

# HIRE and RENTAL Industry Quarterly

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL  
ASSOCIATION OF AUSTRALIA

NOVEMBER 1996



1996 HIRE & RENTAL  
EQUIPMENT EXHIBITION



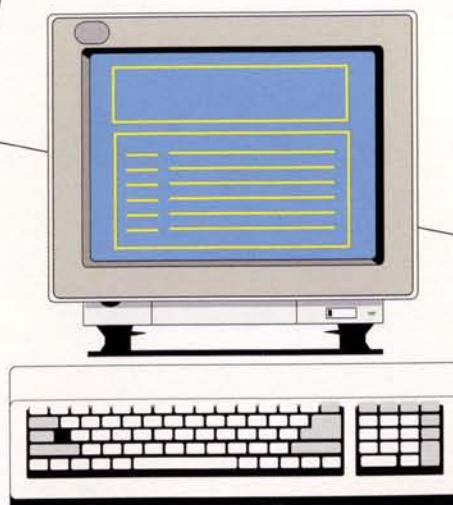
# THE LEADING AUSTRALIAN OWNED SOFTWARE PACKAGE FROM TRILOGY

## 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



## PROVIDING COMPLETE BUSINESS SOLUTIONS TO THE HIRE INDUSTRY

SYDNEY ■ MELBOURNE ■ CANBERRA ■ PERTH ■ BRISBANE  
CONTACT BRUCE DAVIES ON: PHONE (02) 9330 0403 FAX (02) 9317 3275





#### **National Association**

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**

President: 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) 277 4144  
Fax: (09) 478 1359  
Secretary: Lisa Coles  
Tel: (09) 310 9345  
Fax: (09) 310 9344  
13 Wheatley Drive  
Bull Creek 6155

## **PRESIDENTS MESSAGE**



Those of you that didn't attend the 1996 Hirexpo in Sydney missed a great show.

The venue was excellent, providing easy access for exhibitors, and the convention hotels, being in close proximity, allowed an easy flow between hotel and the exhibition and seminars for delegates.

I spoke to a lot of delegates who all seemed pleased by the number of different supplier companies, and most declared the workshop sessions to be of great value to their businesses.

It was good to catch up with many familiar faces, but in addition it was good to see many new faces who were attending their first National Convention. I'm pleased to report that all those I spoke to were planning to make it a regular part of their business growth.

The opening speaker, Dr Frank Gelber, of Bis Shrapnel, who are economic forecasters, spoke with great enthusiasm of the exciting times ahead over the next few years, for those hire companies who are prepared. According to Dr Gelber, the construction industry is set to expand greatly in all areas apart from retail construction.

His message was to get prepared! Look to invest in equipment which is applicable to these opportunities. Ask your customers how you can be of more value to them. Listen to their suggestions of equipment they would like to see in your yard. Those who get in early will reap the rewards, he said, those who hang back will find that by the time they recognise that things are moving, the opportunities will be on the downward slide.

My thanks go to the excellent job done by the New South Wales Convention committee, headed up by the convention chairman Rob Christie, for a wonderful show. This year saw a record number of delegates, which is not only testimony to the tremendous amount of effort put in by the committee and our convention organisers ICMS, but also better economic times.

Already the work has started on next year's convention at Jupiter's Casino at the Gold Coast, which is planned to be held between August and September.

I urge all of you to mark these dates aside in your diaries for what will be another few days full of ideas to help make your business better, learn from others in the industry, and tips to help you make more money! Your National Committee is pushing ahead with action on the National Plant Standards. A sub-committee has been formed, comprising representatives from each state, to make sure we were all informed about this issue and to work with the State Associations. Over the next few months you will be seeing greater activity through your State Association in letting you know exactly what this legislation means to your business and how you should be preparing to make sure that you are fulfilling your obligations.

Christmas arrives before the next magazine comes out, so I would like to take this opportunity to wish you and your families a safe and Happy Christmas, and all the best for a great and prosperous New Year.

**Richard Crommelin**



## Will the Government come to the aid of small business

The overwhelming victory by the Liberal Party at the last Federal Election was a sign of confidence by voters. The result was a clear indication that the public felt that the future of the country was better in the hands of the Liberal Party, after thirteen years of Labor rule.

Eight months on, this confidence is no longer so apparent, as certain sectors are beginning to voice murmurs of discontent at the Government's performance. Not least of these is the small business community.

The Prime Minister, John Howard, in his election campaign emphasised the importance of small business. Using rhetoric such as,

"small business is the engine room of economic growth," pledging his future support for small business should he be elected.

While the search for a politician who fulfils their election promises still continues, no doubt these words were a comfort to those involved in small business.

Since its election win, the Government's first priority has been to bring down a tough budget, to counter act the "black hole" left by Labor.

In the meantime the position of small business has worsened, and it is in need of some impetus in order to get it moving.

The almost inevitable upsurge in the economy that usually accompanies a change of Government didn't happen. The expected business confidence stemming from the Liberal Party's victory hasn't materialised. The economy has slowed and business confidence is down. With future economic outlook looking bleak.

Recent interest rates falls may seem like a step in the right direction, but in reality, they are inspired by a need to stimulate the economy, and the benefits don't flow through to the business sector.

With the ever increasing cost of running a business, coupled with the tightening of margins, in the low inflation environment, the small business operator is finding it very difficult to pass these costs onto the consumer.

Business related bankruptcies are running at a rate almost equalling those of the 1991 recession.

The Government must find a way to come to their aid of small business, by delivering some concessions, that will not only kick-start the economy, but also restore business confidence.

The need for taxation reform has long been a target of business groups, with most pinpointing reform in the area of sales and consumption taxes as important.

Whether the Government will go down this path, in view of its budget tightening economic policy is another matter.

With most industries feeling the effect of the slowdown in the economy. It appears that only intervention by the Government, by way of some form of concessions to business, will provide the stimulation needed, to get the economy moving again and allow small business to be the major contributor to the economy it always has been.

**Greg Kelson**

The Hire & Rental Industry Quarterly is published by C & I Publishing ( " the Publisher" ) for the Hire & Rental Association of Australia Inc.

The contents of the Hire & Rental Industry Quarterly are the sole responsibility of the Publisher and are subject to copyright and must not be reproduced in any form without the written permission of the Publisher.

While every care has been taken to ensure that the material contained in this journal is correct, it has been provided for the purpose of general information only and must not be relied upon in any instance without appropriate expert or professional advice and assistance. Accordingly, to the maximum extent permitted by law, the Publisher and the Hire & Rental Association of Australia Inc. accept no responsibility for any claim which may arise, directly or indirectly, from any person acting on information contained in this journal

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

#### **Publisher:**

C & I Publishing  
3/112 Garden Street  
Maroubra NSW 2035  
P.O.Box 308  
Rose Bay, NSW 2029

#### **Editor:** Greg Kelson

Tel : (02) 9387 7858  
Fax: (02) 9389 8348

#### **Typeset and Layout**

Junction Graphics  
Suite 1 Maroubra Court  
181-191 Maroubra Rd.  
Maroubra Junction  
2035



# Hire & Rental Industry Quarterly

Official journal of the Hire & Rental Association of Australia

November 1996

## CONTENTS

### Association News

Presidents Message	1
State news roundup	27
New members	28

### From the Editor

Will the Government come to the aid of small busines	2
--	---

### Occupational Health & Safety

OH&S Auditor Certification Training	21
-------------------------------------	----

### Industry News

Kennards buy Jonkers Hire	11
Grove Manlift appoints Tony Clapin new Sales Manager	18
Singapore group buys Tutts	22

### Management

Employing Staff	43
-----------------	----

### Equipment News

Hire Industry special	6
New Upright SP 37	8
Wackers Trench Roller	15
Uprights MX	16
New Tanaka drill	18
Flextools new surface preparation machine	25
Kubotas new warranty	26
Roller change out	34
Tutts new Mustang	42

### Regular Items

Upcoming Events	17
Safety Manual	31
Party Hire	35
Environmental Guide	37
Trade Tips	39
New Zealand News	45
Advertisers Index	46

## FEATURES

### 1996 National Hire Convention and Exhibition

A winner at Rosehill	27
----------------------	----

### Belgrove Hire

From automotive sales to hire a wise decision	5
---	---

### Presidents Award

Mark Cambridge wins 1996 Presidents Award	10
---	----

### Product Spotlight

Pressure Washers the reliable hire unit	23
---	----

### Computers in the Hire Industry

The fourth of a six part series on Computers and their benefits to the hire industry	29
--	----

### Equipment for Sale

Have you any pre - loved equipment for sale.? Turn to page	31
--	----

### Environment

Defences against personal prosecution	33
---------------------------------------	----

### Front Cover

1996 Hire Equipment Exhibition
Rosehill Racecourse



# **OAMPS Hire & Rental Division expands to offer members even more!**

## **Did you know OAMPS not only offers...**



**The exclusive "Hire and Rental" insurance policy providing ...**

- Theft by Hirer
- Waiver of subrogation
- Competitive rates for Public and Products Liability
- Competitive Premiums - payable in easy to manage instalments (conditions apply)
- Fast, efficient claims service.

## **But also ...**



**Financial Services offering competitive options for ...**

- Leasing - Motor/Equipment/Fixtures etc.
- Business Acquisition
- Refinance
- Business and Home Mortgage Finance
- Life Insurance and Income Protection

## **And ...**



**Access to a flexible, cost effective Superannuation Plan featuring ...**

- Low cost administration fees
- Choice of investment mix
- Leading returns

**Why not call OAMPS Hire and Rental Division today for free  
advice or an obligation free quotation**

**1 800 234 567**



# From automotive sales to hire

## A wise decision

John Guiney, from Belgrove Hire, grew up in Geelong, the second largest city in Victoria, which nestles on Corio Bay, situated 70 kilometres south west of Melbourne. John's early working career saw him involved in the sales side of the Automotive industry, and it was through this involvement that led to him getting started in the hire industry.

In 1976 John was supplying spray painting and panel beating equipment to the automotive industry through his distribution company, Belgrove Distributors. During the course of visiting service stations he noticed how several of these had trailers for sale. When a friend purchased a service station, he and John put a trailer up for sale on the property. But it soon became apparent that people were more interested in hiring trailers than buying them, so they arranged for trailers to be placed in two other services stations in the area, for hire, with the Proprietors operating on a commission basis. The trailer hire was at the time a minor subsidiary to John's distribution business, with initial progress slow. But when John's partner opted out of the trailer business, John's wife Judy bought his share.

But by 1974, when the lease of the premises on which Belgrove Distribution occupied expired, he found that through his involvement with the panel beating industry he had added Compressors and Pumps to his hire range.

