maastricht, Netherlands  
19 - 21 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: PCM  
Tel: (02) 9976 3245  
Fax: (02) 9976 3774

### 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

### International Building Exhibition

October 18 - 20  
Bologna Italy  
Contact  
Tel: + 39 (0) 51 282 111  
Fax: + 39 (0) 51 282 332

### 41st ARA Annual Convention and Trade Show

New Orleans Convention Centre  
New Orleans, USA  
Feb. 2 -5  
Contact: ARA , 1900 19th Moline, IL. 61265  
Tel: (800) 334 -2177; Fax: (309) 764 -1533

### Victorian 1997 Civil Engineering Exposition

World Congress Centre  
Melbourne, Victoria  
27 - 29 February 1997  
Contact: Keith Wood  
Tel: (03) 9699 2660  
Fax: (03) 9690 4217

### IMEA 1997 Engineers Field Day

Penrith Panthers  
Penrith, NSW  
6 -7 March 1997  
Contact Bob Hyman  
Tel: (02) 9267 6677  
Fax: (02) 9 283 5255



## HSO AND WORKCOVER JOIN FORCES

The Minister for Finance, Roger Hallam, and the Minister for Industry, Mark Birrell, announced recently that the Health and Safety Organisation and the Victorian WorkCover Authority are to be amalgamated, with the WorkCover Authority becoming responsible for workplace health and safety and workers' compensation.

Mr Hallam, who is also the Minister responsible for WorkCover, said the amalgamation would produce a more effective approach to workplace safety and would be brought about through legislation introduced in this session of State Parliament.

"It is a commonsense move which amalgamates Victoria's two organisations which have responsibilities for workplace health and safety and perform complementary functions," he said.

"It will benefit employers who prefer to deal with one body in terms of workplace safety and compensation, and it will also benefit workers by ensuring that offering incentives for workplace safety and monitoring of employers' performance in this area are the province of the same organization.

"This gives real teeth to Victoria's approach to occupational health and safety.

"The new structure follows the path of other states which have similar integrated workplace safety and workplace compensation structures," Mr Hallam said.

Mr Hallam said Victoria was widely recognised both in Australia and overseas for its achievement in workers' compensation and promoting workplace health and safety. Under WorkCover, Victoria has turned around an increased return to work rates for injured workers.

The incentives in Victoria's experienced based premium system and our promotion of workplace health and safety are setting the standard in Australia," Mr Hallam said. General Manager of the former HSO, Ms Kaye Owen said "The HSO welcome the amalgamation to ensure a more integrated approach to administration of health and safety in Victoria. The combined organisation will give even more strength to the government's efforts to improve the health and safety performance in this state.

"We will continue to maintain high quality service, and as such customers of the former HSO are assured of our ongoing commitment to excellence in health and safety service provision," Ms Owen said.



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ANGO





# HIGH COMMAND ULII

## PORTABLE PERSONNEL LIFTS

The new range of one-person lifts from UpRight are even more compact and easy to use.

The tallest personnel lifts available, they provide a fast, economical and safe solution for all high level maintenance tasks in shopping centres, hotels, sports halls, theatres, and public buildings.

- Working heights up to 16.6 metres
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- Unique 'Girder-Lock' mast construction gives maximum rigidity
- Compact outrigger footprint
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24 Herbert Street, Artarmon, NSW 2064

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## Kubota's Quiet "KJ" Diesel Generators

Diesel generators don't have to be noisy. That's what Kubota engineers believe - and- have achieved with the development of the new range of KJ series diesel generators.

These new heavy duty 4-pole generators are available in five model configurations from 19.0 to 23 kVa.

The engines feature the "Three Vortex Combustion System" developed by Kubota which helps reduce engine knock and noise. Rubber engine mounts and attenuated enclosures also reduce sound levels. In fact, sound levels during rated operation are between 73 and 76dB(A) depending on the model.

Not only do these new engines reduce noise, they also run cleaner and longer. Because the three vortex combustion system creates an extremely efficient "burn" emission levels are low, fuel economy is improved and engine life is extended. Automatic air bleeding removes any air bubbles from the fuel line before they can rob engine power.

The "KJ" brushless alternator has a Load Acceptance Module (LAM) which enables the engine to accept larger load impacts and to quickly regain its rated speed. Current flow is stabilized by the Transistor Automatic Regulator which is standard on all "KJ" generators.

Equipped with automatic shutdown, "KJ" generators will stop if there is any abnormality in oil pressure or water temperature, thereby avoiding engine damage. To improve protection against water and dust, the emergency, timer and safety relays have been combined into a single unit.

Apart from these excellent running features, Kubota engineers have designed the "KJ" series with ease of operation, maintenance and portability in mind. All switches and lamps are conveniently located in the centre of the front panel for maximum accessibility. Oil, fuel and water input ports as well as filters are located on one side, while the battery pack is located to provide easy removal through the back panel. Lifting eyes placed diagonally on the top corners assist when transporting.

The five "KJ" series diesel generators have the features to meet market requirements and are set to continue and enhance Kubota's established reputation for manufacturing quality equipment.



# Dingo Diggers making Impact

DINGO™ MINI DIGGERS is the up and coming hire and rental equipment supplier with some forty Hire Companies using their latest model, the DINGO 950. This machine is really performing. With a large range of attachments, such as Trenchers, Posthole Diggers, Backhoes, Levellers, Rippers, Rotary Hoes and much more.

The DINGO™ 950 is now 20 hp available in Petrol or Diesel, running a dual hydraulic system at 3000 psi. Owner Gary Briggs says, "This is the reason why the DINGO™ 950 has more power and is not just a wheelbarrow like the old ones. Everything about the machine has been "beefed up" and made more robust to handle the attachments without fatigue and costly breakdowns.

All the attachments are standard and will fit any other DINGO™ 950. This means that two machines in conjunction with a set of attachments can give greater versatility and more utilization of the major capital equipment. For example a Plumber can hire the one machine to dig trenches, cart bedding sand and then

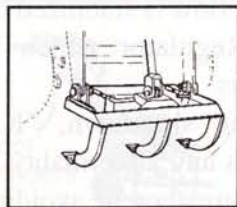
backfill. On the same day a Fencer can hire the other machine with the Posthole Digger attachment.

One Hire Company, All Type Rentals, Beenleigh, has had three DINGO™ 950's for two years now after trading in his original machines. "They go out in fits and fads, but since I bought the machines they would average no less than three days per week hire, for each machine," says Hire Company owner, Martin Corbley. Martin was also very happy with low maintenance figures and said that apart from usual engine servicing, costs were "next to zip". He also was surprised that tyre wear was less than on his old machines.

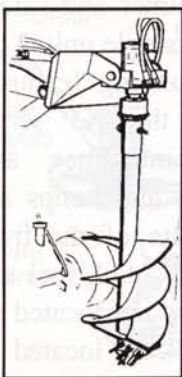
The DINGO™ 950 really is going ahead, with a factory employing 32 locals, with everything possible being manufactured in Dalby, Qld, supporting Australian Industry with not only domestic sales but a large quantity of machines being exported to America. DINGO™ is more versatile and well worth a look to replace machinery dedicated to one particular application

## DINGO DIGGING SYSTEMS

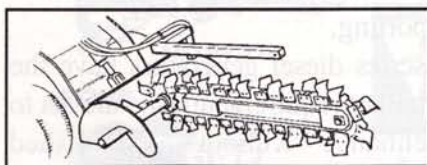
### " THE DINGO™ 950"



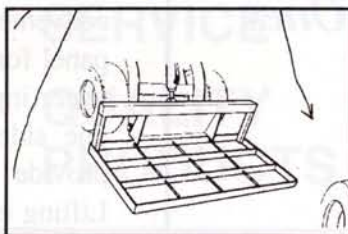
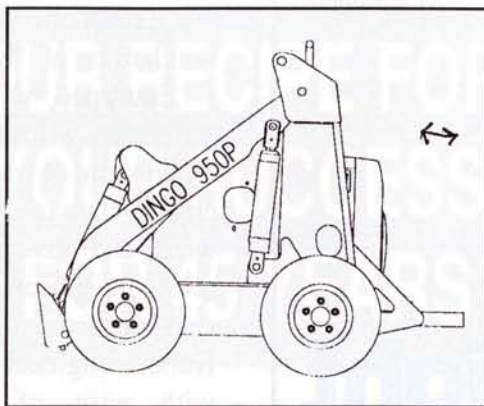
Rippers



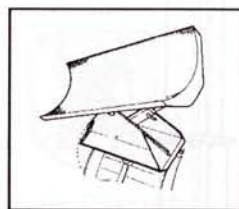
Post  
Hole  
Digger



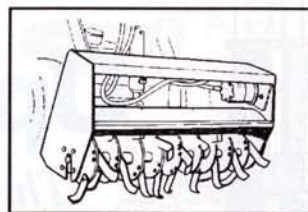
3' Trencher



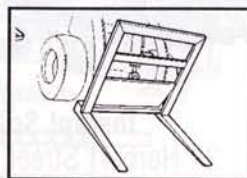
Leveller



Angle Blade



4' Rotary Hoe



Forks

\* HRA Convention ( Sydney ) Stand 62 -64  
 \* Dingo Mini Diggers Pty. Ltd. Dalby Qld.  
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## Forklifts Reign Supreme

Since the world began man has always needed some form of materials handling. As the world has grown so has this need. Today the success of every process plant, manufacturing facility and warehouse depends to a large extent on the efficient handling, storage and transportation of materials. In many cases the cost of the handling and transporting material has a significant impact on the final cost of the product. While there have been many different forms of materials handling equipment developed, none can match the longevity of the Forklift Truck which has become a symbol of materials handling. Whereas advancing technology has replaced many other forms of materials handling, nothing has been found to replace the forklift.

Forklifts were in use as far back as 1920, but they come to prominence during World War 2 due to the lack of equipment and their versatility. Time has seen many improvements since the crude models of those days and the modern day models have two forms of power, the Internal Combustion (IC) engine which encompasses Petrol engines, Diesel and LPG and the Battery Electric models. The IC models are by far the most popular, their more powerful engines, ability to work over long periods, indoors and outdoors, and to operate on rough and uneven terrain gives them the advantage to the extent that 70 - 80% of models in use today are powered by IC engines. Technology is rapidly improving the battery electric models, but they are mainly coming into their own for indoor use especially where foodstuff is involved, because of the accent on health and safety. It is expected that the IC models will continue to be the more predominantly used models for some time to come. The range of Forklifts has grown with industry needs and now extends from the walk-behind models to the 40 ton models used to transport containers on the wharves, rail terminals and container parks.

But it is the ride - on 900 kg - 4500 kg which is the most commonly used. An examination of earlier models of these models shows that although technology is continually producing many performance enhancing improvements, such as more powerful motors, greater fuel consumption, driver comfort and safety, the shape and design has remained the same for several years. This is mainly due to these models being counterbalanced machines, whereby the load capacity of these trucks is determined by the relationship of the load centre of gravity of the truck. Because the load is cantilevered in front of the front load axle, the overturning moment of the load must be counterbalanced by the truck weight.

This added to their manoeuvrability makes them the

most efficient load carrying vehicle available, which have become an integral part of most industries where materials are stored or transported. With a normal working life span expectancy of 8 - 10 years they are also a very durable machine



*50 year old internal combustion forklift - no overhead safety guard, basic, central lift cylinder, manual, no power steering, noisy.*



*Current model internal combustion, ergonomic control, overhead safety guard, suspension seat, wide view mast, automatic quiet, power steering*



The great majority of Forklifts in Australia are imported, with most of the world's major manufacturers, such as, Nissan, Crown, Clarke, Linde, Hyster Toyota and Yale all having dealerships in Australia. These dealers act as suppliers to the industry, while also having their own hire division. This creates a situation where the suppliers are competing with their clients as well as independent importers in a very competitive hire market.

It is very difficult to estimate the size of the forklift hire market, as they service so many industries, in city as well as country areas. It ranges from Brambles, the largest Forklift hire company in Australia, with a fleet of 5,000 trucks nationally, which does not have a Forklift dealership, but purchases various brands of machines to make up their hire fleet, to the small operator with his handful of trucks. But of the 6000 Forklifts sold annually in Australia, it is estimated 2000 of these find their way into hire.