John leased a block of land in East Geelong which contained a service station and a warehouse at the back. The idea being that Belgrove Distributors would

operate out of the warehouse and the hire operation out of the service station. This arrangement continued for a short while, then in 1978 John purchased a block of land in South Geelong, which is the current location of the business. As Geelong grew, so did the opportunities, the hire side of the business expanded into other areas. General hire equipment was added to the range and site accommodation was becoming one of the mainstays of the business.

The growth in the hire side of the operation started to outgrow the distribution side to the extent that in 1990, Belgrove Distributors was closed down in order to concentrate on hire. This allowed the hire operation to extend its range of equipment, which had already expanded into plant hire, access equipment hire and to a minor degree party hire, in order to keep pace with the demand of the area.

Geelong with a population of 200,000, offers great opportunities for hire companies. With a steady construction industry, good industrial opportunities, led by companies such as Alcoa, Ford, and Shell, and the outsourcing of public work, by local Government, Geelong follows the trend of Victorian Government Departments in this area. Providing hire companies with a wide range of potential areas of involvement.

In order to cope with the demand it is necessary to carry a wide range of equipment, while the competitive environment making it also necessary to continually upgrade equipment, as the hirer of today is becoming more discerning and wants the latest equipment.



*Belgrove Hires premises in Gravel Pits Road, South Geelong*

Belgrove Hire has now consolidated its position as one of the leading hire companies in Geelong, but, as the business has grown so has the need for real estate space, the original block bought in 1978 has been extended to embrace four blocks of land in order to house all the equipment now necessary to conduct a competitive hire business. The original one man business has grown to seven permanent staff, including John's son Mark, who keep the business operating seven days a week.



John is a regular visitor to hire conventions, and feels the benefits gained makes attending them a necessity. The friendliness and openness of those in the industry has always impressed him, where you can sit down and discuss industry related issues with a cross section of the industry and share ideas and views. He feels the opportunity to see new equipment, discuss

new ideas, find out what is happening in other states, while keeping up with the technological changes in the industry is invaluable to the running of your business.

One of the technological advancement to the running of a business which John embraced is computerisation.

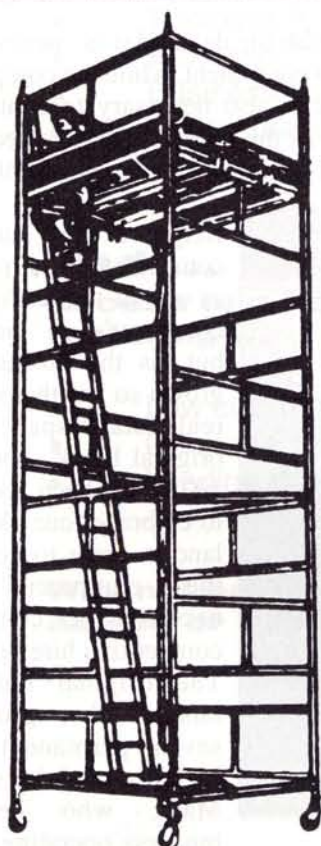
After attending last years Convention John decided

to com-puterise his business. He cannot speak highly enough of the benefits gained in this addition

In the meantime John looks to the future of the hire industry in Geelong with confidence as he seeks to continue to grow his business, which began on a whim two decades earlier, when he first ventured into hire. A decision he has never regretted.



*The same premises the day the rain came November 1995*



# NO-BOLT SCAFFOLDS

A LUMINUM LADDERS  
FIBREGLASS LADDERS  
WOODEN LADDERS

ALUMINUM TOWERS  
ALUMINUM TRESTLES  
ALUMINUM PLANKS

## Designed for the Hire & Rental Industry

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

**NO-BOLT SCAFFOLDING** PTY LTD

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

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



# Disc offers new software for old problems

**The Disc Global Retail System gives you complete financial control of your entire operation AT ALL TIMES!**

*and we're  
IBM 4694 POS compatible!*

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

## Why?

Because this software is purpose built for your industry!

And if you don't use it your competitors will - giving them an enormous advantage that will grow each month.

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

- Cut a contract for multiple hire - in moments.
- Record client details.
- Check price matrices.
- Apply contract charges or quote special prices.
- Examine your inventory, in all outlets, for major and minor categories.



Please forward a copy of your brochure.

Name.....

Company.....

Address.....

.....Postcode.....

Phone .....

Fax.....

So, give yourself the "back-office" control you've always wanted.

The benefits are GLOBAL.

Find out more by ringing 08 8363 0800 and we'll arrange a demonstration and prove that at Disc we're businessmen not boffins.



## Disc Group of Companies

11-13 King William Street,  
Kent Town, S.A. 5067.  
PO Box 302, Kent Town. S.A. 5071.  
Phone: (08) 8363 0800  
008 882 250  
Fax: (08) 8362 4477  
Email: [nickt@disc.com.au](mailto:nickt@disc.com.au)  
Sydney: (02) 9904 6064



## New Upright SP37 microboom benefits from 'Concept Unit' appraisal process

Following extensive product evaluations since UpRights first showing of the SP3 5 concept unit last year numerous changes and improvements have been incorporated for shipment of the first production units, not least of which has been the increase in working height of 600mm. Additional changes made include

- + Better approach angle for truck-loading.
- + Reduced GVW for easier transport
- + Line contactor for AC/DC capability.
- + Solid tyres as standard.
- + Tighter turning radius
- + A more rigid platform.
- + Simplified hydraulic system.
- + More ground clearance.
- + Better gradeability now 36%.
- + Solid tyres for better stability.

The machine, renamed SP37 now offers a 13.3 metre working height with very compact travel dimensions, just 1.5m wide by 3.8m long. The vast majority of comments praised the exceptionally smooth controls and compact dimensions of the concept unit and these have been retained on the new machine. Manoeuvrability has been enhanced by fitting slightly narrower tyres modifying the chassis and front axle to give a tighter steering angles and further reducing front boom overhang.

The most requested changes concerned improvements to the transportability of the unit, including the ability to load onto 7.5 tonne GVW tilt tray trucks. This has been achieved by reducing the gross weight to a low 3.2 tonnes and improving approach and departure angles along with the gradeability.

It is short, narrow and not very tall, yet it reaches up and over a long way, 6.1 m. At only 3200kg it is easy and cheap to transport and the low ground bearing pressure means safer use on suspended floors.

Designed to be energy efficient the SP37 with its 48V DC electric system can also operate from a standard 240V power supply. This low profile boom works well in tight spaces and restricted areas. Rough Terrain gradeability and "Posi-Trac" traction control make it suitable for all industrial and maintenance or even construction applications.

In common with all other new UpRight self propelled machines, the SP37 has been developed to fully comply with the latest European directives and is likely to be the first "microboom" platform to sport the CE mark. These new machines also meet the requirements of ANSI and relevant Australian Standards.

The SP37 was shown for the first time in Australia at Mining and Energy 96 in September and was featured on the UpRight stand at the recent HRA Conference and Exhibition. UpRight and Instant Access report interest in the SP37 Microboom has been very high.

### For Further Information Contact:-

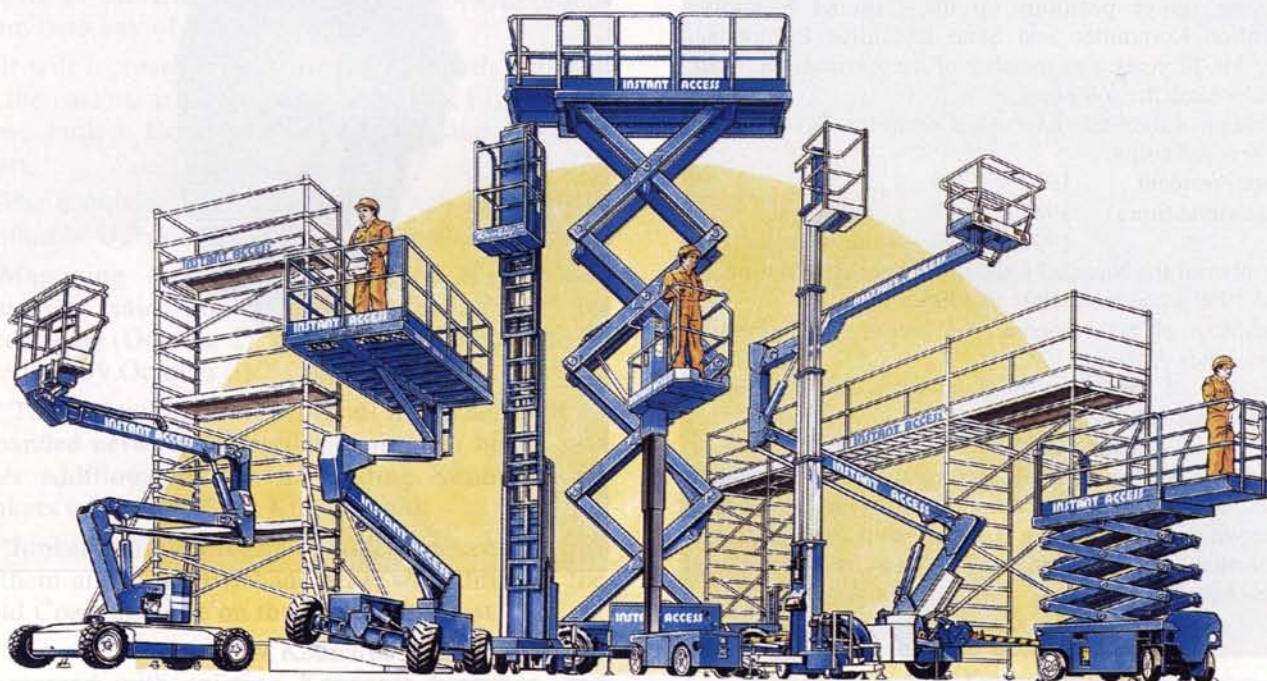
**Peter Nash,**  
**Instant Access Pty. Ltd**  
**32 Carter Street Homebush Bay**  
**NSW 2141**

**Tel: 02 9748 6200**  
**Fax: 02 9748 6255**





# Need Access? Get Instant Access.



Whatever your access requirement,  
only one company gives it to you instantly with -

- aluminium scaffolding • modular swinging stages
- scissor lifts • vertical lifts • boom lifts

Formerly Instant Scaffolds, we've changed our name to **INSTANT ACCESS**.

We believe it more accurately describes our commitment to providing the widest range of equipment that gives you instant access in almost any situation.

We can design, manufacture and supply the

right product to solve your access problem.

You can hire from us on short or long term rental, lease or purchase. Call us today.

As part of an Australian owned, global group of companies, our resources ensure that you'll get access with the **best customer service in the business!**

## INSTANT ACCESS

**The ACCESS SPECIALISTS**

INSTANT ACCESS AUSTRALIA PTY LTD ACN 001 872 500

**Head Office: 32 Carter Street Homebush Bay NSW 2141**

**Ph: (02) 9748 6200 Fax: (02) 9748 6255**

BRANCHES & DISTRIBUTORS IN ALL STATES OF AUSTRALIA AND IN NEW ZEALAND



## Mark Cambridge wins Presidents Award

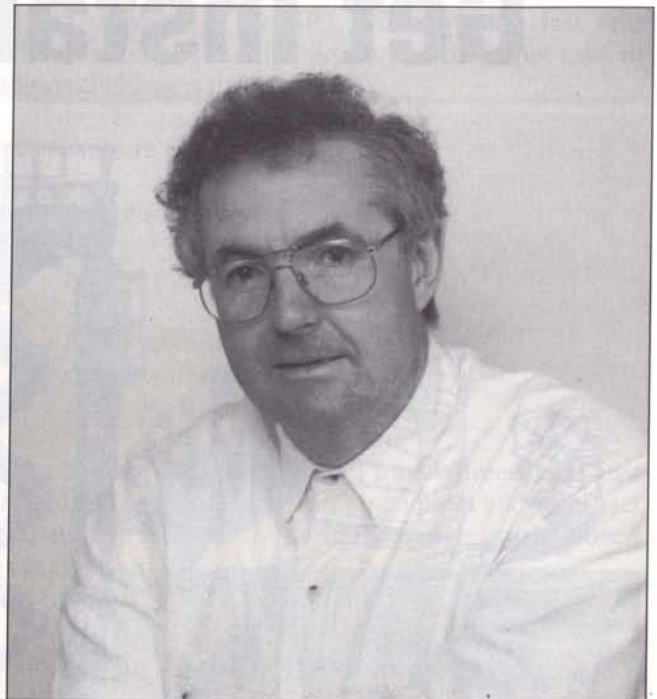
Mark Cambridge, from Cambridge Hire, South Australia, was awarded the President's Award at the 1996 National Convention, held in Sydney in September.

Mark is to be congratulated for a fine record of leadership and service to the Hire and Rental Association.

The award, presented to the hirer for his service to the industry, goes to a worthy recipient in Mark, who has provided great leadership and dedication to the Hire and Rental Industry over many years. He has represented the Association many times at both local and national level, occupying senior positions on the National Executive Convention Committee and State Executive Committee. During his 17 years as a member of the Association, Mark has undertaken the following:

- Member of the State Executive Committee from 1980 to 1996 (continuing)
- State President 1982 to 1983  
(3 separate times) 1985 to 1987  
1990 to 1992
- Member of the National Executive Committee during the mid 1980's and from 1991 to 1995.
- Chairman of the National Convention and Exhibition Committee Adelaide 1985
- Member of the national Convention and Exhibition Committee Adelaide 1990  
Adelaide 1995

Mark has been responsible for organising many training courses, seminars and association activities during his long service with the Association. His leadership and many hours of dedicated service in promoting the hire industry has been of great benefit.



## Even after more than 30 years, our gear's still going strong.

If you're in the Hire and Rental business, you're in the business of reliability. And that's why, like most people, you rely on Crommelins. We won't let you or your customers down. It's a guarantee we've kept for over 30 years.

*We're also the name behind these internationally trusted names:-*

- Robin/Subaru engines, generators and pumps.
- Bluebird lawn care products, aerators, combers and seeders.
- Groundhog trenching machines.
- General post hole diggers.
- Silverline floor sanders.
- Square Buff orbital sanders.
- General drain cleaners.

So put us and our gear to the test soon.

Call the number in your city to organise a demonstration or for further information.



**Crommelins**



**Western Australia**  
Crommelins Machinery  
Kevin, Greg, Bob  
or Steve  
Tel: (09) 350 5588

**Victoria**  
Crommelins Machinery  
Frank Calleja  
Tel: 0418 315203

**South Australia**  
Crommelins Machinery  
Mark Flanagan  
Tel: (08) 8262 2022

**New South Wales**  
Crommelins Machinery  
Lindsay Fred or Ken  
Tel: (02) 9676 8099

**Queensland**  
Crommelins Machinery  
Tony Symons  
Tel: 0418 870 653

MCA333



# KENNARDS BUYS OUT JONKERS

GENERAL equipment rental company, Kennards Hire, has continued its rapid expansion with a buyout of the 10-branch Queensland company, Jonkers Hire.

The deal will double the number of Kennards outlets in the Brisbane-Gold Coast area, giving it more than any of its competitors.

It will increase the size of the Kennards network on the eastern seaboard to 39 branches. Eighteen of those outlets have been added over the last two years.

The acquisition of Jonkers Hire will see sales in Kennards' Queensland division more than double.

Managing director of Kennards Hire, Peter Lancken, said contracts were exchanged on Wednesday (October 2), with the sale expected to be finalised by October 31.

"The acquisition will bring all the benefits of an expanded network to regular equipment hirers, and offer additional outlets to existing Kennards and Jonkers customers," Mr Kinross said.

"Jonkers Hire currently operates ten centres - six of them are in the Brisbane area, with three on the Gold Coast and one on the Sunshine Coast.

"Six will become new Kennards outlets, two will be merged with existing Kennards branches, and two will be closed.

"The two branches to be closed are located on the northern outskirts of Brisbane and the Sunshine Coast.

"At this stage, it is felt that they are too isolated from the rest of the Kennards network.

"However, that's not to say we will not open in those areas at a future time."

Mr Lancken said Kennards had been looking to expand its presence in Queensland, but had been waiting for the right time and opportunity.

"Jonkers Hire is similar to Kennards in that it is a well-regarded, family company," he said.

"Its business is a good fit for us as it targets contractors, tradesmen, businesses and the DIY market.

"We will be expanding the product range and depth in the new branches, as well as introducing the Kennards way of doing business, which emphasises equipment reliability and exceptional customer service."

The acquisition of Jonkers Hire is another major milestone for Kennards, which began as a backyard business in Sydney in the post-War years.

It was the time of the "babyboom," and older homes were being extended and new homes built.



*Managing Director of Kennards Hire, Peter Lancken*

The late Walter Kennard began hiring wheelbarrows and cement mixers from the garage of his Mosman home.

Kennards has remained an Australian-owned, family company, but consideration is being given to a public Float at some time in the future.

Eighteen months ago, the Kennards' family withdrew from the day to day running of the business, and appointed Peter Lancken as managing director.

Mr Lancken, formerly managing director of British-owned GKN Rentals, is the first person from outside the Kennards family to take on the job of chief executive.

Over the past two years, the company's turnover has more than doubled to \$32 million.

## FURTHER INFORMATION:

**Peter Lancken,**  
**Managing Director,**  
**Kennards Hire.**

**Ph: (02) 9436 2177.**  
**(mobile) 0418 24 8344.**



# 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.



**GROVE**  
MANLIFT®

A GROVE WORLDWIDE COMPANY

P.O. Box 98

Grose Vale

NSW 2753

Tel: 045 721 081 Fax: 045 721 983 Mobile 018 222 054





# 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.

## 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**  
**MANLIFT**

A GROVE WORLDWIDE COMPANY

**P.O. Box 98**  
**Grose Vale**  
**NSW 2753**

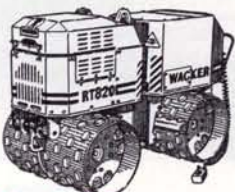
**Tel: 045 721 081 Fax: 045 721 983**  
**Mobile 018 222 054**





#### Rollers

Besides the illustrated roller RD880V (1.1 ton), WACKER offers the WHK 4080 (1.4 ton) & the WHK 50100 (1.7 ton), plus the pedestrian roller RS800A.

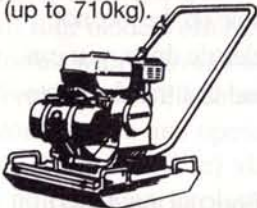


#### Trench Rollers

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

#### Vibro Plates

Available in small petrol  
plates (45kg) to large  
diesel reversible plates  
(up to 710kg).



#### Petrol & Electric Breakers

23kg breakers  
for the  
toughest  
jobs.

**Hammer Drills**  
Powerful 6.3kg & 10kg electric  
& 5kg pneumatic Hammer Drills.

# WACKER TRENCH ROLLERS

**Remote Control Technology  
Allows Safe Trench Compaction**



## The Compaction Solution for Difficult Soil Conditions in Restricted Areas



#### Trash Pumps

Available in 2", 3" or 6" with  
petrol or diesel engines.

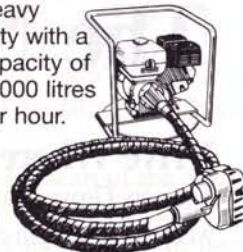


#### Rammers

8 models  
from 30-  
95kg.  
Suitable for  
compaction  
of all types  
of soil and  
asphalt.

#### Submersible Pumps

Heavy  
duty with a  
capacity of  
55000 litres  
per hour.



#### Vibrators & Drive Units



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



#### Cutting Saws

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

## WACKER AUSTRALIA PTY. LTD.

A.C.N. 004 659 590

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

**New South Wales:** Phone: (02) 9748 0366 Fax: (02) 9748 0774

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

**South Australia:** Phone: (08) 8362 2331 Fax: (08) 8362 8469

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

**Tasmania:** Freecall: 1800 657 995

COSENTINO COM 338



**CONSTRUCTION  
EQUIPMENT**



Quality  
Endorsed  
Company

AS 3902 LIC 1231  
HEADQUARTERS ONLY



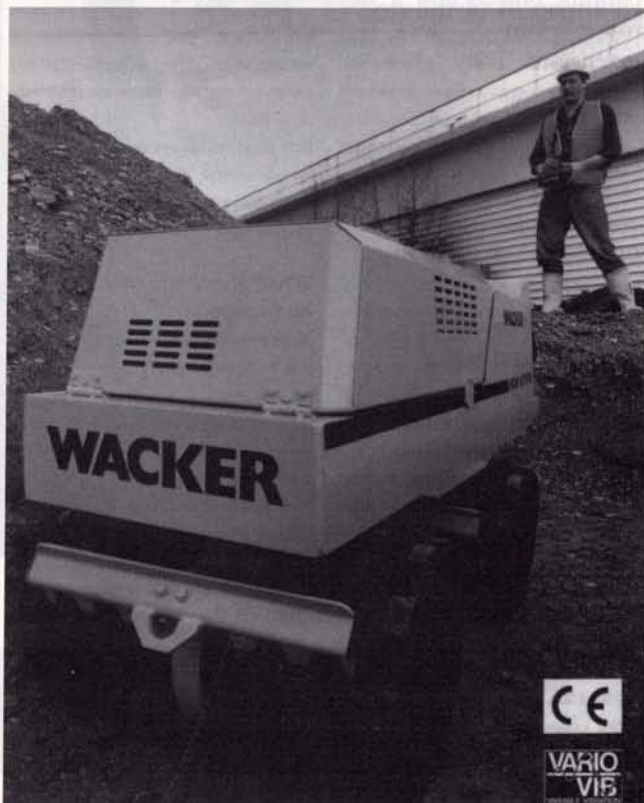
# Wacker Trench Roller Gives Contractors What they Want

Usually Vibratory Rammers and Reversible Vibratory Plates are used for normal trench compaction jobs

Where **cohesive soils** are present, Vibratory Plates often bog down and Vibratory Rammers may be too small for larger trench jobs, to produce acceptable results as far as compaction time is concerned. In such cases it is usually necessary to proceed with an **exchange of soils** or alternatively, **granular materials** must be added to the cohesive soil.