The Forklift hire industry is split into two divisions long term hire and short term hire. The long term hire side of the industry being by far the more competitive, has been experiencing continuous growth over the last few years. Many companies are finding that the

package deals provided by the suppliers which include, no capital outlay, complete service, maintenance and parts replacement, while also allowing a company to budget for future forklift use for periods of sometimes 1 - 5 years ahead, make up a very appealing deal, compared to the capital outlay necessary to purchase and maintain a fleet of forklifts. The forklift companies in this case are in essence service providers. Taking over the complete service, maintenance and any parts replacements needed during the period of the hire, the cost of which is included in the original hire contract.

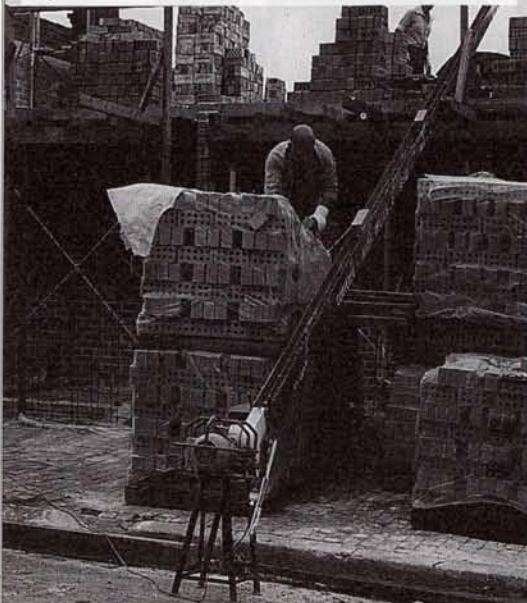
The short time hire market is dependent on seasonal peaks, breakdown of a company's existing machines or, any other reason a business may need a forklift for a short time. Whatever the reason for the need, hiring saves the business the outlay of capital to purchase forklift equipment which may only be used occasionally.

The forklift industry could be seen as one which will almost assuredly continue to show growth. Forklifts have become so much a part of industry that as industry grows so will their use.

## NEWTON BRICK ELEVATORS

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The HOUSE you see being built here is currently being DEMOLISHED. The BRICK ELEVATOR you see here is still GOING STRONG. In fact, you can hire this machine if you so desire!



- \* Can be delivered, installed & moved around very easily
- \* Come in 3 widths & 2 lengths.
- \* Can operate in very small spaces - bricks can be delivered thru a window or doorway.
- \* Proven, reliable chain drive.  
(if you want a rubber belt drive elevator, fine.  
We do not recommend or hire these,  
If you do hire one make sure you also hire a bucket to regularly douse the belt with water)

### NEWTON BRICK ELEVATORS

SYDNEY : (02) 9502 1155 FAX: (02) 9550 3226

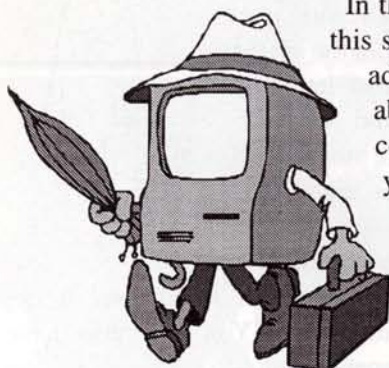
NEWCASTLE: (049) 69 1944 FAX: (049) 62 2171

MELBOURNE: (03) 9326 5466 FAX: (03) 9326 8179



# Computerising your Hire Business – III

## *Integrated systems — what they mean*



In the first two articles in this series we have offered advice on how to go about finding the right computer system for your Hire business. We have discussed the hardware, what it all means and what you may require to run the software you select.

We have also detailed all the different modules that make up the ideal software system for a Hire business and some of the benefits you can expect to derive from selecting the “right” system.

One of the key words that keeps popping up when discussing business computer systems is that word “Integration”. So just what does it mean when everybody tells you the software you choose must be “fully integrated”? In simple terms it means that the various modules making up your software package should be linked so that information only needs to be entered into the system where that information is required. In this, our third article, we will look at what

an integrated system means and explore some of the benefits.



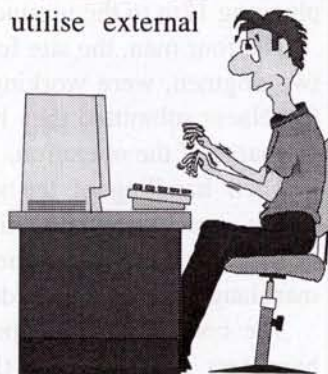
Hire software packages, like most businesses, can be split into two very distinct areas – Operations (Front Office) and Administration (Back Office). So often the success of your business will depend on how well these two areas can work together and your software is no different. The great thing about software though is that it does as it is told and will therefore not spend half its working life arguing about why one area is more important than the other.

One of the best examples of how integration works in Hire software is when you raise an Invoice for a customer. Depending on the information entered onto the Invoice the following include some of the files that will automatically be updated. Equipment file, Inventory file, Customer file, Accounts Receivable and all the applicable General Ledger accounts, eg. Sales Income, Rental Income, Damage Waiver, Stamp Duty, Sales Tax, Deposits, etc. In an integrated system this

information flows automatically through the system, from the Front Office or “Counter”, where the Invoice is raised to the Back Office where all the accounting functions are performed and as we said earlier, no arguments along the way! This example should also give you a clear indication of how important it is to have your system setup correctly so that the relevant information will flow through to the **correct** areas of your system.

The front counter is another area which benefits greatly from integration. For example when generating a quote, reservation or contract as soon as you enter the customer name or account number the system will immediately display all the relevant information about that customer ie their account details, whether they owe you money or not, what discounts or special rates they may be entitled to, whether they pay damage waiver and any other relevant information pertaining to that customer. Back Office staff can “flag” messages for the Counter staff about certain customers. These messages will appear on the screen every time that customer is called up at the counter. The same applies to all items of equipment being rented. You will immediately know whether an item is available or not and what rates apply to that particular item. If an item is not available the system will be able to tell you where it is and when it will become available. A truly integrated system will also link your branches so that information is accessible at all branches. It will also allow items to be transferred between branches while creating an audit trail to track their movement and revenues.

Obviously the major benefit to be derived from an integrated system is that there is no double or in some instances even treble handing of information. Not only does this mean great savings in time and we all know time is money, it also limits the number of areas in the system where errors can be made. For smaller companies who utilise external Accountants there can be very significant savings made by providing your Accountant with detailed reports instead of the traditional “carton full of dockets” which then have to be sorted, dissected and “massaged” into





something meaningful for the Tax department. A fully integrated system will also provide you with vital information regarding the financial state of your business a lot faster and much more accurately than a non integrated system. In simple terms it allows you to have all the information you require at your finger tips.

It is also important to ensure that any system you purchase can be integrated with a Word Processing package and even possibly a Fax Card. Integration at the Word Processing level can be very beneficial in the marketing area of your business or whenever you need to send out standard letters. For example if you wanted to send a letter to all those customers who had outstanding balances in 60 days you would generate a standard letter in the Word Processor and then a macro would call the relevant customer names, addresses and balances and merge this information into your letter. This method can also be used when targeting specific information at individual market segments.

Having a Fax Card integrated with your system is great for countering those customers who constantly ask for copies of Invoices and Statements to be re sent. All you have to do is call up the relevant document and instead of sending the document to a printer you now send it to the fax. You can imagine the customers

surprise when they receive a copy of the offending Invoice or Statement before they have even hung up the phone! A fax card will also work in very well with your Word Processor allowing you to fax all your quotes and mailers directly from the system.

Good systems will also let you "print" your quotes and mailers to a file where they are stored until a pre-set time, late at night for instance, when they will then be processed. This is an excellent way of saving someone from having to stand over a fax machine for hours at a time. You will also have significant savings on paper.

As you can see there are many benefits to be enjoyed by having a fully integrated computer system in your business and you should not settle for anything less. We hope this article will allow you to make a more informed decision when you start looking at systems for your business. If you are still confused you can call either Bruce Davies at Trilogy on (02) 9330 0403 or Chris Pannell at Software Link on (043) 653 388.



## Industry News

### Manslaughter trail urged

Sgt. John Naess, the officer assisting the Coroner in the inquest into the death of Conrad Nathan Bryan, on the Cairns Casino building, suggested that the four men appearing before the court all be committed for trial for manslaughter.

The fatality occurred when a cherrypicker was placed in a container, which was raised by crane to the second floor of the building project. Bryan then attempted to drive the cherrypicker from the container onto the second floor landing, causing the container to tilt, resulting in the cherrypicker plunging 12m to the ground.

The four men, the site foreman, site manager, and two dogmen, were working on the site at the time, Sgt Naess submitted they had some form of control or charge of the operation.

Their handling of the situation and the lack of safety precaution constituted enough criminal negligence to justify them being charged with manslaughter, Sgt. Naess declared.

The coroner after hearing submissions from the barristers representing the four men involved reserved his decision to a day to be set.

### Modification of Pressure Washers causes loss of eye

There are two Liability Claims against Hire Companies in Queensland pending due to the removal of trissor hand pieces from high pressure washers, and replacing them with ballcock taps.

Both claims were in excess of \$200,000.

In both cases the plaintiff was using a washer with a tap on the wand and loss control of the wand, letting go of the tap, hence losing total control of the high pressure water flow. Both plaintiffs lost an eye in the incident.

If the wand had been fitted with a factory standard trissor valve hand piece, the high pressure laser would have been cut off the moment the hand piece was released. Resulting in no loss of eyes or bodily damage.

The moral of the story do not modify equipment to save a few dollars. The minimal amount of money saved in this venture could not possibly justify the risks involved.





# Party Hire Section

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## Party Hire expo fills obvious need

**A**n idle remark over a drink following an association meeting last December, became the catalyst for a most successful party hire exhibition which was held at the Cobram - Barooga Golf Club in May.

Although the exhibition was put together at very short notice, 16 individual suppliers displayed a wide range of their products used in the party hire industry.

Six marquees and structural manufacturers put up a large range of their equipment which was used to house the many hire accessories displayed by the other 10 exhibitors.

Several products were displayed for the first time to the industry, and all exhibitors were rewarded for their efforts by making direct sales in excess of \$70,000. It is anticipated that the interest shown by delegates in the equipment on show, will result in future sales that could triple that figure in the next few months.



*Some of the structures of exhibitors at the Party Hire Expo on Barooga Golf Course.*

Thirty - two party hire firms were represented from Victoria and southern New South Wales, and all those attending were delighted to have the opportunity to view such a large range of equipment, and to be able to speak to directly with the people who manufacture and supply the industry.

The venue, the Cobram - Barooga Golf Club, was an excellent one, with the exhibition area situated on the practice fairway within easy walking distance of

the motels and the club house, which was the centre of the social activities,

Saturday nights dinner was a very happy occasion with some excellent "yarn spinners" providing the entertainment.

An open forum preceding the dinner was addressed by Scott Crowe, chairman of the Victorian Party Hire Division, while Ian Wood of "Harry the Hirers" gave everyone some thought provoking ideas on improving their business.

Sunday was a mixed bag of activities, with a number of people having a final look at the exhibition and doing some good deals, while others took to the golf course.

The week ended on a very happy note following a barbecue lunch with everyone pitching in to assist in the dismantling of the displays.

The obvious success of the weekend proved the need for an exhibition based on party hire, and there is every indication that it will be held again next year.

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

With a jukebox that is manufactured and designed for party hire



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## CLIPFRAME II - THE NEXT GENERATION

Brand new from Baytex for 1996 is the Series II Clipframe marking the first major development on Clipframe design for some years. The most notable feature of the design is the use of Baytex's patented Channeltube extrusion as the main rafter component in the frameset thus allowing for Pull-Thru roof panels in a Marquee of this type for the very first time

Up till now Pull-Thru roof panels have been restricted to the European style structures with their inherently more complicated and less flexible framework. The Clipframe II adapts this concept to conventional Marquee frame design while retaining the inherent simplicity, ease of erection and portability which is a hallmark of the Clipframe system.

The Series II Clipframe is being introduced initially in the 9M wide configuration to take maximum advantage of the Channeltube extrusion's extra strength. Other widths will follow as demand develops, but early indications are that the 9M width will be the popular size. The immediate benefit of this new design is the ease and speed of set-up. The entire frameset can be erected in minutes by a 3 man team, can be extended at will to any length all before the fabric comes out of the bag. No heavy lifting, no expensive jacks, no cables or cross wires, just the simple, classic Clipframe Marquee that has been successful for so many years.

Equally exciting for us has been our ability to keep the price at the same level as for the old style 9M

Clipframe even though the design incorporates some substantially more expensive componentry. We've worked hard to keep the price down so that you, the hirer, can get the maximum return for this very attractive product.