The high costs connected with a soil exchange or the adding of granular materials can often be avoided by using **steerable and efficient WACKER Trench Rollers**. These rollers are **preferably employed for very cohesive soils and other fine grained soils with a high water content, but also for cohesive mixed soils, granular (non-cohesive) soils and backfills consisting of friable stone such as, e.g., clayshale**. Apart from the vibration of the soil by way of the drums themselves, the sheepfoot or cleated drums knead the material to be compacted in a horizontal direction also.

**Trench Rollers have the advantage of lateral clearance on both sides plus a narrow overall width.**



WACKER Vibratory Trench Rollers can reach compaction depths of up to approx 60 cm if the granulitic composition of the cohesive materials is favourable. The compacting action diminishes rapidly though in very soft materials.

The Trench Roller contributes in this way to the dewatering of the soil, a reduction of the voids and a restructuring of the particles. Lumps and soft rock pieces are reduced in size and undesirable natural settlement is thereby reduced. A Trench Roller should always be provided with a **central lifting point**; the machine can then be easily lowered into or lifted out of the trench or alternately lifted out by, for example, an excavator, crane or even the loading device of a truck.

WACKER offer their Trench Rollers with an easy to handle cable and/or **infra-red remote control** thereby making a significant contribution towards the **safety of the operator**.

Only **four operating controls** are needed to activate all the different functions of the WACKER Rollers. Additionally, the transmitter has been equipped with a wide, adjustable sling - to be hung around the back of the operator's neck - thereby allowing for fatigue-free operating of the machine.

**Note:** With a remotely controlled roller, the operator can manage all the different functions of the Trench Roller from a safe distance. It is possible to:

- start and stop the engine with a **removable ignition key**.
- to travel forward or backwards by way of a control joystick with an integrated deadman's handle. Simultaneously, the control handle allows for the steering of the roller in order to achieve the required travel direction.
- and by simply turning a rotary switch, to - compact **without vibration** (i.e., by dead weight only)
  - **add vibration in one or both drums.**
  - switch over to roller's **high speed travel**

**Note:** The advantage of a remote control are considerable when working with a Vibratory Trench Roller in trenches:

- the operator can operate his machine from above the trench without being subjected to the danger of a **collapse** of the trench wall.



- The operator is not subjected to the **exhaust fumes** remaining at the bottom of the trench.
- The operator is not exposed to the **noise emissions** of the vibratory equipment and engine.
- The operator is not exposed to the **vibrations** originating from the machine nor to the **dust** which is usually to be found during compaction jobs.

Due to the above mentioned facts, contractors became familiar with these innovative WACKER Trench Rollers and ask for them by name - the articulated RT - series: Model RT 560 (560 mm wide) and Model RT 820 (820 mm wide) or the crab steered (both drums separately steerable) series: WDH 6070 (700 mm or 865 mm wide).

Here is what WACKER Trench Rollers give the contractor:

#### **Patented below the axle exciter.**

WACKER's RT and WDH series are the only ones in the industry with this special design. The exciter weights are inside each drum allowing for more efficient transfer of compaction energy to the soil. The position of the exciter weights in the drum greatly

lowers the centre of gravity making it much more suitable than its competitors.

#### **Directional Centrifugal Force:**

The RT-series produces a maximum of 62 kN, i.e. 31 kN/drum (a second setting of 15.5 kN/drum is also possible) and the WDH-series, 60 kN centrifugal force i.e. 30 kN/drum. Both drums hit the ground simultaneously to compact it. They also lip off the ground at the same time. There are no horizontal forces acting on the drums or frame of the machine.

#### **Remote Controls:**

Both series come with a hand held joystick operated remote control, which is connected to the machine with a 3 m cable. Machines, which are equipped with infra-red remote control, also have the standard cable remote control.

For more information ring:

WACKER AUSTRALIA PTY. LTD.  
913 PRINCES HIGHWAY  
SPRINGVALE VIC 3171  
PHONE: (03) 9547 4033  
FAX: (03) 9562 3371

## **UpRight MX - A Lightweight, Small Footprint Aerial Work Platform.**

UpRight International, the world's leading manufacturer of compact self-propelled aerial work platforms now have their new micro scissor line, the ultra compact MX series, available for hire or sale. These versatile machines have captured a large slice of the worldwide under 10m scissor lift market are manufactured in two versions, the MX15 and MX19.

Amazing compact an MX is only 1.59m long and 750mm wide, they will drive through standard doorways, are light enough for transport in most passenger elevators and can travel from yard to job site with a light truck or utility and trailer. They also feature the tightest inside turning radius of any lift of its kind, just 25mm. The MX15 has a working height of 6.6 metres and weighs just 890kg while the MX19 with its working height of 7.8 metres weighs in at 980kg.

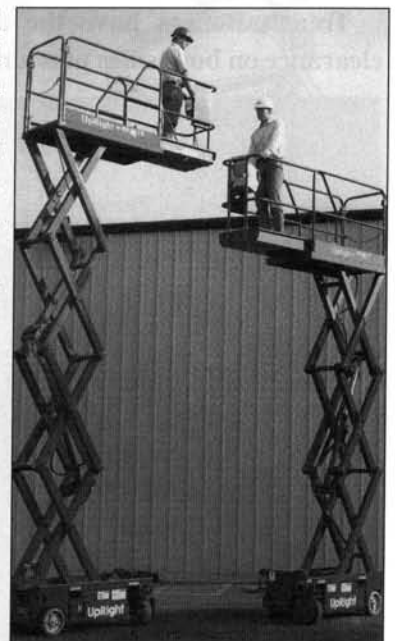
These lifts are well suited for interior jobs in restricted work spaces like, hospitals, offices, corridors, packed warehouses, file storage areas and shopping malls, factory floors or in construction sites where access is limited or there isn't much room to move around.

According to UpRight Vice President Frank Scarborough, the machine answers a demand for a variety of maintenance, construction and stocking applications.

Among its many practical features, the MX includes special non-marking tyres to protect floors, quick access to electric and hydraulic components, a joystick controller,

spring-applied hydraulically released parking brakes and a roll out deck extension. They also include, as do all UpRight machines, a repositionable control box to suit both left and right hand operators.

The MX has a five-year structural warranty and meets or exceeds the requirements of the relevant Australian and International standards. Hire or purchase inquiries should be directed to Instant Access the Australian arm of the UpRight Group.



**For Further Information Contact;**  
**Peter Nash, Instant Access Pty.Ltd.**  
**Tel: (02) 9748 6200**  
**Fax: (02) 9748 6255**



# 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

## Upcoming Events

### Hirex 97

Wembley, England  
Jan. 21 - 23, 1997  
Contact: EMAP Business  
Communications, 19 Scarbrook Road,  
Croydon, England, CR9 1QH; 0181 277  
5120; Fax (310) 317 - 9644

### 41st ARA Annual Convention and Trade Show

New Orleans Convention Centre  
New Orleans, USA  
Feb. 2., 1997  
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) 9283 5255

### 1997 International Lawn Garden and Power Equipment Expo

Exhibition Park  
Canberra, ACT  
18 - 20 April, 1997  
Contact: Ian Comben  
Tel: (03) 9840 6138  
Fax: (03) 9840 6183

### Hire & Rental Association of Australia 1997 National Convention

Jupiters Casino  
Gold Coast, Queensland  
August 31 - September 4  
Contact ICMS  
Tel: (07) 3844 1138  
Fax: (07) 3844 0909



## Grove Manlift appoints Tony Clapin Sales Manager for Australia

Grove Manlift has stepped up the pressure in the Australian aerial work platform market with the appointment of Tony Clapin as sales manager.

In his new position, Mr. Clapin will deal directly with major accounts, such as rental companies. In addition, independent distributors will be appointed in all states.

Mr. Clapin joins Grove from Tutts, where he was national product manager responsible for Grove Manlift products. He will be based in the Sydney area.

"Tony's appointment is the first step in establishing a dedicated Grove Manlift sales and service organisation in Australia," said James A. Kolinski, president of Grove Manlift. "Grove understands the expectations of Australian customers in terms of locally, available parts and service support and is committed to meeting these expectations."

Graham Bradshaw, regional manager for Grove Manlift, said, "Grove Manlift offers a complete product line, Industry - leading after-sales support and the best warranty in the business. We believe Australian customers will welcome Grove as a serious "full line" alternative to their current suppliers."

Grove Worldwide, based in Shady Grove, PA, is a leader in the design, manufacture and marketing of mobile hydraulic cranes, truck mounted hydraulic cranes, and self-propelled aerial platforms. These products are marketed as Grove Crane, National Crane, and Grove Manlift, aerial work Platforms. Grove maintains major manufacturing facilities in the United States, England, Germany, and France, and offices

in Dubai, U.A.E., Singapore and Beijing, China.

The decision to set up a national distributorship was a commitment by Grove to the access industry in Australia. This decision was made after an extensive study of the local access industry by senior Grove Worldwide staff over the last two years.

Grove Worldwide builds 45 different models of self-propelled aerial platforms. These versatile personnel lifts include four types: telescopic booms, articulating booms, scissor, and vertical lifts. Grove sees a great potential in the access industry in Australia, not only in the established areas, but also in niche markets, which falls in line with Groves commitment to product development.

With its experience in manufacturing and distributing access equipment world wide, plus its product range, Grove is set to become a serious competitor in the access industry in Australia.

### All enquiries

**Tony Clapin**

**Sales Manager**

**Grove Manlift**

**Tel (045) 721 081**

**Fax: (045) 721 983**

**Mobile 018 222 054**

## New Products

### New Tanaka Engine Drill From Parklands

The Tanaka TED-210 Engine Drill has just been released by Parklands Trading Co., exclusive Australian distributors since 196~the year the company released the world's first petrol engine drill from Tanaka, then called TAS (Tanaka and Son). Ideal for use in farm, building, maintenance and other on-site work where electrical power is not available or hard to access, the drill is powered by a powerful 1.5 hp (1.1 kPa) petrol driven motor.