### News on the Fabric Front,...

Baytex is now fully committed to using Ferrari PVC for virtually all of our marquee product. After more than four years of using this fabric range we are now more confident than ever that Ferrari PVC is the best available for rental Marquees. Baytex customers now have the choice of 602, 502, 502S, 702 and 702 Blackout, plus a range of colours to suit individual requirements.

### ...and the Lining Front.

Every crowd needs a silver lining and Baytex Linings are gaining increasing acceptance in the marketplace. This marketplace is becoming truly international with a South African customer recently installing a 15M x 27M Baytex Lined Marquee in the African Congo for the occasion of an important state visit, but there's more....

### Champagne is IN!

While most Baytex Linings are white we are now offering both Black and Champagne (Ivory) to help customers expand their rental opportunities. So for the adventurous who really want to do something extra for that next special occasion try out a Champagne Lining and experience a touch of class.

## Announcing a major advance in Frame tent design!

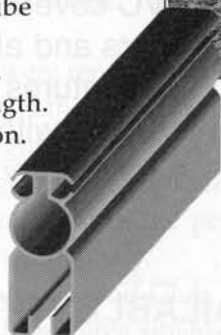
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**CLIPFRAME II** ®

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Introducing for the first time in Australia and New Zealand the finest Dance, Exhibition, Marquee and Games, portable flooring from Portable Floormakers - U.K. Assembly with no tools needed, Strong, Robust, Fast Laying, and accepted by the Hire Industry the world over. Fully approved by the Olympic Committee for the Atlanta games. Come and see us at the Hire & Rental Exhibition stand 24 at Rosehill Function Centre, Sydney on the 24th & 25th September. For Further details contact the Australian & New Zealand distributor.

**Volante Services Pty. Ltd.**

**P.O.Box 66 Anna Bay NSW 2316**

**Tel: (049) 82 2942 Fax: (049) 82 2677 Mobile 018 495 966**

## The Perfect Dancefloor that appears in minutes

Introducing a simple and innovative way for the Hire Industry to supply Portable Exhibition/Dance Flooring to an ever increasing clientele. **Portable Floormakers - UK**, take pleasure in displaying in Australia, for the first time, at The Hire and Rental 1996 Exhibition, a Flooring system, that is proven the world over. The unique clipping allows for easy access and quick assembly and dis-assembly. The assembled floor cannot slip apart in use. The floors use a unique 'batten and lug' design that allows superior stability and prevents separation without the need for screws to secure each section together. There is **NO** hassle with screws, tools or lost intricate parts as with conventional flooring. Full and half panels create a brickwork pattern that eliminates four corners coming together, to increase strength of the overall floor. **Florlok, Publok and Weblok** were designed for ease of installation.

With **Ease** comes **Time Saving**. With **Time Saving** comes **Money Saving**. Labour costs are greatly reduced by cutting set up and breakdown time by an average of 75% over competing floors. These dance and exhibition floors come in many different sizes to suit most applications, with non slip edging. These floors can be erected straight on top of carpet, wood, concrete, tiles or even on a ploughed field. Also available, is a **Portable Games Alley**, which includes Golf, Horse-Shoes, Skittles and Ring Toss, even a dance floor with in-floor

LED lighting.

The Australian and New Zealand Distributor '**Volante Services Pty. Ltd.**' says that these floors come with an unconditional warranty covering labour and materials. This system is perfect for adding a dance/exhibition floor to a function, wedding, disco, live band, convention or any other event, whether indoors or in a marquee. For instance, because the product is neat and easy to handle, it is very easy to erect, fast to assemble, durable—no chip board to fragment when exposed to moisture, and very cost effective.

This flooring has been manufactured for many years in the UK by **Portable Floormakers Limited**, who were in the Entertainment Hire Industry for some twenty years prior to being full time portable floormakers. The Floors have proved to be a winner in Europe, UK, America (Hundreds in use at the Atlanta Olympics—Fully approved by the IOC), Asia and now just arrived in Australia, where they will make their debut at the Hire and Rental Exhibition at Rosehill, Sydney, on the 24th September, 12 noon to 8.00 pm, and on the 25th, 8.00 am to 1.15 pm, on Stand 24. **Volante Services Pty. Ltd. of PO Box 66, Anna Bay, NSW 2316. Telephone (049) 82 2942 or Fax (049) 82 2677** would only be too pleased to send brochures and prices, arrange demonstrations, and can arrange finance to approved customers if necessary.



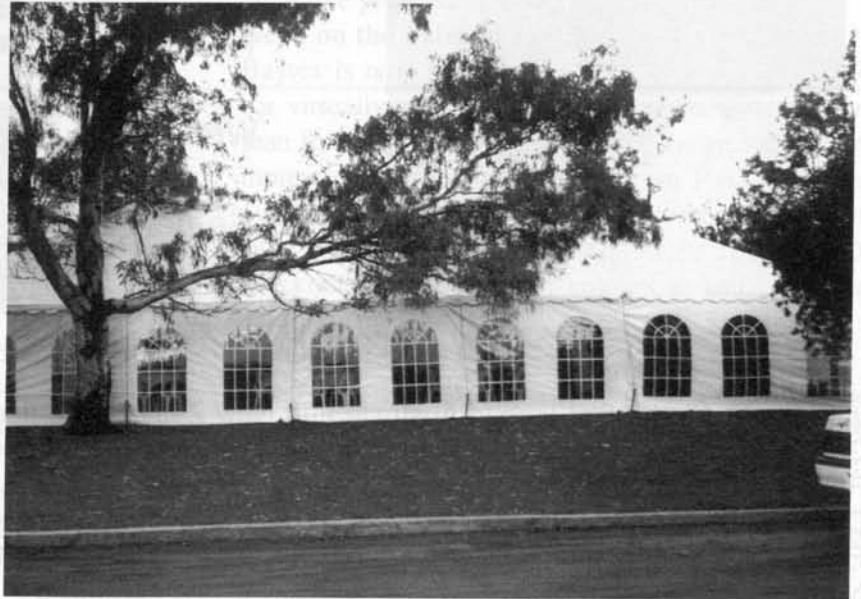
## What About Structures?

**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.

For the small to medium metropolitan and country



*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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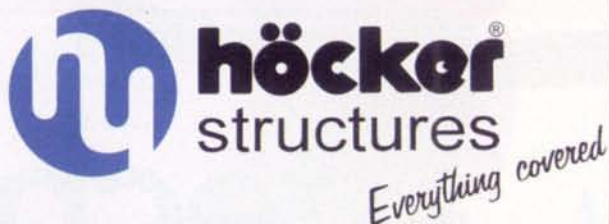
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## NATIONAL ASSOCIATION'S ENVIRONMENTAL GUIDE

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

### HIRE & RENTAL ASSOCIATION OF AUSTRALIA

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

### HIRE & RENTAL

### ENVIORONMENTAL AWARENESS A GUIDE for the HIRE & RENTAL INDUSTRY

### ORDER FORM

Contact Name: .....

Company: .....

Address: .....

Postcode: ..... Phone: .....

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

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





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techno PLUS

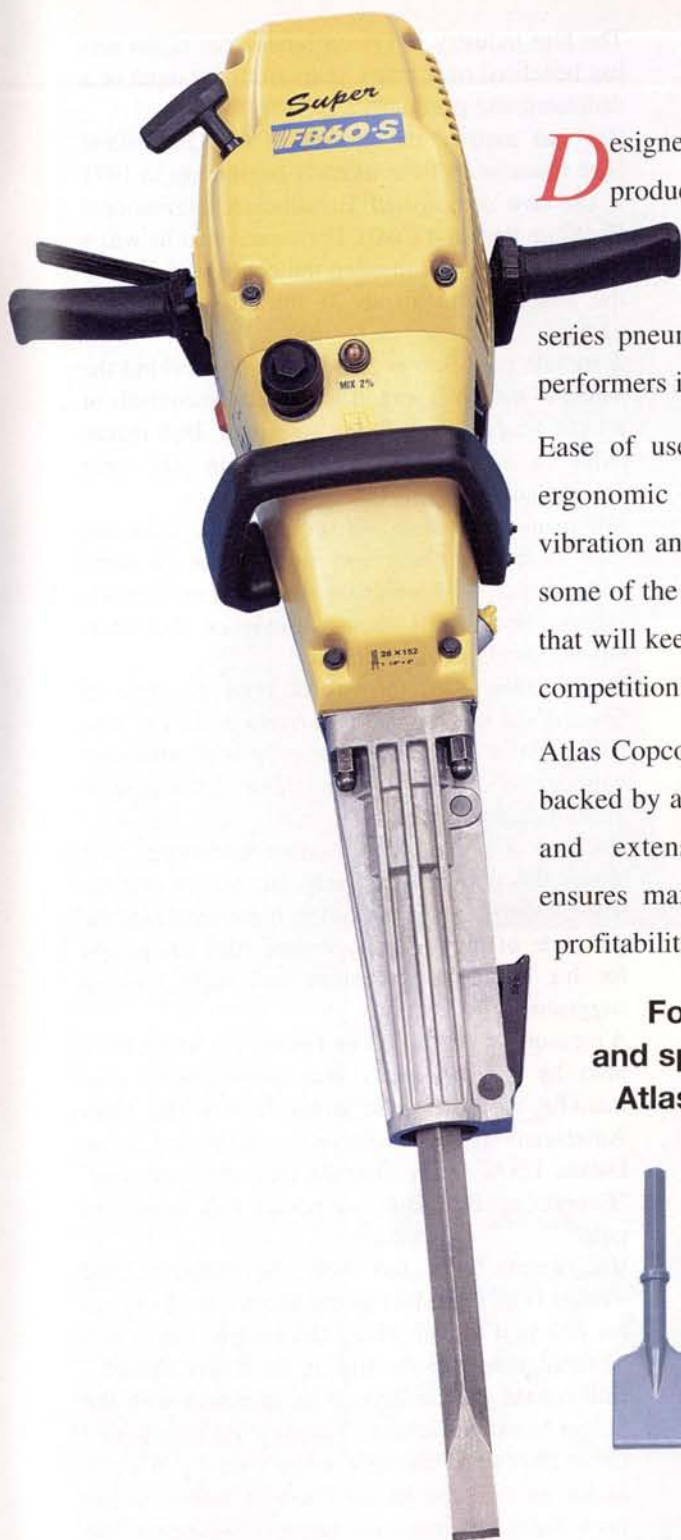
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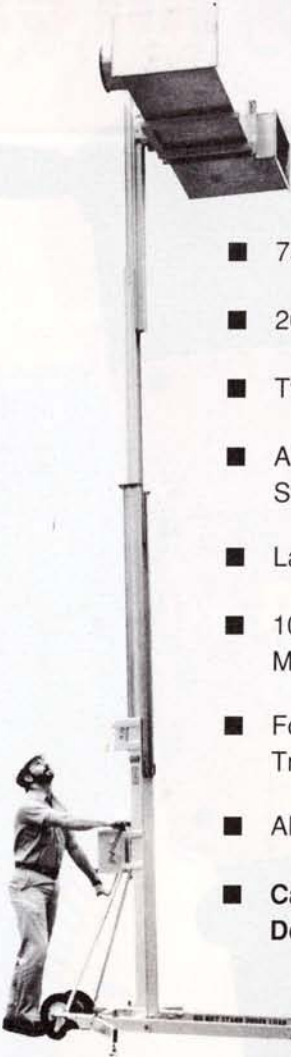
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ELLIS 3563

## A Gentle Giant of the Queensland Hire Industry

The hire industry in Queensland is the richer and has benefited over many years from the input of a dedicated and gentle man, Bob Snowdon.

Bob has assisted the growth of the Queensland Hire Association from its early beginnings in 1971 at the now demolished 'Broadbeach International Hotel' on the Gold Coast. For some years he was a ready volunteer, promoting the concept of hire on the Association's stands at the Brisbane Home Show.

A mobile man Bob is equally at home behind the wheel of his 4WD wagon as he is at the controls of a light aircraft. As a flying salesman Bob makes calls to many outlying towns in far west Queensland.

For many years Bob has served as the eyes and ears for many Queensland hirers in the far north and out west who are unable to attend major trade shows. Bob keeps them abreast of the latest developments and equipment.

On his sales trips throughout both the state of Queensland and the northern rivers district of new South Wales Bob carries a supply of membership application forms and Hire Association promotional material.

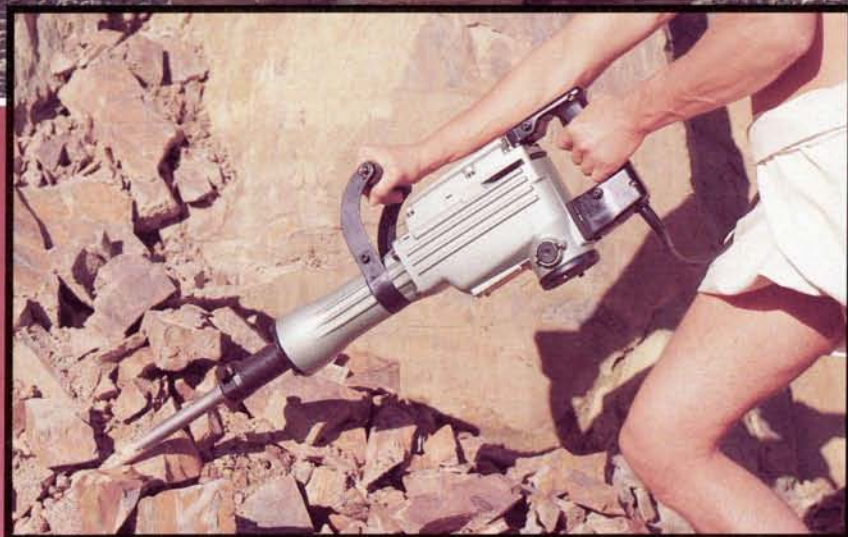
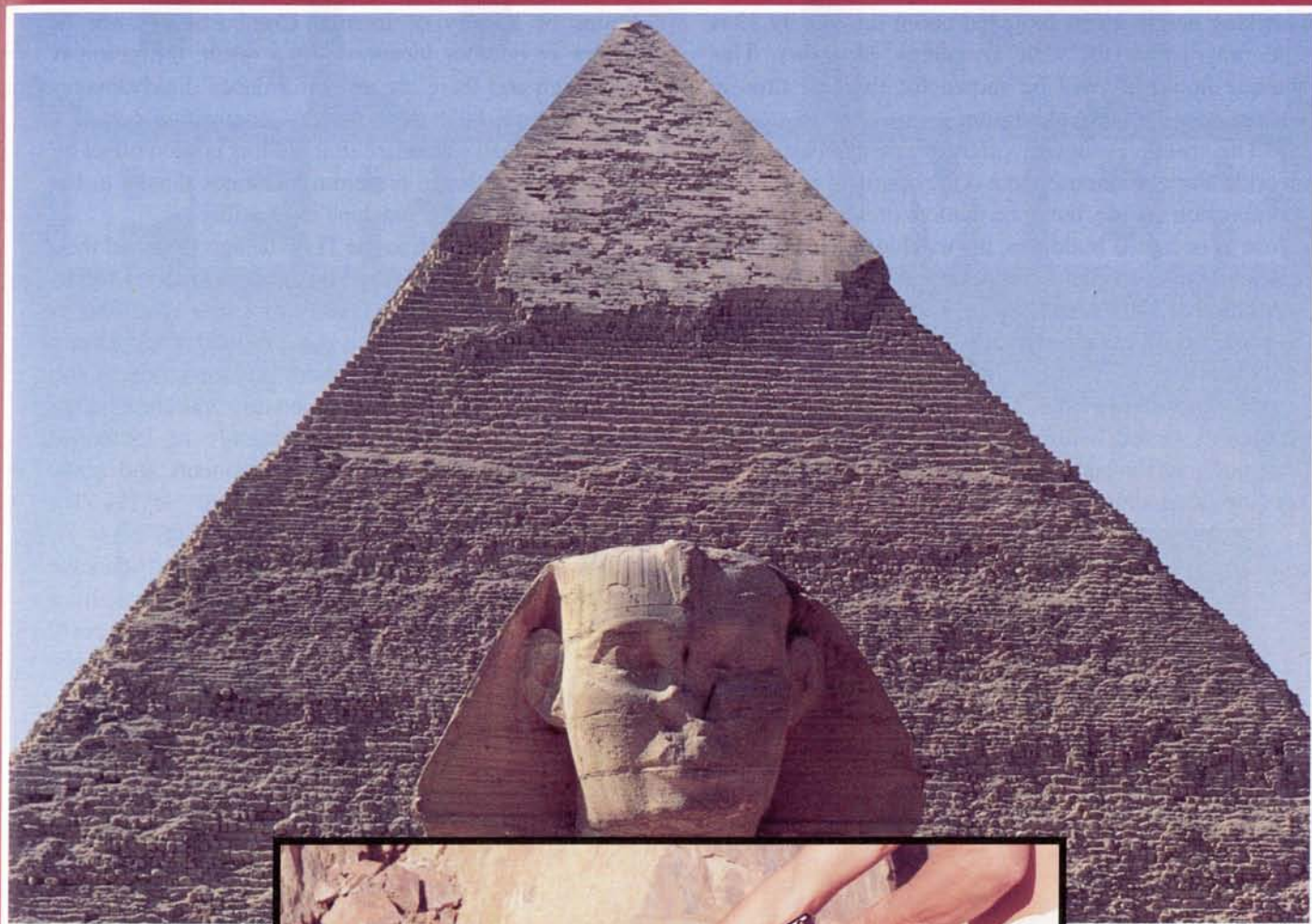
Bob has a passion for product knowledge and shares this information freely. His advice and the interest shown in his customers has earned him the gratitude of many family owned hire companies for his unselfish dedication and profit making suggestions.

A measure of the respect and esteem in which he is held by his customers was shown when one thankful customer paid Bob's fare to the 1986 American Rental Association Convention in Dallas, USA. At the time the customer remarked, "Everything that Bob suggested has turned to gold".

Bob knows only too well the strengths and weakness of a product as the service workshop is his first port of call. Many Queensland hirers will be familiar with 'Bobs Tips' in the Hirers Herald. Bob started his career as a salesman with the Singer Sewing Machine Company. He later joined Cook Harrison who were taken over by William Jacks. In 1971 he joined Flextool where he has been Sales Engineer for twenty five years. We congratulate Bob on his loyal and dedicated service to Flextool and the Queensland Hire Industry where he is made welcome wherever he goes in the vast state as the Queensland Hire Association ambassador at large.



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

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## The TL 3 - a significant Extension to Upright's Aerial work Platform Range

UpRight International, the leading manufacturer of compact self-propelled aerial work platforms will broaden their product range considerably with the introduction of the TL33, a flexible power option, 12m working height trailer mounted boom lift. The TL33 is the only trailer lift with Tri-energy capability. This unique boom lift will be shown for the first time in Australia at the HRA exhibition.

The tri-energy option offers users the best of all worlds. For outdoor use there is the option of an internal combustion engine, but once indoors or when operating close to occupied buildings, the machine can simply be switched over to silent pollution free 24V DC electric operation or 240V mains power. The DC Electric power is provided by an on-board power pack with 4 x 220Ah 6V batteries.

Tri-energy provides users with extensive shift durations, even with a large amount of electric operation, as the batteries are recharged all the time the engine is running or when the lift is operating from

240V mains power. Benefits to the customer are many, especially for rental fleet owners.

With tri-energy machines in the fleet, customers needs can be met with one model whether they specify Mains or Battery or Internal Combustion power or indoor or outdoor locations. As a result, utilisation is very high and there are no performance disadvantages apart From a little more weight. Acquisition cost is a little more than a standard unit but this is soon offset by the ability to charge premium hire rates thanks to the high demand for the machine's versatility

UpRight's approach to the TL33 design followed their now standard practice - find out what the market wants, then build it to a high quality and low cost This is achieved by incorporating mass production techniques developed for their high volume scissor products and ensuring maximum parts commonality with the existing machines. This also pays dividends in increased reliability due to well proven components and ready availability and reduced inventory levels for distributors.

The TL33 has been designed as a low-cost machine suited to the needs of small rental companies, utilities and end users such as industrial and property maintenance operatives, lighting contractors, leisure facilities and even window cleaners and householders .

It is simple to use with an innovative "Quick Set" fold-down" X " pattern outrigger system and full proportional joystick control for smooth, precise operation of boom and rotation movements, Although a low cost unit, it feature UpRight's "Quadra Power" which together with the advanced motor controller (another first on low cost units of this type) gives unrivalled operational service between battery charges. The location of the batteries low down on the chassis means a lower centre of gravity and high stability at normal road towing speeds even though the machine is only 1.5m wide - small enough to pass through a standard double door.

The specially designed boom configuration gives a 12.3m working height and 5m working outreach yet the overall length when travelling is just 5.5m. The aluminium cage has more than ample space for two persons and a safe working load of 215kg. Like all UpRight machines it is covered by a 5 year structural warranty

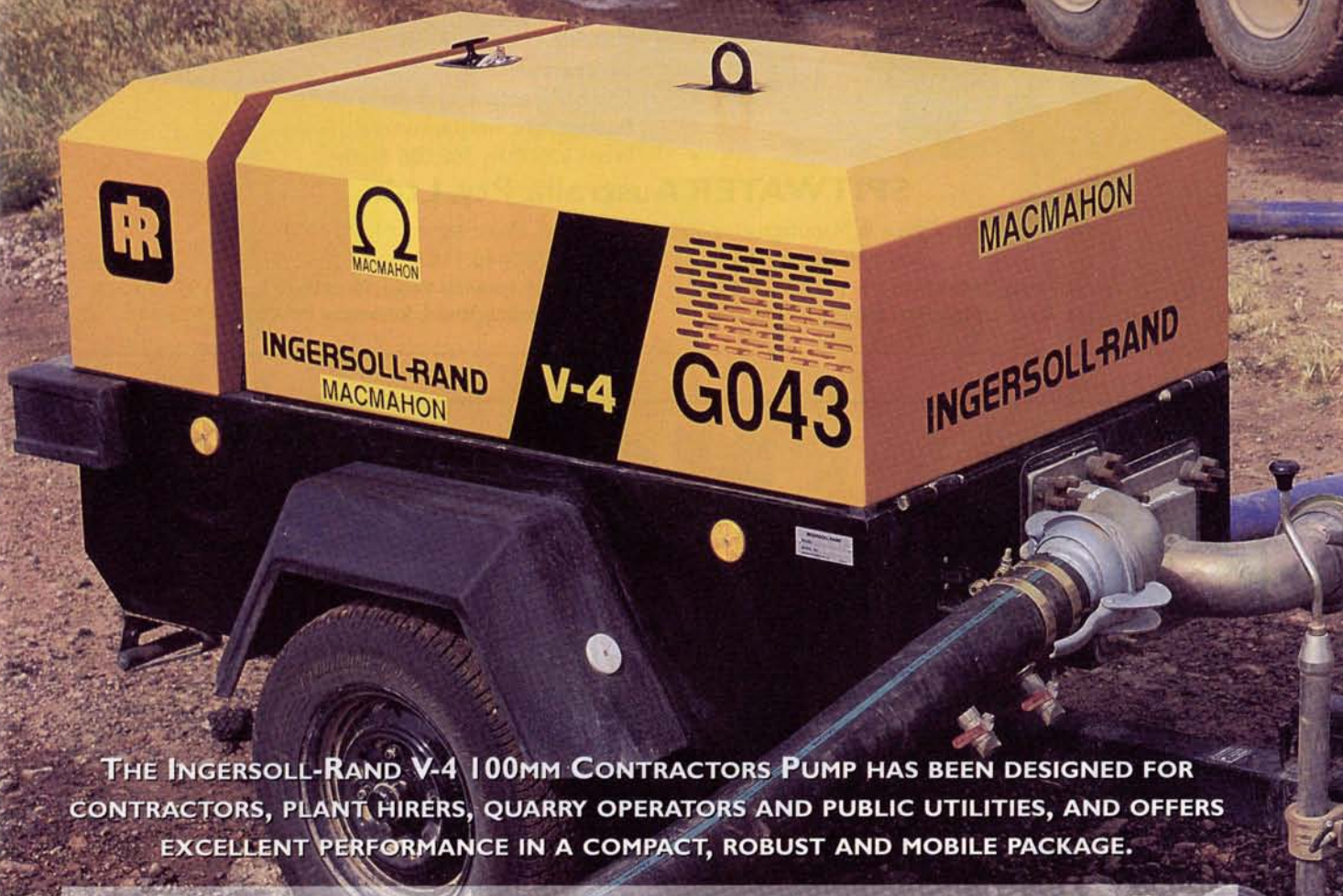
For Further Information Contact:-

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24 Herbert Street,  
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ALUMINUM PLANKS

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Fully D.L.I. approved and guaranteed.