The TED-210 complements the TED-262 drill and, at 4.3 kg, has been especially designed to be 500 g lighter than the earlier model. The drill has a 13 nun (1/2") chuck, capable of taking 1 1/4" drill bits in wood, 1" in masonry and 3/4" in steel.

A diaphragm carburettor allows a full range of multi-positional boring. Safeht features include an automatic centrifugal clutch, which prevents dangerous "wind up" and a kill switch for instant engine shutdown.

The drill also features the exclusive Tanaka Sound IRedSection System. The nevv air intake and muMer design significantly reduces engine noise. The user will encounter a sound level of 85 dBA (at 6000 rpm) from a distance of one metre. This is over 20% lower than the Australian Standard and is 5 dBA lower than the earlier model drill.

The TED-210 has a new chuck key holder and can be supplied with an optional keyless chuck. Full service and spares backup is available through Parklands Australia-wide network of distributors or branch offices.

**Mr. Jim Taveira**

**Parklands Trading Co. Pty. Ltd.**

**106 Belmore Road North**

**Riverwood NSW 2210**

**Phone: (02) 9533 3999 Fax: (02) 9153 9422**



*The new Tanaka TED-210 Engine Drill is ideal for use in farm, building, maintenance and other on-site work.*

**For more information, please contact:**



# 1996 Hire Convention a winner at Rosehill



*The ever helpful Nola and Beverley at the Reception Desk*

The Rosehill Function Centre, at Sydney's Rosehill Racecourse, was the venue for the 1996 National Hire and Rental Association Convention and Trade Exhibition.

The Convention which saw visitors from America, England, South Africa, and New Zealand attend, was judged by exhibitors and delegates to be the most successful in recent years. With overall attendance and exhibitors numbers higher than normal, most exhibitors reporting brisk business on their stands.

The social activities began on Sunday 22nd, with a tour of the Olympic site, Homebush, followed by a welcoming barbecue at the Aquatic Centre, the venue for the Olympic Swimming events, in the evening.

Monday morning's Equipment Yard Tour gave visitors the opportunity to study the operations of some of Sydney's

better known hire yards, while also providing them with the opportunity to see some of the exhibitors demonstrate their equipment in action. This was followed by a Party Hire Workshop in the afternoon for those involved in that side of the industry.

The Convention went into full swing on Tuesday morning with Dr. Frank Gelber, Chief Economist, from BIS Shrapnal, the first of the keynote speakers looked at 'Prospects for Construction Markets'

Dr. Gelber outlined the different financial sectors which contribute to the construction industry. Showing the trends of recent years in these sectors, illustrating how they have highs and lows and the contributing factors. He emphasised the point that it was necessary to understand the cycles which concern your business. As you are the decision maker,

only those who can manage the downturns and upturns in these business cycles will prosper. Going on to make the point that these cycles differ from state to state.

Dr. Gelber forecast that most sectors of the construction industry would see an upsurge in the next few years.

## Round Table Workshops

After morning tea the first of the Round Table

Workshops began. It must be said that this new format



*Part of the Crowd at The Equipment Exhibition*



to the convention program was the most widely applauded by those present.

The opportunity to sit down with a table full of fellow hiremen and be involved in inter active discussions on industry related topics, such as;

What effect do the 'Prospects for the economy specifically the Construction Industry have on Financing and Interest Rates to your business?

What effects will the 'Prospects in the Construction Industry' have on wages and salaries and industrial relations in your business?

Ten magic ways to permanently reduce costs.

Is there a science to establishing hire rates - daily, weekly, monthly, tenders and discounts?

Ten magic ways to improve daily sales.

and to share the different views and ideas from a cross section of the industry was never available before at Conventions. But it is likely to become a regular part of future Convention curriculums in view of the popularity of the venture

## Equipment Exhibition

After lunch the Equipment Exhibition was opened, with all sections of the industry well represented.

The Access Equipment was conveniently situated in the outside area, allowing suppliers concerned to demonstrate their equipment to the fullest extent. The two "Salesgirls" used by Snorkel to promote their product certainly created a great deal of interest in their wares.

The indoor area housed the the smaller equipment, with suppliers from all areas of the industry going to a great deal of time and expense to present their products in outstanding fashion to the visitors, with plenty of new products and special deals on offer to those present.

With attendance figures up on recent years, most exhibitors reported good business through their stands.

So that it didn't clash with the Plenary Sessions Wednesday morning was set aside as an uninterrupted exhibition period, which was appreciated by exhibitors and

visitors.

The second of the two Plenary sessions, began after lunch, with Dr. Grahame Dowling, Australian Graduate School of Management, University of NSW, speak on "Marketing for the Hire Industry"

Dr. Dowling made the point that the Hire and Rental Industry is in the business of solving peoples problems. The process of solving these problems differs in the areas of hire whether it be the D.I.Y. market, commercial or industrial, but basically the customer is looking to you to provide the means to get the job done, to his satisfaction, at a competitive price.

He suggested that hire companies should first identify their areas of involvement, target this area, then get to understand their customers needs. As your business revolves around your customers, it is important that you understand their individual needs, Customer service is a very important part of marketing, as there is no better advertisement than word of mouth. A satisfied customer is a salesman for your business.

Dr. Dowling went on to demonstrate how different sections of the hire industry can market their business.

Another round table workshop followed, with Dr. Dowling acting as the Facilitator, answering questions on Marketing and Economics from the participating group

Wednesday evening saw the traditional convention dinner, which bought the convention to close, giving delegates and suppliers the opportunity to socialise, and enjoy a few drinks with dinner.

National President, Richard Crommelin, acknowledged the success of this years convention, and awarded the 1996 Service to the Industry award to Mark Cambridge from South Australia.

Queensland state President, Peter Walden, then put the industry on notice that although this years Convention was a great success, the 1997 Expo, at the Gold Coast, would be even better, so;

## See you on the Gold Coast in '97



*Guess Who came to dinner?*

*It wouldn't be Rosehill Race Course without an Equine Visitor*



# OH&S AUDITOR CERTIFICATION TRAINING

eds to s  
dhw -  
nizenobm

## AIM

This course is intended to provide the knowledge and skills necessary to carry out audits of an organisations' occupational health and safety systems against defined audit standards and to satisfy the training requirements of formal certification as an OH&S auditor. Certification is optional and requires additional validated audit experience.

## OUTLINE

This course includes:

- auditing skills covering:
  - nature and purpose of audits
  - audit standards auditing methodology, techniques and competencies
  - process of auditing
- nature of management systems and the systems approach to OH&S management
- continuous improvement using OH&S policies and programs
- roles and responsibilities for effective management of OH&S
- preparing effective audit reports
- practical audit exercises and report writing
  - risk management covering
  - identification of hazards
  - risk assessment and documentation
  - hierarchy of risk controls developing a risk control program

## DURATION/VENUES

This course is 5 days and is conducted throughout Australia and Asia Pacific.

## TARGET AUDIENCE

Internal (1st/2nd party) or external (3rd party) OH&S auditors, supervisors, managers, OH&S representatives, anyone involved in OH&S audits who wishes to become a certified OH&S auditor.

## TRAINING METHODS AND AIDS

The course will be presented by lecture, group discussion, video, syndicate exercise, action plan development, case studies, audit practical exercises and report writing. The course is interactive and practical. Bound course notes will be provided to each participant.

## ASSIGNMENT WORK

Assessment during and after the course will be based on comparison of audits findings with the standard, and comments and recommendations made in the audit reports.

**National Safety Council of Australia Ltd**  
**For more information please contact 1800 655 510**



# Singapore group buys Tutt Bryant

Tutts, one of the leading suppliers of heavy equipment in Australia, has been purchased by Tat Hong Holdings. The acquisition carries with it a price tag of \$ 10 million and a further injection of \$ 15 million by Tat Hong, for further equipment and machinery purchases and infrastructure development, i. e workshop and factory space.

Tutts present turnover of \$ 40 million is expected to grow by 60% over the next five years and manpower will see an increase of 30 %. Business growth comes with Tat Hong's intended leasing business which it intends to introduce strongly.

With offices strategically located in 6 cities and strong financial and business commitment, Tat Hong - Tutts is set to achieve even greater goals in the next century.

Tat Hong Holding, is the investment holding company for the Tat Hong Group of Companies whose core activities include the sale and lease of new and reconditioned equipment and machinery, sale of heavy equipment spares and services.

In its 25th year of operation, the group grossed an annual turnover of \$ 130 million. Tat Hong Holdings was recently ranked 9th. in the Enterprise 50 list which recognises Singapore's top fifty companies. With an

average 20% growth in the last 5 years, it is one of the largest heavy equipment dealers in S.E.Asia - with existing offices in Hong Kong, Malaysia, Indonesia, Myanmar and Australia.

To compliment its sale and leasing operations, the Group has established a recognised track record in providing technical support service backed by a wide inventory of spare parts. These capabilities enable it to provide prompt and reliable repair and maintenance to its customers operating locally and in the Asia-Pacific region.

Limited space and ever increasing costs of operating in Singapore has promoted regional expansion. The acquisition of Tutts will further strengthen its position as the leading heavy equipment dealer in Australasia, poised to tap the infrastructure boom of the next century in S.E.Asia. Plans are already underway to set up a heavy equipment parts distribution centre in Singapore.

Tat Hong's vision into the next century is two - fold, to expand the crane business and become the major exporter of reconditioned cranes outside Japan; and to expand the heavy equipment product line.

**Tutts, 2 South Street**

**Rydalmere 2116**

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

## HIGH PRESSURE WATER CLEANERS & INDUSTRIAL LPG HEATERS BUILT FOR THE HIRE INDUSTRY

Design simplicity and reliability are the hallmarks of great engineering design. These qualities make SPITWATER products the right choice for the hire industry, where quality and reliability are top priorities



### PRESSURE CLEANERS

- \* Cold and Hot & Cold Water Model
  - \* Electric, Single and Three Phase - Petrol & Diesel Driven
  - \* From 1050PSI to 6000PSI ( ewe with Rotojet from 1950 to 3825PSI)
  - \* From 8Lt/min to 50Lt/min
  - \* Roll cages & lifting hooks available on request
- Plus a full range of accessories for special applications

### JETFIRE HEATERS

- \* Portable LPG Gas Heating for industry, agricultural & commercial
- \* Clean, Instantaneous heat - no fumes
- \* Robust, light weight, compact design
- \* From 32000 to 360,000 Btu/hr



### SPITWATER

Australia Pty Ltd

Head Office & Manufacturing Plant 953 Metry Street, Albury NSW 2640  
Telephone: (060) 25 7255 Fax: (060) 40 1187

NSW 130 Gipps Road, Smithfield Ph: (02) 9725 4211

SA 74 Hughes Street, Mile End Ph: (08) 8234 2007

Qld: 1909 Ipswich Road, Rocklea Ph: (07) 3274 1311

Vic: 24 Jellico Drive, Scoresby Ph: (03) 9763 5544



# Pressure washers - the reliable hire unit

There are few more versatile or profitable items of equipment in a hire yards range than Pressure Washers.