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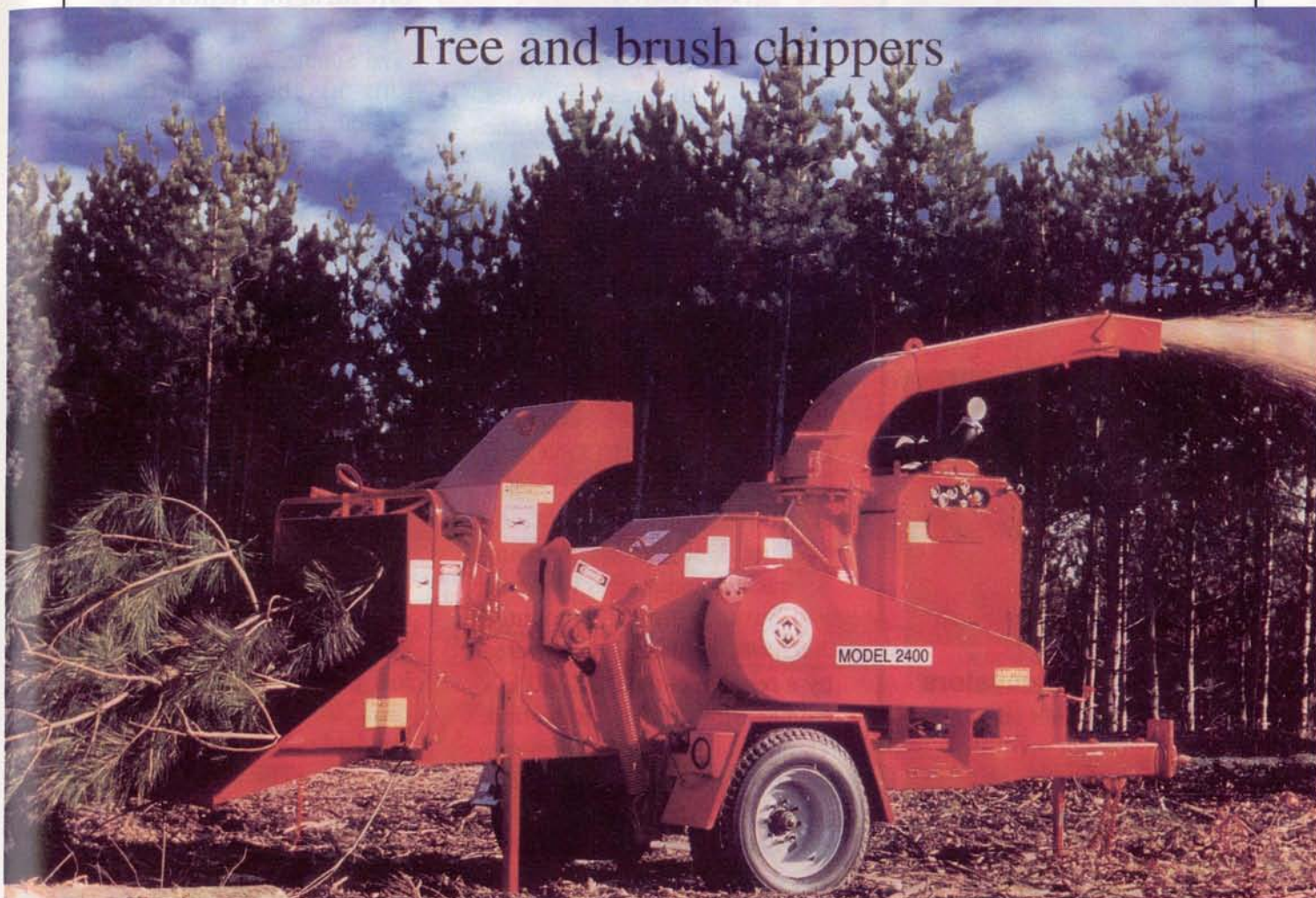
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## Tree and brush chippers



▲ The E-Z Beaver Model 2400 is one of 7 high performance chippers in Morbark's new 2000 Series.

Morbark started a revolution in the early 1980s with the invention of the disc-style brush chipper. We shook the industry again in the early '90s with the invention of the E-Z drum-style chipper. We don't believe the perfect brush chipper has been built yet, but we aim for that goal every day. It must be working, because thousands of customers over the years have turned to Morbark for simple, dependable, heavy duty wood chippers.

We thank you for your past business as we continue making every effort to earn your business now and in the future. With that goal in mind, Morbark is proud to introduce our new 2000 Series of E-Z Beevers. Seven exciting new designs. High performance chippers in every size range to fit every waste wood disposal application and budget. **Contact The Mole Group of Companies for more information on our new '96 models.** Ask for a demonstration. Compare features, performance and production and we believe you'll find the best value where you've always found it . . . in a Morbark chipper.

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**VICTORIA**  
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Lordco PHONE (03) 9305 3211  
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## Equipment News

### ECONO BLASTER PACKS A WALLOP

A heavy duty 3000psi Honda powered high pressure water blaster has been released by the Aussie Eco Clean division of Australian Pump Industries. The manufacturers claim that without compromising the integrity of the machine they have been able to make design savings that cut 1/3 off the price of similar capacity high pressure blasters.

Called the BB200 ECONOX it is designed specifically for agricultural applications, the building industry, earthmoving contractors and miners where no nonsense, "ute" mounted machines are used. It is powered by a reliable Honda GX240 QX engine with oil alert protection. The heart of the water blaster is its "BIG BERTIE" direct drive pump. The Big Bertie delivers excellent cleaning power with a whopping 3000 psi pressure and 13 litres per minute flow. A number of advanced engineering principles built in to the pump include nickel plated pump head for corrosion resistance, integrated unloader, integrated pressure gauge and built-in line strainer to protect the pump from contaminated water.

The pump is a triplex design with oversized crankcase for extra oil capacity to extend life and provide cooler running.

**RELIABLE PRODUCTS**

**RELIABLE PEOPLE.**

### Multipurpose Contractor Lift Ideal for Rental fleet

The Sumner range of Contractor Lifts has been imported into Australia by Active Hire Service Pty Ltd (Queensland) since 1989 for Sales and Hire.

Active previously stocked an alternate well known brand of American Contractor Lift but when Sumner Lifts were stocked, regular customers rapidly developed a strong preference for the Sumner units.

Customers appreciated the numerous advantages of the Sumner Lift such as the higher lifting capacity, 2 speed winch, large castors and transport wheels., folding forks and mast which enable them to fit into delivery vans and service lifts and low overall height which allows them to be pushed through a standard doorway with a load on the forks. The Sumner Lift has many uses including Lifting Air Conditioning units and dusting, lifting roller doors and steel beams and lifting cupboards. The load can be moved into position and held there while it is fastened into place.

Brian Telfer Managing Director of Active Hire Service Queensland said "Sumner lifts are among the highest earning items of plant in our rental fleet with high utilization, long life and minimal down time for repairs or servicing. They fully comply with or exceed the relevant Australian Standards".

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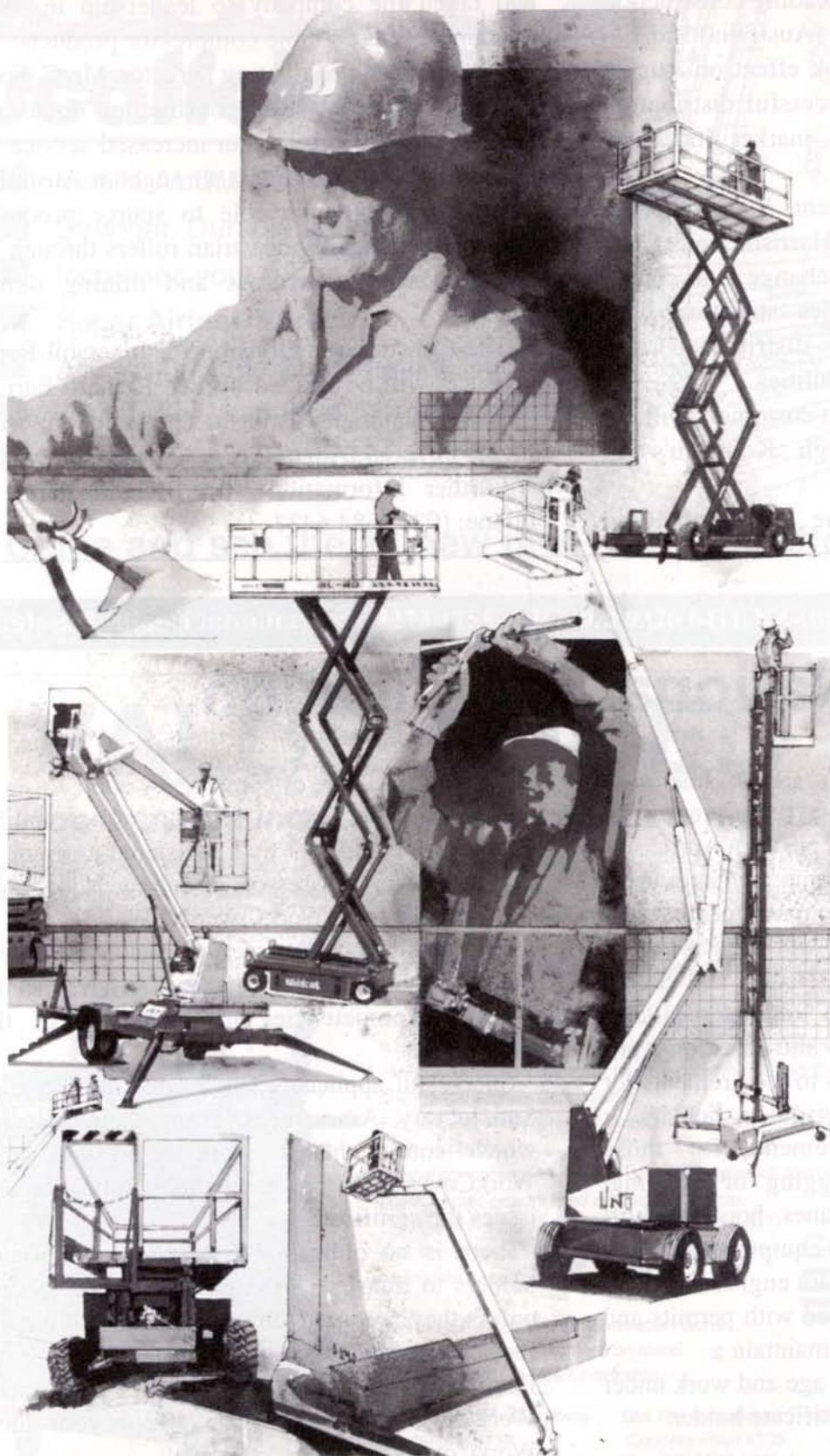
Snorkel's Service and Spare Parts Department's experience levels are world class and considered the leader in the Elevating Work Platform Industry.

Snorkel's road services have the largest After-Sales Service fleet in the Industry and their factory service facilities are fully equipped for fast turn-around on overhauls and 10 year inspections.

**Snorkel**  
ELEVATING  
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PLATFORMS

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(03) 9764 9900





## KOMATSU TO DISTRIBUTE INGERSOLL- RAND'S CONSTRUCTION EQUIPMENT

Australia's strongest partnership in the distribution of construction equipment has been created with the appointment of NS Komatsu Pty Ltd to distribute the market-leading construction equipment of Ingersoll-Rand (Australia) Ltd.

The agreement, which took effect on August 19, extends the existing successful distribution agreement for Komatsu to market Ingersoll-Rand's mining products.

Announcing the agreement, Ingersoll-Rand Managing Director, Mr. Bob Harrison, said: "The key objective in making the change is to couple Ingersoll-Rand's strong sales structure with Komatsu's Australia-wide distribution and proven product support capabilities.

"The end result will be that customers will get even better service through Komatsu's 15 locations".

He said most of the Ingersoll-Rand

construction group personnel would be joining Komatsu. This would, he said, ensure continuity with Ingersoll Rand's large customer base which had taken the company to leadership in road machinery and portable compressor products.

NS Komatsu's Marketing Director, Mr. C. Foo, said the strength and construction focus of Komatsu would provide an increased service to all construction customers throughout Australia. They would now be able to source products ranging from small pedestrian rollers through to large dozers, excavators and mining dump trucks.

The Construction Division for Ingersoll-Rand products will be headed by Mr. Richard Farrar, formerly National Manager, Construction, with Ingersoll-Rand (Australia).