Pressure washers convert water from a hydrant into a pressurised spray for cleaning many types of surfaces quickly and efficiently. Hot-water models also heat the water supply. Cleaning can be accomplished with and without the use of solvents. A hand-held wand is used to direct the cleaning spray. Different nozzle designs produce spray patterns for various clean requirements.

The machines service many industries including, Automobile, Farming and Agricultural, Mining, Printing, Earthmoving, Manufacturing and Building Restoration.

But it is the home-owner who is creating the most opportunities for hire companies as more and more are finding uses for the machines.

For most noncommercial users, renting a pressure washer makes more sense than buying. A good unit

costs much more than most home - owner are willing to invest for something they will use only a few times a year.

## Home uses of spray washers

Efficient pressure washers make quick work of many general cleaning chores. They are ideal for cleaning a home's exterior surface to prepare it for painting. They are used to clean windows, gutters, driveways, sidewalks, patios, swimming pools, decks, vehicles, mobile homes, camping trailers and boats.

## Size of equipment

Pressure washer equipment ranges from lightweight electric models that one person can pick up and carry to larger electric and gasoline-powered units that roll on wheels. Some larger commercial units have diesel engines. Capacity is measured in gallons per minute (gpm) and pressure (psi). Models for home - owner use range from 3 to 5.5 gpm and 1,500 to



*This compact model, weight 13.2 kg  
is the ideal unit for home - owner hire.*



2,000 psi. Cleaning capability—or cleaning units—is figured by multiplying gallons per minute times pressure.

Many home-use renters may never have used a pressure washer, so thorough operating instruction is essential. Knowing the intended use of equipment will help rental personnel recommend the correct size, type and model.

For example, using a low-pressure unit to clean a driveway takes much longer; on the other hand, high pressure is not necessary for cleaning screens. Using the correct equipment nozzle for the job also is important; only nozzles designed for each make and model should be used.

Show renters how to make hose connections, how to hook up to the water source, how and when to turn on the water and how to use the wand and nozzles.

These suggestions should help home - owner get the best service from a pressure washer:

- Operate the equipment only on level surfaces.
- Pumps on most equipment should not be operated without a flow of water.
- The narrower the spray of water, and the closer the spray is to the surface being washed, the higher the pressure on the surface.
- Don't aim high-pressure spray at windows or glass doors; the force could break them.
- For vertical surfaces, pressure is more important than water volume. On horizontal surfaces, higher water volume speeds cleaning.
- To clean vertical surfaces using chemicals, work from the bottom up, then rinse from the top down
- Spray wood substrate surfaces at an angle to prevent damage.
- When work is finished, relieve pressure before disconnecting hoses.

### **Safety**

Although pressure washers are user friendly it is important that hirers are instructed on safety issues.

Improper operation of a pressure washer can cause injury to the user or damage to property. The most obvious caution;

The user should keep his or her hands and feet clear of the nozzle and never direct the spray at people, animals or fragile objects.

Don't spray electrical connections.

Don't let children operate or play with pressure washers and don't allow bystanders in the work area.

A pressure washer never should be left attended;

The wand's trigger lock should never be set when the machine is not in use.

Gasoline (or diesel) sprayers should not be operated in unventilated areas. Standard precautions for refuelling and maintaining engines should be exercised - never add fuel when the engine is running; and avoid touching hot engine surfaces. To prevent leakage, the fuel valve should be closed when transporting the unit.

Efforts to adjust hose connections or repair hose

should never be made while the system is under pressure.

The most common problems encountered by renters are clogged nozzles, inadequate water supply and pinched hoses. Proper and safe procedures recommended by manufacturers for removing the nozzle for cleaning should be explained to the hirer.

### **From the manufacturers**

David Calleai, State Manager of Spitwater Australia, Australian manufacturer of high pressure cleaners maintains that although most pressure washers are "built tough" in order to take the rough and ready treatment of multiple users, (many unfamiliar with high pressure washers). With strong outer covers (many with roll cage as standard or optional) so that they take the bumps and knocks. Water proof switch covers and splash proof electric wiring protect machines from inevitable water spray. There are additional steps that hire companies can take to ensure the profitability of their equipment.

- Regular servicing, "as obvious as it sounds, some companies still wait for break downs before they initiate repairs," Mr. Calleia said. the bottom line is the control of your equipment. Servicing guarantees its performance when you need it. Wait for it to need servicing and possible repair. and your machine is controlling your time, your staff and your accounts. Most importantly, pressure cleaners can become hazardous if they are not properly maintained."
- Recommend the right machine for the job. "From small 'domestic' models to large 3-phase units, there is a pressure cleaner for every task," Mr. Calleia says. "Small, inexpensive machines will do a respectable job on demonstration, but on site, working continuously for hours, will strain components and lead to break down. Hot water machines should be recommended for more effective cleaning of grease and oil."
- Clear and simple operating instructions. Minimising the steps involved in the operation of the machine will minimise the chance of user error. Mr. Calleia advises companies to look for simple controls when purchasing new equipment.
- Technical back-up, "Get the name of your suppliers' Service Supervisor or technical expert so that assistance can be gained on short notice," Mr. Calleia says, "Some suppliers, such as Spitwater Australia, offer technical training and trouble shooting seminars for hire staff. Alternatively, check if your supplier is willing to supply a loan machine if you get caught short."
- There is an increasing range of accessories for every specialised cleaning task. "These enable a single pressure cleaner to be used in a variety of applications," Mr. Calleia said. "Ask your supplier for details."



# New Surface Preparation Machine from Flextool

The Bartell surface preparation machine is the new choice when you require a machine to mill surfaces on concrete and asphalt, remove painted lines, adhesives, epoxy paints and various other surface coatings.

A cutting path up to 200 mm wide can be achieved. Fine pitch control of the cutter cage height makes the unit responsive to your needs and extends cutter life.

A range of cutters is available, including carbide flails for coarse texture and aggressive milling and steel star flails for creating light texturing or removing thin coatings.

The unit is available with a choice of petrol motors, equipped with a vacuum port for connection to an optional dust extractor and can be fitted with an optional edger attachment to enable surface preparation to within 13 mm of a wall.



**Flextool (Aust.) Pty. Ltd.**

191 Wellington St Collingwood, VIC. 3066

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

Free call outside metro. areas 1800 801 108

Branches all states.

## SURFACE PREPARATION SYSTEM

The Bartell SP-8 Surface Preparation Machine from Flextool



### RAPID REMOVAL OF -

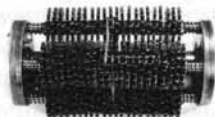
- Tripping hazards
- Floor coatings
- Roadway line markings



Carbide Cutter

### MILLING OF -

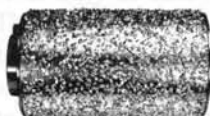
- Misaligned footpaths
- Concrete joints
- Asphalt sections



Steel Flail

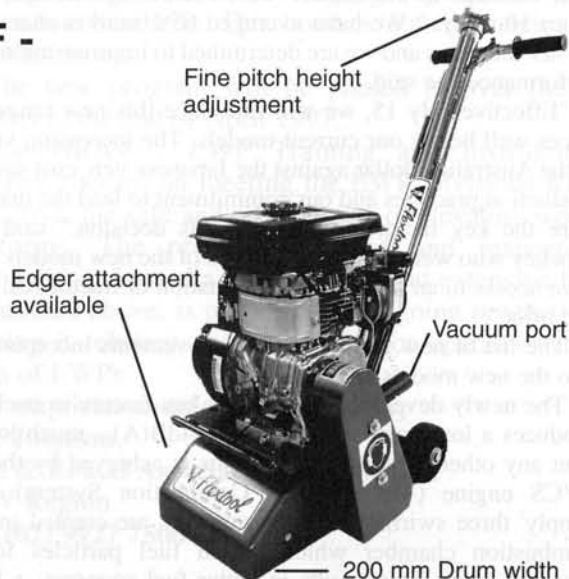
### GROOVING OF -

- Concrete
- Asphalt



Carbide drum

Economic steel or long life carbide cutters available





## New Kubota compact tractor set to strike



**K**ubota's stranglehold on the Australian compact tractor market is set to continue with the release of a new range of compact tractors.

Featuring a totally new design, these new tractors are easy to operate and deliver outstanding performance. They are packed with features and benefits which make them outright leaders in their class.

Combining benchmark innovations with aggressive pricing, Kubota Tractor (Australia) is certain the three new models (17, 21 and 24 horsepower) will further entrench Kubota's dominance in this market segment.

"With the release of this new range Kubota is sending a clear message to the market" said Marketing Manager Mr Bruce Hawkey. "We have averaged 65% market share for the last ten years and we are determined to improve upon our performance" he said.

"Effective July 15, we will introduce this new range, at prices well below our current models. The increasing value of the Australian dollar against the Japanese yen, cost saving production practices and our commitment to lead the market were the key factors influencing this decision," said Mr Hawkey who went on to say "Buyers of the new models will have access to an unrivalled combination of tractor features and price".

The list of new features and improvements incorporated into the new models is extensive.

The newly developed engine is a key feature in itself. It produces a low noise level of only 84dB(A) - much lower than any other compact tractor. This is achieved by the E-TVCS engine (Three Vortex Combustion System). Put simply three swirling air flow vortices are created in the combustion chamber which smash fuel particles for a thorough burn. This results in better fuel economy, a high torque rise and less emissions. As such these are the first generation of powerful, environmentally friendly engines made by Kubota for tractors of this size.

Special attention has been paid to operator comfort. A

rubber mounted flat deck gives operators easy access and is designed to reduce vibration. An adjustable high back seat combined with deep dish steering wheel and integral power steering ensures comfortable driving for long hours. Levers are placed to the side within the guards giving the operator even more room and the underhood muffler allows for an unobstructed view. For safety all models are fitted with retractable seatbelts, engine key shut-off, colour coded lever grips, flip up PTO shield, grab rails and new design instrument panel.

Mowing contractors will appreciate the newly designed mid mount mower deck with its 170mm hitl clearance for negotiation: curbs and its quieter operation. This 60 inch (1500mm) deck is compatible with a matching quick attach Kubota Front end loader.