Further Information: Mr. Richard Farrar - Phone: (02) 9684 6433

## Occupational Health & Safety

# National Certification

Legislative changes which are in line with national initiatives for those using industrial equipment were introduced in NSW in April.

Certificate of competency requirements for users and operators of industrial equipment came a step closer to national uniformity with the gazettal of the The NSW Occupational Health and Safety (Certificates of Competency) Regulation 195)6. The Regulation, which came into force on April 22, makes significant changes to requirements for trainees, assessments and certificate holders. It covers certification requirements for those engaged in scaffolding, rigging or dogging, operating certain types of cranes, hoists, forklift trucks and other loadshifting equipment, boilers, turbines and reciprocating steam engines.

Trainees are no longer issued with permits and are now required to hold and maintain a log book, be over 17 years of age and work under the direct supervision of a certificate holder.

To gain a certificate of competency applicants must be at least 18 years of age and be assessed as competent by a registered assessor. A list of registered assessors and trainee logbooks are available from WorkCover NSW.

Each applicant is provided with an 'Assessment Summary' which details whether they have met the required competencies in each part of the assessment.

Successful applicants will receive a 'Notice of Satisfactory Assessment' from their assessor which entitles them to work for 60 days while WorkCover NSW processes their application and issues the certificate.

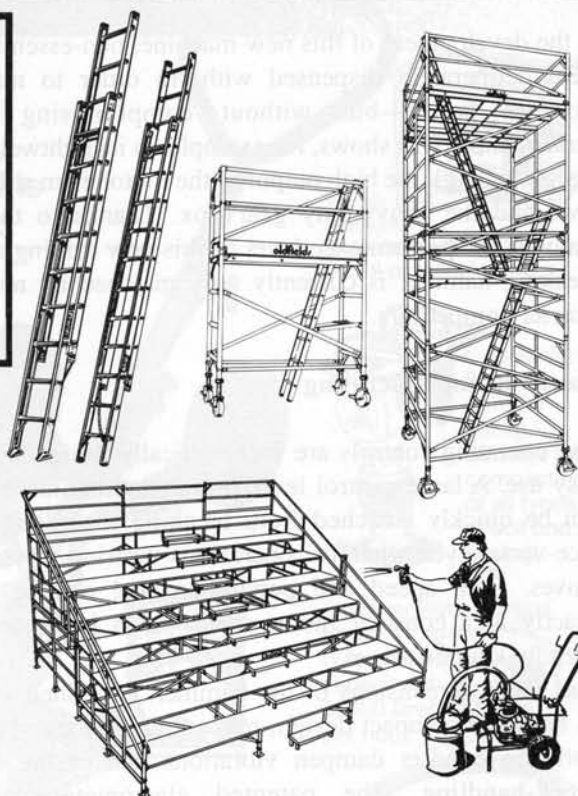
There is no obligation for existing certificate holders to transfer to the new certificate system unless they are upgrading their skills and require further assessment.

For more information about these changes, contact WorkCover NSW on 131 050 or your local WorkCover office.



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

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

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

The latest major improvement is an upright design.

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

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

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

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

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

**GemiPOWERCLEAN**

See the full range of New Generation Gemi hot and cold water machines on stand 48/ 49 + 50 at the Hire Convention.



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**Qld.** 754 Beaudesert Road  
Coopers Plain 4108  
Tel. (07) 3275 1388

**NSW** Cnr. Newbridge Road  
& Kelso Crescent, Moorebank 2170  
Tel (02) 9602 3666



## WACKER'S NEW LIGHTWEIGHT HAMMER/DRILL MODEL: EHB 7/230

In the development of this new machine, non-essentials were deliberately dispensed with, in order to make working easier—but without compromising on performance. This shows, for example, in its lightweight design (6.3 kg), the high output of the motor even at low revs, and the heavy-duty gear box. Thanks to these features, the performance level of this new drilling and breaking hammer is currently only matched by much heavier competitors.

### Handling and Operating

The operating controls are ergonomically designed for easy use. A large control lever means that the machine can be quickly switched from breaking to drilling or vice-versa, even when the operator is wearing working gloves. Drill speed and percussion rate can be set exactly at a constant motor speed via a large, user-friendly knurled wheel.

The handy dimensions of the hammer, combined with its balanced compact design, make it easy to use. New Soft-grip handles dampen vibrations and ensure no-shock-handling. The patented elastometer-coated additional handle can be quickly rotated through 360° making it easier and safer to work in any position. For applications involving overhead work and chiselling, this handle can be fitted at the rear of the hammer, either to the left or right of the machine housing.

The shock-free operation achieved through the anti-vibration system enables operators to work safely and precisely. Moreover, the magnesium diecast internal housing is suspended within the machine housing by means of four dampening elements.

### Technical Details

Increased performance has been combined with an extended service life. Even under arduous conditions or prolonged use, the rugged, vibration-resistant, shockproof, high torque universal motor with its 1.1 kW power input, the compact magnesium gear housing and the percussion system all benefit from a cool air flow. This not only extends the life of the hammer, it also means that, thanks to the integrated cooling channels, the double-walled housing always remains at an agreeable working temperature—all this at a noticeably reduced weight.

Careful attention has been paid to every detail: the sturdy, compact gears are made from case hardened steel. A major factor in avoiding vibrations is the low weight of both the carbon fibre reinforced connecting rod and the guide piston, the latter made from a special material, which offers low friction characteristics and is proven in the aerospace industry. In combination with

the high performance air-cushion percussion system, they create tremendous striking energy. Moreover, the percussion system engages only when the tool is actually applied, avoiding no-load strokes, which is better for both machine and operator. The proven system whereby the drill drive is disconnected in breaking mode, avoids wear and tear of the drilling mechanism.

### Further key features

- Extra large bearings;
- High torque motor, able to withstand long term load, with coil cage to protect against abrasive dust which causes wear and tear;
- Well-proven, patented tool holder for the SDS-max®-System allows rapid tool changes;
- Factory-set electronic safety clutch;
- Rotary ON/OFF switch and eight spindle lock settings to allow correct position for chiselling;
- Adjustable depth gauge for fast, precise setting of desired drilling depth.

### Tools

The tools, with SDS-max tool shanks are lighter, smaller, and produce less heat, noise and vibration. They do, however, offer huge advantages in ergonomics, comfort and safety, plus ease of servicing.

The comprehensive range of highly useful SDS-max' accessories—drills, chisels and drill crowns—allows the professional operator to use the entire spectrum of applications offered by the WACKER high performance drilling and breaking hammer.

### Maintenance

Any hammer requires care and maintenance, which should be as straight-forward and swift as possible to minimise downtime. While the machine is in use, the standard service/diagnostic &play shows the wear level of the carbon brushes (8 hours reserve) and the correct mains power supply. The modular construction of the hammer with its four service zones means easy access to all relevant service areas, trouble-free and without the need to dismantle adjoining modules or the entire housing.

### Conclusion

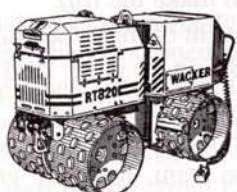
The new EHB 7 from WACKER rounds off this product sector, which now features a comprehensive choice of hammers from 5.3 to 30 kg. The 9 machines in this sector range from lightweight drilling and breaking hammers to heavy duty electric or petrol-driven breakers for demolition work and tie tamping.





#### Rollers

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

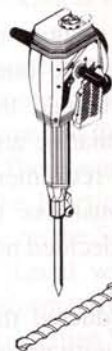


#### Trench Rollers

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

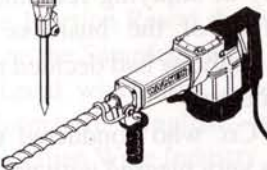
#### Vibro Plates

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



#### Petrol & Electric Breakers

23kg breakers for the toughest jobs.



#### Hammer Drills

Powerful 10kg electric and 5kg pneumatic Hammer Drills.

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



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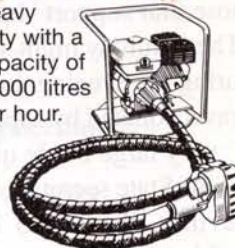


#### Rammers

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

#### Submersible Pumps

Heavy duty with a capacity of 55000 litres per hour.



#### Vibrators & Drive Units



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



#### Cutting Saws

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

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# Association News

## Queensland

This years Northern Roundup was held on the Queens Birthday weekend at the Capricorn International resort at Yeppoon on Queensland's Central Coast and hosted by Sue & Roger Toole of Flexihire

Flexihire is a Rockhampton based company with branches at Yeppoon, Gladstone and Emerald

Hire company attendance was down on previous years because some of our northern members considered the venue to be a little too far south and subsequently didn't make it this year, especially as a number of our Queensland Hire companies are working with reduced staffing numbers due to the 'slowing down' trend experienced over the past 18 months. While suppliers outnumbered attending hire companies it was good to see hire buyers where at all possible, placing orders at the show to demonstrate support for suppliers, especially those that support shows on a regular basis.

The Saturday night social dinner was well attended and during the evening there were quite a few lucky number draws donated by suppliers ranging from a step ladder to a very large bottle of Bundaberg Rum which was won by our State secretary Sharlene Watson and presented by Neville 'Newk' to background shouts of 'rigged' & 'inside job'.



*Part of the crowd at the social dinner at the Northern Roundup*

Association President Peter Walden outlined what the association had achieved during the past year and gave an overview of what was planned for future benefit of members.

Peter invited comment and suggestions from members and emphasised the absolute importance of members support and input if the association is to prosper and benefit the industry generally.

On that note Peter asked for volunteers to host next years Roundup and during the deathly silence that

followed Pat Pilcher of Bowen Hire raised his hand to swat a fly and as a result of this bad timing Pat & Jenny will host the next Roundup at a venue yet to be decided.

Pat (still recovering from shock) suggested that Townsville was always popular and would also look at the viability of a new resort near Bowen, so mark your calendars for Queens Birthday 1997 and enjoy some northern hospitality. Queensland is very pleasant at that time of the year and would be a nice break from southern winters for those able to make the trip.

Anyone who has organised an event of this type knows that a successful show depends on a great deal of planning and timeless effort.

A special thanks must go to Sue, Roger, Neville, Kem, John and others of the Flexihire team, for their great effort that resulted in this years Northern Roundup being a great success and enjoyed by everyone.

## **FIVEASH HIRE GOES TO AUCTION**

Inventory and assets of this well known Toowoomba (QLD) hire company were sold by auction during the week of Farmfest Agricultural Show which is held near Toowoomba each year.

Ron and Mrs. Fiveash left the building industry over 20 years ago to start Fiveash Hire which served the Toowoomba area and enjoyed an excellent reputation during that time.

Various factors such as the number of hire companies serving Toowoomba and the generally low hire rates that have been part of this overservicing helped the decision but Ron says the main reason was that he and Mrs. Fiveash could see no way of enjoying retirement whilst having the responsibility of the business to contend with, especially as son Anthony had decided not to make a career in the hire industry.

Ron says Mike Young and Co. who conducted the auction did a great job and he is very pleased with prices obtained and would like to thank those hire people that travelled from near and far to make this possible take this opportunity to thank the Hire Association for the help and support freely given over the years and the friendly conversational way in which it was given.

On behalf of the suppliers being given such a warm and courteous welcome right from the very first days, I would like to thank Ron, Mrs. Fiveash and Tony for the pleasure of doing business with them and especially the way in which accounts were always settled on time.

Bob Snowden, Flextool Australia



# Association News

## SA

### Barossa Valley Seminar

The Barossa Valley Junction played host to the SA Region Seminar weekend, and despite the adverse weather was a great success.

Following the Saturday lunch, the Association members moved into seminar mode, while the wives terrorised the the wineries and tourist havens of the Barossa Valley.

Brian Sincock, C.E.O of the Barossa Region Economic Development Authority (BREDA), an authority set up by the State and Local Government, to develop and assist regional economic development in the Barossa. Brian briefly outlined what the organisation was doing to promote business in the area, while also outlining how BREDA could assist any person interested in becoming involved in business in the region.

Russell Brown, from Elgas and gas equipment expert, Mark Cambidge, outlined the necessity of gas cylinder safety in the workplace, also adding some technical advice on cylinder maintenance.

John Stevens, from Richard Stevens Hire, the next speaker, spoke on the benefits of taking staff and management to Conventions. John also showed some interesting videos taken on one of the annual pilgrimage of the Stevens brothers and staff to the American Rental Association Conventions.