The mid and rear PTO can be operated together or separately increasing the versatility.

The new models also deliver outstanding manoeuvrability thanks to their compact design and "bi-speed turn" which dramatically reduces the turning radius. A cruise control lever, wet disc brakes, large 3 point hitch lift capacity, extra large fuel tank, adjustable drawbar and high clearance front axle improve general workability. Servicing is easy due to the tilt-up hood and removable grill and side covers.

All models are available in four wheel drive with hydrostatic transmissions, with some two wheel drive and manual transmission options.

FOR FURTHER INFORMATION ON THIS PRESS RELEASE, CONTACT:

**MARK TAYLOR**  
**PRODUCT MANAGER**  
**Kubota Tractor (Australia) Pty Ltd**  
**9-23 King William Street**  
**BROADMEADOWS VIC 3047**  
**Ph: (03) 9309-2000 Fax: (03) 9309-2933**



# Association News

## Sydney Convention huge success

The 1996 National Convention, held at the Rosehill Racecourse, proved to be the most successful Expo of recent years, with attendance figures and exhibitors up on recent years. The organisers are to be congratulated on providing a well balanced program which was appreciated by exhibitors and delegates.

The success of this year should provide a platform for future Conventions, starting with the 1997 Convention on the Gold Coast.

Congratulations to Mark Cambridge, from South Australia, on winning the Service to the Industry Award for 1996. Mark's victory was announced by National President, Richard Crommelins, at the 1996 Convention.

## Elevating Work Platform Division

### **EWP Operator Training & Instruction Program**

The EWP National Executive, at its meeting on 13th. November, 1996 finalised the details of the Associations new EWP training and instruction program.

The new program represents a major upgrading of the existing program and takes cognisance of the certificate of competency regulations now in place in each state.

The existing program was developed by the Elevating Work Platform Association in 1989/90. Whilst it has been amended and extended over the subsequent 6 years, its concept and base structure has been retained unchanged.

This structure has been retained in the new program as it has proved to be an effective way of providing instructions on the safe and effective use of EWPs to the large number of operators who have to be covered.

The structure is that the Association runs training courses for trainers or other personnel in member companies to train them in recommended procedures for instructing operators of EWPs, then these personnel either give the instruction or train other personnel in their organisation who in turn, give the instruction.

This instruction focuses on meeting the general duty of care requirements of the Occupational Health and Safety Acts in each state.

Over the last 2 years additional legislation has been gazetted in each state which requires the operator of boom type EWPs to be certified to 11 metres or more to be certificated.

This certification requirement supplements rather than replaces the instruction needed to meet the general duty of care requirements.

The new HRAA Training & Instruction program embraces both requirements. It will commence with a two day training course, known as the Trainers and Instructors course.

The Trainers and Instructors course covers the full

program as indicated above. That is the training of trainers, the instruction of operators and preparing participants to be assessed for a certificate of competency. This course is in modules which will allow it to be presented as shorter courses for personnel who have attended earlier courses or have already obtained a relevant certificate of competency.

Special stationery used to support the program, including questionnaire pads, identity (blue) cards Operators (yellow) cards and the safe work practice for elevating Work Platforms books have also been upgraded.

The questionnaire for checking the operators knowledge will in future, be in 2 parts -

Part 1 comprising 10 multiple choice questions and Part 2 comprising 14 questions requiring one or more answers. This questionnaire is more consistent with the Assessment Instructions than the previous one.

Three types of EWP cards will be issued, comprising Trainers cards, Instruction card and operators card. The first two, as the names suggest are for trainers and instructors.

The operators card will be similar to the existing cards except that they will be numbered. Registers will be kept of all cards issued. They will give increased control and a record of holders of all cards.

The yellow book - Safe Work Practice for elevating work platforms - has been much sort after publication. This book will be replaced by a new publication titled "Using Elevating Work Platforms Safely."

The new book is more detailed than previously and includes information on all aspects of using the equipment as well as identifying regulations and Australian standards. This book is aimed at being a reference book.

The new program will be phased in over the 4 months to the end of April 1997.

The HRAA - EWP Training and Instruction program focuses on meeting the EWP Divisions Key Objective, the safe and efficient use of elevating work platforms. The program is used and respected nationally in Australia. The revision and extension fit, as outlined above, is part of the on-going process of keeping it relevant and up to date for operators and users of EWPs.

**Any enquiries should be directed to;**

**Eric Johnson**

**Hire & Rental Association of Australia  
NSW Region**

**Tel: (02) 9927 7500**

## South Australia

### **Plant Safety Workshops**

The South Australian Association conducted two, one day Plant Safety Workshops during September and October. These Workshops gave an overview of



legislation relating to Plant Safety and the new National Standards. Employer responsibilities and compliance requirements were discussed and a number of case studies were investigated during the Workshop. Examples including general hazardous plant, party hire issues and access equipment were discussed.

The Association found these Workshops to be the most practical and informative to a range of staff in hire companies. A thank you is extended to Mr. Blair Crawford from WorkCover SA and to the seminar presenters at the SA employers Chamber, Debrah Hegarty and Gordon Coluhoun, who ran a very informative Workshop.

The South Australian region will be conducting a similar Workshop in early 1997 associated with plant safety requirements.

### Temporary Structures

Party hire members have agreed to establish a set of guidelines for members to follow when erecting

temporary structures. The guidelines which will be set by members within the Association, who will form a self-regulatory policy to be followed by the industry. Given that no legislation or Government codes have been established in South Australia, the South Australian party hire group have agreed to establish an industry set of standards.

### EWP Division

The EWP in South Australia continues to attract new members with two new members joining the Division in the past two months. A total of 38 members are now registered with the group.

### National Presidents Award

A special congratulations have been extended to Mr. Mark Cambridge, recipient of the Hirer of the Year Award, for 1996, from the Hire & Rental National President. Well done Mark, for a fine effort in helping to develop the Association over many years.

## New Members

We welcome the following new members

Tony & Lyndon Joy  
Innisfal Chemex  
102 Edith Street  
Innisfal  
4860

Mr. Chris Ingram  
Ingrams Equipoment Hire  
14 Runway Drive  
Marcoola  
4564

Mr. Larry Harvey  
Flexible Pipe Cleaning Tools  
18/433 Logan Road  
Stones Corner  
4120

Phillip & Amanda Bird  
R & R Hire Services  
51 Beerburum Road  
Caboolture  
4510

Mr. Tony Rinaldo  
Pure Breathing Air Services  
522 Botany Road  
Alexandria  
2015

Mr. Laurie Nolan  
Disc Computer Systems Pty.Ltd.  
Suite 201/ 71 - 73 Archer Street  
Chatswood  
2067

Ms. Naomi Joslin  
Staging Rentals Pty.Ltd.  
1 Pyrmont Bridge Road  
Camperdown  
2050

Mr. Rick Martin  
Projex Equipment Hire  
P.O.Box 91889 AMSC  
Auckland  
New Zealand

Mr. Dennis Wyllie  
Pabs Furniture Rentals Pty. Ltd.  
5 Pyrmont Bridge Road  
Camperdown  
2050

Mr. John Hickey  
Advanced Specialised Equip.  
22/28 Vore Street  
Silverwater  
2141

Mr. Phil McGrath  
James Hardie Building Systems  
P.O.Box 658  
Seven Hills  
2147

Mr. Paul Jenner  
Clare Valley Hire  
61 Farrell Flat Road  
Clare  
5453

Mr. Wal Taylor  
Garmeco  
17 Roy Street  
Milton  
4064

Ms. Doreen Ross  
Mission Beach Hire  
Lot 6 Stephen Street  
Mission Beach  
4854

Mr. Peter Seery  
Crommelins Handy Hire  
1834 Albany Highway  
Maddington  
6109

Mr. Preston Parker  
Lees Hire service  
36 Railway Road  
Subiaco  
6008

Mr. John Butler  
Crommelins Handy Hire  
1918 Beach Road  
Malaga  
6062



# Computerising your Hire Business - IV

## Getting the best out of your computer System

Article by: Bruce Davies –  
Trilogy Business Systems



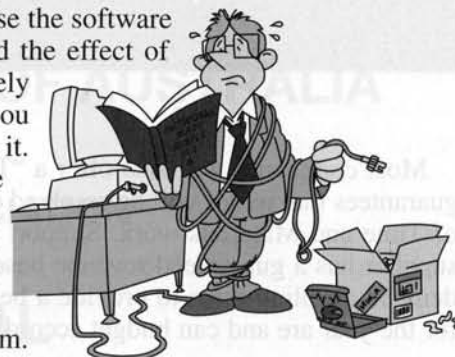
If you read the previous three articles in this series you might have thought you now had all the information you needed in your quest to select the right software for your business. Well you are on the right track, but in reality you are really only about halfway there – if that! There is still the minor matter of actually making that software **work** so that you can achieve all those benefits we have previously talked about.

Software is not unlike any piece of equipment in your yard – unless it has been correctly setup, properly maintained and the end user fully trained in its use, it is never going to achieve the desired results. Just as important as finding the right software for your business, is the implementation, training and ongoing support of that software. So, make sure whichever supplier you select to provide your software can also provide all the ongoing services that are so vital to the successful implementation and continued use of that software.

In this article we will take a look at the various stages of implementation and hopefully give you a good idea of what you should reasonably expect from your software supplier in terms of ongoing services.

### 1. Setup / Installation

The first stage of a successful implementation is the **setup**. This is the actual installation of the software on your hardware. Most integrated rental software packages will have thousands of different in-built parameters or options and it is these parameters which allow you to customise the software to suit the particular requirements of your business. In order to understand the effect of these options and to get them set up correctly you will need to work in closely with the software supplier. It is therefore imperative that the supplier you choose does not simply dump the system on your doorstep and leave you to it. Not only must they be prepared to work with you, they should also have sound a knowledge of the rental industry and your business as they will have to develop a “Rate Program” to suit the way you charge out different types of equipment. The Rate Program is the method you use to calculate your charges and must be custom written to suit each individual business. Some suppliers may offer you a menu of four or five “Rate Programs” to choose from. You should insist on your very own rate program as this offers you a unique opportunity to be innovative and thus gain some advantage over your competitors.

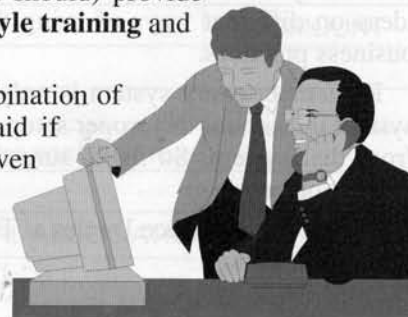


The software supplier also needs to work with you to ensure your customer and equipment files are set up correctly and should be able to offer advice on the respective codings. Customers, equipment and rates is what your business is all about, so take your time and make sure they are set up to your satisfaction. Also ensure that all the interfaces between the various modules have been switched on or off according to your requirements. If you run a multi-branch operation for example, make sure the communications software is set up and that all the correct telephone numbers have been programmed into the system. It is also at this stage that things like automatic or “timed” backups and “End of Day processing” functions should be set up and tested.