The business end of the Seminar concluded on the Saturday afternoon, Blair Crawford, from the WorkCover Corporation gave an informative speech on why changes in the legislation were necessary, while looking at injury statistics and the real cost to business. Blair also addressed the necessity of having a basic awareness of the National Standard for Plant and the Plant regulations. Finishing off on the subject of Duty of Care and Compliance.

There was little doubt, with the rain bucketing down, The Junction Resort dining room was the only place to be on the Saturday night.

Local winemaker, Lindsay Stanley, gave the most informative English language summary of the Australian Wine Industry after dinner.

He obviously convinced some of the attendees of its benefits, as there were some noted stragglers and none starters at the breakfast on Sunday morning.

## Training

The " Testing of Electric Equipment" Course (AS3760) has been very successful during the last few years. The Association is now reviewing the course to accomodate members current requirement.

## New Members

Mr Barry Hawkrige  
Rite Way Hire  
339 Pascoe Vale Road  
Essendon Vic 3040

Mr. Bruce Love  
Wangaratta Party Hire i/  
2 Parfitt Road  
Wangaratta Vic 3677

Mr. Andrew Dundas  
Big Country Hire Mansfield  
PO Box 451  
Mansfield Vic 3722

Mrs. Mandy Kirley  
Mansfield Part Hire Pty Ltd  
P.O. Box 211  
Mansfield Vic 3722

MR. Adam Furst  
Old Bull & Box Engineering  
PO Box 1351  
Wodonga Vic 3689

Mr. Blair Fry  
Taskmasta Pty Ltd  
200 Alexandra Parade  
Fitzroy Vic 3065

Mr Peter Mulhem  
Peters Commercial Kitchens  
10 Goongarrrie St.  
Bayswater 6053

Mr.Scott Morrison  
Diamond Boart/ Target International  
26/7 Salisbury Road  
Castle Hill 2154

Mr. Lal Emerson  
Hirewise  
459 Pacific Highway  
North Gosford 2250

Mr. John Neilson  
Quality Rigging Services  
Unit c, 44 Edward St.  
Riverstone 2765

Mr. Ken Todd  
Airdraulic Birco Group  
3/3 Lanceley Place  
Artarmon 2064



## Getting the most from your advisers

Most people know they need an accountant for taxation purposes and a lawyer to check through a lease on their business premises. But an accountant and lawyer can do much more for your business. A good accountant and lawyer is aware of the economic legal and financial environment affecting business, so use their knowledge and experience to anticipate changes and plan for survival and growth. Because business owners become immersed in their day-to-day operations, it is important to have an independent view of their business situation. There is no single right way of choosing a business adviser for your business, but the following three easy steps are a useful guide.

### Ask for recommendations from:

- business contact
- your local bank manager
- other business adviser
- friends with relevant experience
- or ask for references from the advisers existing clients.

The Office of Small Business in your state has the names of accountants and lawyers in your area who have specifically indicated their willingness to assist small businesses.

### Arrange an initial meeting and prepare a list of questions for the meeting. Ask about:

- your business proposal or plan, is it sound and is it viable
- their experience with businesses similar to yours: the more experience with businesses like yours the better they will be able to provide expert advice
- what they can offer: range of services, skills and areas of special expertise
- how will you be charged: their hourly rate and an estimate of likely costs
- who will be your main contact in the firm: identify and meet all persons you are likely to have contact with.

### Feel comfortable with and have confidence in the person you choose.

- if you are not satisfied, get another adviser.

Remember they work for you, not you for them.

### Some important points to remember:

- don't make a choice based on cost alone.
- satisfy yourself with business contacts that costs quoted are reasonable
- don't choose someone you cannot communicate with easily
- ask questions about service which can help you manage your business better
- meet with more than one adviser before making your choice.
- do not use the adviser of the other party involved in business negotiations. A solicitor or accountant can only serve the interests of one party at a time

### Working with your accountant

You should use your accountant for more than tax and statutory services.

A good business accountant can help with:

- evaluating a business proposal and preparing a business plan
  - information on sources of funds and assistance with preparing applications for finance
  - setting up a business or buying, restructuring or expanding an established business
  - preparing a cash flow budget and advising on how to use it to manage your business better
  - costing your products and/or services and areas where you may be able to reduce your costs
  - pricing your products/services in a competitive environment
  - methods to control inventories, debtors and other aspects of your business to help minimise your debt
  - information on employing staff, remuneration packages and retirement planning
  - comparing your actual performance with your projected performance and how you can improve
- For further information call the Australian Society of Certified Practising Accountants in Australia on (02) 262 6200 or the Institute of Chartered Accountants in Australia on (02) 290 1344

The Office of Small Business in your state is always available to talk over business management issues. Give them a call to arrange an interview with their business adviser nearest to you.

**It's confidential and it's free.**



# Air Tools

Trade Tips

To use an Air Tool you need to have a pressure considerably higher than atmospheric pressure. Atmospheric pressure (14.7 P.S.I ) pounds per square inch.

Air compressors use atmospheric air drawn in by reciprocating piston motion, usually driven by an electric or petrol motor and then compressed within the cylinder by the piston.

The compressed air is then transferred through the exhaust side of the cylinder into the storage tank and held until required.

A pressure regulating switch controls the motor stop - start ( factory set to approximately 120PSI cut out - approximately 90 PSI cut in )

A relief valve controls the storage tank maximum pressure ( 125 PSI ).

All Compressors with storage tanks should have adjustable pressure regulators, thus allowing the compressed air leaving the tank to be adjusted to a level suitable for the application.

A drain on the bottom of the compressor storage tank should be opened at the end of each days use to remove any atmospheric moisture that may have been drawn into the unit.

Note release all air pressure from the storage tank before opening drain.

## Angle Grinde

7"

10 CFM

## Body Saw

6 CFM

## Spray Gun low pressure

4 CFM

10 - 40 PSI

## Spray Gun High pressure

10 CFM

30 - 70 PSI

## Compressors + Air Tool hints

Extension leads and air hoses are critical to have sized correctly allowing compressor delivery specified and tools to receive ample capacity.

The maximum length of an air extension lead (15 amp cable) for a say 12 CFM Compressor should be no greater than 50 metres.

The length and diameter of a air hose from a Compressor to a tool should be sized to suit the particular tool.

The standard 3/8" (10mm) internal diameter air hose is generally suitable for small tools and also no greater than 50 metres.

Peter Armstrong - National Hire

## Air Tool Consumption ( Cubic feet per minute (CFM))

### Impact Wrench

3/8" drive	20 CFM
1/2" drive	25 CFM
3/4" drive	30CFM
1" drive	50 CFM

### Ratchet Wrench

1/4"	20 CFM
3/8"	20 CFM
1/2"	20 CFM

### Air Drill

3/8"	5 CFM
1/2"	5 CFM

### Die Grinder

5 CFM

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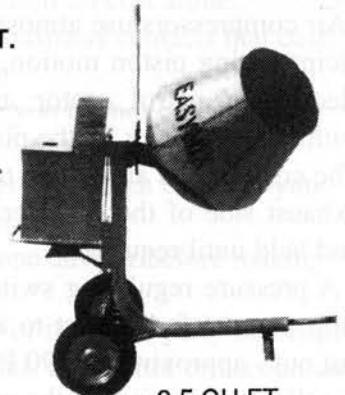
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## HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:  
CONTACT YOUR STATE ASSOCIATION

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

Contact:  
Company:  
Address:  
Phone:

Postcode:

DATE

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

CHEQUES SHOULD BE MADE PAYABLE TO: HIRE & RENTAL ASSOCIATION



# The Newton Invention

A world-first - a sturdy, easy to use mechanical brick delivery system that revolutionised many parts of the building industry, was developed in Australia in the late 1940's. The inventor, Ron Newton never received any acclaim or awards for his invention, yet nearly 50 years later, nobody has been able to improve on Newton Brick and Block elevators and nowhere else in the world is a similar device available.

Newton was man with a vision far in advance of his time - if these Brick and Block elevators had suddenly appeared on the building scene in the 1980's their status as an 'Aussie icon' would be up there with other famous Aussie inventions like the wine cask.

Ron knew he was on a 'winner' but getting the people to actually lay out the money and purchase a very new and different product was another matter altogether. Showing the same initiative that he had in developing the Brick Elevator he decided that if the mountain would not come to Mohammed, Mohammed must go to the mountain. Ron quickly donned another hat and became one of Australia's pioneers in the Hire Industry.

Again Ron judged well - Hire was a novelty, the modest cost of it a bargain and demand for his invention quickly grew in leaps and bounds. Back in the 40's, 50's and 60's Australian builders did know a good thing and over the decades he was kept pretty busy both hiring and selling Brick elevators. Some people liked the convenience of Hire which meant all repairs maintenance (not that much is needed with these machines) and storage was taken care of for them by the lessor, many others were purchased by small builders, building companies and renovators. They were very efficient and very affordable - there was no reason why every builder who preferred to have his own should not have one or more

By the 1980's however, their inventor and patent owner was very old and frail and had never received the recognition he deserved. He was still quietly producing his elevators, but never became part of the 'publicity machine' of the 1980's - a time when many new young people and companies were entering the industry and his still excellent invention became overlooked. Added to the brick elevators woes was the fact that in it's infancy so many were produced two (or more) elevators, with often minor problems (for which spare parts were readily

available), were 'cannibalized' by short-sighted owners to make one good machine. As we head rapidly towards the millineum these machines are as good as ever but were becoming more and more hard to come by. Were, because, at almost the last minute the elevator industry has been revived.

Barry Newton, nephew of the inventor had worked alongside Ron Newton developing and building these machines in school vacations since he was 14 years of age. Later, after completing his apprenticeship he became a full time employee of Newton Brick Elevators. After a number of years Barry had many ideas he wanted to develop and action so he left to found Conveyor & Hoist Rentals but never lost his enthusiasm for or interest in Brick Elevators. In 1993 Newton Brick Elevators and Newton Block Elevators, which had left Ron's control and fallen even further into the 'doldrums' were returned to the 'Newton fold' and the Newton family now intend to get these great little labour savers quickly back up where they rightly belong.

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2000 BLASTER**

2000psi/150bar  
11 Imp - 6H.P.  
Engine Driven

**Includes**

- 10 metres hose • Pressure gauge
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200bar  
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**CUSTOM  
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AVAILABLE**

**Includes**

- 10 metres hose • Gun
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## NEW ZEALAND ROUNDUP

### 1996 Convention

The 1996 Convention and Trade Show has been and gone. A record 55 Companies exhibited at the Trade Show held in the Overseas Passenger terminal in Auckland while the Convention business sessions with the them HIRE QUALITY and social events were held at the Sheraton Hotel. The exception was a harbour cruise on the Wednesday night following a late opening of the Trade Show, this being a first for New Zealand.

Because of the location many Auckland Hire Companies made provision for their staff to attend the Trade Show particularly as well as some of the other events. Key Note speakers addressed topics on Successional planning - Planning for the sale of your business as well as Quality/servie.

The 1997 Convention and Trade Show is booked for Christchurch (close to excellent skiing for our overseas visitors) August 5 - 7.

#### INDUSTRY SURVEY

A recent Survey among Members solicited some interesting information as to the current state of the Industry in New Zealand. With about a 40% response rate the following is some of the collective information:

Credit Card facilities offered

EFTPOS available

Yes 86%

Yes 41 %

50% of respondents used the Hire & Rental Co. Insurance scheme for their insurance cover.

Quality Assurance scheme in place

Staff on employment contracts

All respondents agreed the industry was a growth one.

Yes 81 %

Yes 58%

Other questions related to specific banks and fuel companies used as well as providing details of turnover.

#### MEMBERSHIP BENEFITS

Recent benefits arranged for members included:

EFTPOS - Credit Card discounts through Westpac Bank.

Insurance Scheme specifically for Hire Companies. Over one third of members have joined the scheme being operated through a newly established company. Reported savings on insurance premiums have been up to 40%.

Plant Instruction sheets for companies to copy and

distribute to their customers.

Depreciation rate reduction for Marquees.

#### NEXT GENERATION

The Association has established a database of employees in the industry at managerial/supervisor level as a NEXT GENERATION Group. To date over 30 people have been nominated and the first newsletter has been issued. A Breakfast meeting was held at Convention and a Forum weekend is to be held in Wellington mid September, partly funded by the Association Training Foundation.

#### TOWARDS THE FUTURE

As a means of continuing to move the Association and Industry forward the Board of Directors has agreed to establish 2 sub committees which will advise the Directors on specific matters: Party Hire - 3 people have been appointed by Companies involved in this part of the Industry to represent their interests.

Elevating Work Platforms & Scaffolding - Again Companies involved in this aspect of hire have elected a small sub committee of 3 persons.

Association Strategic Plan

Just put together by the Directors is a Strategic Plan for the Association to cover activities for the next few years (although this will be subject to yearly review).

The Goals of the Plan are under the following headings. Within each Goal are a series of objectives.

A. Members will gain benefit as a result of their membership and participation.

B. Members will through the Association improve or achieve experience and skills to successfully operate their businesses.

C. The Association will be recognised as a leading Advocate for the Hire & Rental Industry.

D. To promote to the public that the Hire & Rental industry provides a valuable service to the community

E. To ensure the Association and the Directors keep up to date with international trends in the Hire & Rental industry.

F. To ensure the Annual Trade Show benefits both Members and Suppliers.

G. To ensure leaders of the Association will have the experience and skill

The Plan was discussed and adopted at the recent AGM.



# Mole's product range

The MOLE GROUP OF COMPANIES has been providing excellent service to the HIRE & RENTAL INDUSTRY for over 40 years. With branches in every state of Australia you can be sure of obtaining the back up and support that you expect.

Well known for the long association with the Ditch Witch range of trenching products, Mole also offers high quality products from a variety of manufacturers.

## DITCH WITCH

Ditch Witch invented the trencher and the competition has been trying to catch up ever since. The 1020 and 1220 pedestrian trenchers are the number one selling trenches in the world. They are legendary for their reliability, performance and ease of use in the 10 and 12 HP classes. Have a look at the tiger chain on the 1220 on display. This high quality chain has weld on carbide teeth which are designed to provide an effective digging surface in a wide variety of soil conditions for the life of the chain.

## SUBSITE

Ditch Witch are known as "The Underground Authority Worldwide". The subsite range of pipe and cable locaters have been developed by Ditch Witch to provide an accurate and reliable way of locating buried pipes and cables. The 75R and 75T can be used by plumbers, electricians and anyone who needs to locate existing services before beginning excavating or installation of new services.

The 75R is a light weight receiver which can locate buried pipes and cables when used on its own by detecting naturally occurring Frequencies or in conjunction with the 75T transmitter which can transmit a range of frequencies for even greater accuracy. Both units are designed to be easy to use with a simple to read LCD panel and key pad. The units use the latest digital technology powered by alkaline batteries.

## MORBARK

Discover the Morbark advantage! Morbark were the first to develop the disc style chipper. Their basic design has been copied by others ever since. Realising the deficiencies of the disc chipper Morbark developed and patented the pocket drum style wood chipper.

The Model 2070 on display is powered by a 25 HP Kohler Command and has a capacity of 130mm. Like all Morbark wood chippers with the patented pocket drum it is safer to operate, easier to maintain has lower maintenance and longer knife life with greater productivity than any other unit in its class. You can even chip palm leaves with a Morbark!

## LEVCO

The Levco HD45 is a fully hydrostatic driven pedestrian stump and root grinder powered by a 18 HP Kohler Command engine. With hydraulic driven there are no belts, chains, gears, or clutches to wear or break. In fact there is no need for any grease fittings on the HD45. This ensures a robust, low maintenance and powerful drive train. The cutter head has ten tungsten carbide teeth which can be resharpened. A rock tooth is also available it rocks will be encountered during the stump grinding process.

This well balanced unit cuts in a vertical motion so as to cut with the grain of the stump. This speeds up the cutting process and reduces the shock transmitted to the machine and to the operator. The KD45 can cut from 460mm above ground level to 300mm below.

## STANLEY HYDRAULIC TOOLS

The "Lighter Than Air" alternative! Stanley hydraulic tools offer light weight with high performance from their range of hydraulic breakers, pole saws, chain saws and pruners. These powerful tools can be operated from the hydraulics of an excavator, trencher or cherry picker, in fact any machine with hydraulic power pack can be used. This compact unit is light in weight, is easily Transported to the site and with 7 metres of hose access to the job is not a problem. Compare the size and the features of an equivalent pneumatic system with the Stanley hydraulic system. Being hydraulic the units are quiet in operation, heavy duty in construction and self lubricating for long life. The BR4817801 breaker is also less fatiguing to use due to the vibrodamped handles which effectively isolates the operator from vibration.

## MIKASA CONSTRUCTION TOOLS

Check out the Mikasa MT-63W tamping rammer and MVC-90G vibrating plate compactor. All Mikasa construction equipment is designed to deliver more impact energy where it counts as well as to be long lasting. The bottom line is a better, faster job with less down time for maintenance and a longer working life for your investment. The new to Australia, MT-63W tamping rammer is by far the most powerful unit on the market, yet it is light in weight. A variety of feet are available to suit the job at hand and being manufactured from laminated timber are long wearing and shock absorbing resulting in less wear and tear on machine and operator.

## Mole Engineering

14 Amax Avenue

Girraween 2145

Tel : (02) 9 896 9333 Fax: (02) 9896 1488

Tel: (02) 9896 9333 Fax: (02) 9896 1488



## BRIGGS & STRATTON'S SMART-FILL FUEL CAN

Briggs & Stratton has released a new Smart-Fill Fuel Can which is a result of a quest to design and manufacture the best fuel can in the world. Smart-Fill's patented design prevents fuel spills in refuelling lawn mowers, chainsaws, edge trimmers or any small engine powered equipment.

The Smart-Fill Fuel Can is designed for both petrol or two stroke mixtures and has a 10 litre (or 2.5 gallon) capacity. It is manufactured from heavy duty engineering grade plastic and is designed to prevent the escape of fuel or fuel vapour, even in storage.

The Briggs & Stratton Smart-Fill has a unique, patented spill resistant nozzle which opens only when the nozzle is inserted into engine fuel tank and shuts itself off automatically when the tank is filled. The nozzle also locks for storage or transport to prevent accidental spills. The rapid flow design enables a small engine fuel tank to be filled in 15 seconds.

The Smart-Fill has two handles formed into its outline enabling the can to be safely balanced with one hand while refuelling takes place.

The new Briggs & Stratton Smart-Fill Fuel Can has been a major success in the lawn and garden care products market in the USA and is now available in Australia from the national network of authorised

Briggs & Stratton dealers. The recommended retail price is approximately \$29.00.

Trade enquiries are invited to Briggs & Stratton Australia, PMB 5048, Dandenong 3175, or telephone (03) 9796 4900.

The new Smart-Fill Fuel Can from Briggs & Stratton



overcomes the problem of spills and fuel leakages in refuelling lawn mowers and garden equipment or any small engine powered machine. The SmartFill has a 10 litre capacity and its rapid flow design will fill a small engine tank safely in 15 seconds.

## 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 (3000 psi) and a maximum flow 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 system, 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 dyecast crankcase. The extra capacity of the crank case gives the pump excellent cooling characteristics.

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

The pump is designed for direct drive and comes

complete with 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 blaster. A complete catalogue on Bertolini replacement pumps for high pressure water blasters and price list is available from Australian Pump Industries distributors across Australia.

For further information about this press release, please contact

Mr Hamish Lorenz on (02) 9655-1541.



# NEW SIMPLICITY REGENT LAWN TRACTOR DESIGNED TO DRIVE LIKE A CAR

You can imagine the customers surprise when they receive a copy of the offending Invoice or Statement before they have even hung up the phone! A fax card will also work in very well with your Word Processor allowing you to fax all your quotes and mailers directly from the system. Good systems will also let you "print" your quotes and mailers to a file where they are stored until a pre-set time, late at night for instance, when they will then be processed. This is an excellent way of saving someone from having to stand over a fax machine for hours at a time. You will also have significant savings on paper.

As you can see there are many benefits to be enjoyed by having a fully integrated computer system in your business and you should not settle for anything less. We hope this article will allow you to make a more informed decision when you start looking at systems for your business. If you are still confused you can call either Bruce Davies at Trilogy on (02) 9330 0403 or Chris Pannell at Software Link on (043) 653 388.

Simplicity, a leading US manufacturer of lawn tractors and ride-on mowers, set its product development team the challenge of taking a new look at their traditional design approaches. Their brief was to produce a new lawn tractor which drives like a high quality motor car.

The result, the new Simplicity Regent lawn tractor, achieves fundamental operator benefits plus a distinctive new style.

For instance the Regent has a remarkable turning radius of only 35cm (14 inches) that enables trees, garden and lawn boundaries and borders to be negotiated with ease.

The new design of the Regent also provides foot controlled speed selection in either forward or reverse direction.

New standards of operator comfort have also been introduced like the seat which automatically lowers as it is moved forward making it instantly comfortable for people of all sizes.

The control functions have also been placed in easy to operate positions. And the new aerodynamic shape gives the operator far better visibility both forward and backward of the tractor.

Operator comfort however was not the only brief. Since lawn tractors are the major maintenance machine for anyone with grass and lawns to mow, the mowing deck has been redesigned to respond immediately to

any change in the lawn condition. There is a full 1 metre (38 inch) cutting width, a centre mounted anti-scalping roller and even the wheel gauges are adjustable.

The unique Simplicity torsion bar suspension also contributes to the ride and operator comfort, even in hard turns. The Regent's unique transmission carrier system also provides the traction needed to work safely on sloping ground or side falls.

A standard feature is the Simplicity Quick Hitch which enables a range of implements from a box trailer to a mulcher to be towed or operated behind the tractor.

The new Simplicity Regent lawn tractor is powered by a 14hp Briggs & Stratton Vanguard overhead valve petrol engine, driving the hydrostatic transmission and giving a maximum forward speed of 9 kmh (5.6mph).

Following the outstanding market acceptance in the US lawn and garden care market, the first Simplicity Regent models released in Australia by local Simplicity distributor, Motorcolt Australia, have sold immediately, proving both their competitive pricing and the operator comfort benefits accruing from the revolution in design.

Further information on the new Simplicity Regent lawn and garden tractor can be obtained from Allan Wilkinson, Motorcolt Australia 48 Greens Road, Dandenong 3175. Telephone (03) 9794 6222.

*The new Simplicity Regent lawn and garden*



*tractor available from Motorcolt Australia has been designed with the challenge of driving like a motor car and affording the highest levels of operator comfort and safety*



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## VIO30 - Super Swing

Tutts has recently delivered a Yanmar Super Swing Excavator model VIO30 to a Sydney contractor, Davis Earthmoving and Quarrying Pty. Ltd. who is contracting in the Sydney Metropolitan area.

Mr Davis selected the Yanmar VIO30 Excavator because of its unique "Zero" tail swing feature which allows the operator to rotate the machine without fear of hitting any objects with the tail of the machine and to work in very confined areas where other machines just can not operate. The VIO30 has a conventional boom and offers very good vision towards the ground at the front and the rear due to the curved compact body.

The machine is powered by a Yanmar Water Cooled TNE 82 Diesel engine at 2200 RPM which ensures a maximum noise level of 65 dB(A) at 7 metres which is ideal for suburban environments.

The operator has a comfortable seat, ample leg room and two speed travel for operation on larger blocks.

Specification are:

Digging Depth	2.75 metres
Digging Reach	4.71 metres
Maximum Bucket	2400 kg
Digging force	
Swivel Speed	10 RPM
Travel Speed	2.3.4.Km/h
Ground Contact Pressure	0.25 Kg/Cm <sup>2</sup>

These units come with a rubber tracks and a 3rd. hydraulic valve as standard and are available with a cabin or a canopy option.

For more information or a technical data sheet Contact:

Rod Hale  
Tutts  
2 South St.  
Rydalmere  
2116

Tel: (02) 9684 4400

Fax: (02) 9684 1501





# DON'T BE CAUGHT OUT

Nobody wants to be left sitting in the corner while others are racing ahead. The 1996 Hire & Rental Convention and Exhibition, in Sydney from 22-26 September, will provide the latest information to help you take advantage of better business strategies, industry trends and new equipment.

'Round Table' workshops and high calibre speakers will ensure that all delegates receive 'take-away' information relevant to their own business.

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

Exciting social events make this year's Convention & Exhibition bigger than anything you've been to before. And if you have not previously attended, come along and see how easy it is to be 'top of the class'.

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





The new  
Model 1220 trencher

# Less is more.

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

More reliable, with less upkeep. More profitable, with less expense. Call today for more information, and learn why you shouldn't settle for anything less.

## Less effort.

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



## Less hassle.

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



## Less parts.

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



## Less repair.

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



## Less maintenance.

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

DISTRIBUTED BY:

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