### 2. Training

Once the software is installed and the setup is complete the real fun starts – learning to use the system. There are many ways of learning to use a system. Nearly all integrated systems will come with **online help** facilities, some companies may provide instruction **videos** with their software, most will (all should) provide system documentation in the form of **manuals**, others will provide **classroom style training** and some will even provide customised **onsite training**.

To ensure you get the most of your system you should be looking for a combination of the above. Online help in a system is important while videos are a useful aid if available. You must absolutely insist on a full set of manuals and do not even consider a software supplier that does not provide training or tells you “our system is so easy to use you won’t need any training”. Without adequate training you will never realise the full potential of your system. We often have people say to us “We don’t need training, we’ll read the manuals”. Remember, **manuals** are designed to be used as a reference guide by people who already know their way





around the system. They cannot replace a training course. Onsite training is always the best option as you get to learn on your own system using your own data. Most people find it much easier to learn when they are using information (e.g. customers and equipment) that is familiar to them. Ensure the trainer provides you with training manuals as these will become very useful reference notes later on. Don't stint on the training as it will save you a lot of time and **frustration** further down the track.

### 3. Support / Maintenance

Software support and hardware maintenance are easily the most neglected aspects of the decision making process. Good backup is paramount to the success of any business computer system. The hire industry in particular is littered with systems that have literally been shoved into a corner because they supposedly don't work. Ask a few questions and you will invariably find that the supplier of the system did not provide any ongoing support or that the purchaser of the system elected not to take the support on offer.

Support should be treated like an insurance policy. For example, you probably wouldn't dream of buying a car without insuring it, so surely your computer system deserves at least the same treatment. In fact your hardware and software support contracts offer better value than insurance policies as they do not attract "excess" charges. So what should you expect from your support contracts? A typical hardware and software contract for example should provide you with some of the following services:



#### Software

- Toll free hot-line for general queries
- On-line modem support
- Bug fixes and enhancements
- Annual upgrades
- Guaranteed response times

#### Hardware

- Timely onsite repairs
- Replacement system if yours cannot be repaired onsite
- General technical advice
- Remedial maintenance on a regular basis
- Guaranteed response times

Most companies will also offer a "Time and Materials" service. This service can be expensive and there are no guarantees that issues will be resolved in a timely fashion as companies will always put contracted customers ahead of Time and Materials work. Support and Maintenance contracts benefit both the supplier and the end user. The supplier has a guaranteed revenue base which in turn allows them to match staffing levels and spares to customer demand enabling them to provide a better level of service, while customers know exactly what their running costs for the year are and can budget accordingly.

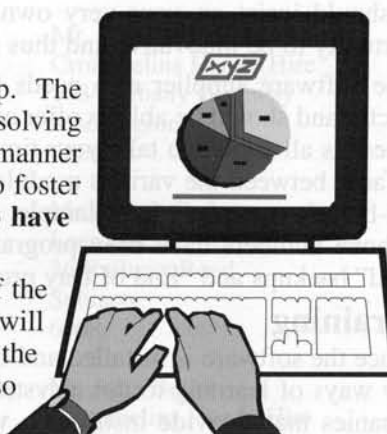
### 4. User Groups:

The customer/supplier relationship should be seen as a partnership. The relationship you have with your supplier can play an important role in resolving different issues that may arise from time to time. When structured in the right manner and run in the right spirit User Group meetings offer a unique opportunity to foster these partnerships. These meetings provide the forum for the **customers to have their say** on a range of issues relating to the suppliers performance.

Most importantly it gives customers a say in the ongoing development of the product, which ultimately benefits both parties – the supplier because they will not be wasting time on unnecessary development and the customer because the product will be moving in a direction that will meet their future needs. It also provides you with an opportunity to **meet other customers** and exchange ideas on different ways of using the system as well as discussing general business practices.

Remember every system is only ever as good as the ongoing services. It doesn't matter how good a particular system is, without the proper setup, training and ongoing support you will always struggle to get maximum benefits from that system. So make sure that you make support and the ongoing services an important criteria in your evaluation process.

Contact either Bruce Davies at Trilogy on (02) 9330 0403 or Chris Pannell at Software Link on (043) 653 388 for more information.





# Equipment For Sale

## Do you have any pre - loved equipment for Sale?

In futures issues we will be included a regular equipment for sale segment. So if have any equipment you wish to be listed for sale, give us a call on;

Tel: (02) 9387 7858 Fax: (02) 9389 8348

The following items are for sale

**Active Hire Service** would like to advertise the following items for sale.

(1) **Kango 2S00 Electric Hammers** good condition \$450.00 each

(2) **Electric Eel** with cables & cutters very good condition \$1230.00 each

(3) **Burton electric Drain Snake** good condition \$400.00 each

(4) **Jackhammer Air 40Kg** 1 1/4" head very good condition \$500.00

(5) **Jackhammer Air 30Kg** 1 1/4 head good condition \$250.00

(6) **Rockdrill Air light 7/8"** head very good condition \$400.00

For further details please contact  
**Brian Telfer on (07) 3277 8566.**

## HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:  
CONTACT YOUR STATE ASSOCIATION

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

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



# Kubota's New Warranty

The slogan "Tough Stuff" is used by Kubota, to promote its products in Australia. Kubota Tractor Australia Pty Ltd (KTA) has extended the warranty offered with its range of stationary Petrol Engines, including those used in Kubota Petrol Engine driven Generators and Pumps.

While announcing the extended warranty, Product Manager Mr. Chris Ludekens explained that "the 2 year warranty covers horizontal shaft engines used in locally built products, as well as the engines powering Kubota's superb range of fully imported Pumps and Generators, and is effective immediately."

Kubota Tractor Australia Pty Ltd (KTA) has also recently released a range of locally built portable generators, branded WORKFORCE, powered by Kubota's own petrol engines.

This announcement is a bonus for the growing numbers of WORKFORCE generator owners, with the Kubota petrol engines carrying a 2 year warranty, fully backed by Kubota's national Power Equipment dealer network.

Mr Ludekens went on to add that "Kubota engines are growing in acceptance as a replacement engine for equipment maintenance and repairs, and the 2 year warranty offer demonstrates confidence in the product, and in the dealer network."

Kubota offers a range of petrol engines from 3.1hp(2.3kW) to 13.0hp(9.7kW), with manual start and electric start models, as well as a selection of shaft configurations for various applications, with growing success in supplying local manufacturers of pumps, generators' cement mixers, chippers' edgers and other products.

There are over 100 Kubota Power Equipment dealers across Australia, and Ludekens contends that "they have the expertise to correctly match engines with equipment, to give customers a long term solution."

Kubota's Service Manager, Mr. Craig Woods who is in charge of warranty and training, points out that "We insist that our dealers check and test product, prior to delivery. We want trouble-free running for our customers...and in the end, any product warranty is

only as good as your ability to fix a problem if it arises".

"This industry works hard to maintain standards of customer service and quality through training, and many of Kubota's Power Equipment dealers are amongst the best," he said.

With Kubota's head office located in Melbourne, training schools are also offered in other capital cities and regional centres during the year, to enable participation by all dealers, as today's Power Equipment dealer has to be the local expert...to provide the kind of service customers have come to expect.

## All enquiries:

**Kubota Tractors ( Australia)**

**Tel: (03) 9309 2000**

**Fax: (03) 9309 2933**

## PRESSURE

*Priced just right  
for the ...*

**HIRE INDUSTRY**



Powered by



- 4000PSI + performance
- Low cost spares
- Heavy duty industrial pumps
- Rugged trolleys

☆☆☆SPECIAL HIRE INDUSTRY PRICES☆☆☆

RELIABLE PRODUCTS...RELIABLE PEOPLE

**AUSTRALIAN PUMP**

AUSTRALIAN PUMP INDUSTRIES PTY LTD A.C.N. 061 619 234  
131A ARCADIA ROAD, ARCADIA, NSW 2159

PH: (02) 9655 1541 Fax: (02) 9655 1689





# Defences Against Personal Prosecution for Environmental Offences

**M**ost Australian environmental legislation contains provision for executive officer liability. That means that if you are 'an officer concerned in the management of the organisation', you must satisfy the court that:

- a) the corporation contravened the provision without your knowledge,
- or,
- b) you were not in a position to influence the conduct of the corporation in relation to, its contravention,
- or,
- c) you used all due diligence to prevent the contravention.

In such cases, 'reverse onus' applies, - that is, you are presumed guilty until proved innocent, which is the opposite of the usual system of justice in Australia.

The above relates to offences covered in the Environmental Offences and Penalties Act, of New South Wales. But similar provisions apply in most other states and other environment statutes.

Note that in Queensland, it is not a defence to claim 'no knowledge'. Another, but less onerous requirement, imposes liability on persons who 'knowingly authorised or permitted' a contravention of a relevant statute in certain cases.

The defences against prosecution of persons in environmental law can be:

- You did what you could to prevent the offense, i.e., **used due diligence** to prevent it.
- Your position in the organisation was such that you **could not influence** what was done.
- You didn't know about it. (Except in Queensland).

'Due diligence' is a term used in environmental legislation to describe the degree of effort that persons in management must put into preventing pollution and breaches of regulations. It is necessary to understand what the courts will accept as a reasonable effort by those with responsibilities, so as to protect your legal liability as a person, as well as that of your employer or company. The requirement is very tough

Those who own, manage, or are directors of companies, or hold positions of responsibility in them, need to be aware of their personal legal liabilities in environmental matters. Not only can companies be fined, but also those who have responsibility in the running of the organisation, whether it is incorporated or not. The organisation is not allowed to pay your fines and you will

be held guilty of the same contravention, if the organisation is guilty. You will then have to prove to the court that you tried to stop it, had no knowledge of it or could not do anything about it

**Environmental legislation places strong emphasis on personal responsibility**

## The meaning of 'Due diligence'

There is no clear definition of 'due diligence' in the legislation, but the following explanations will assist define the care that the courts require from those who direct the operation of organizations or have a say in their running.

'Due diligence' could be taken simply to mean 'reasonable care'. Taking 'all practical steps to prevent the offense' is another way it is put elsewhere in the legislation. But neither of those terms were used, so we may assume that due diligence means something more. The degree of 'care' and what is 'practical' seem to depend on the needs of the particular case, as in other Australian legislation.

A possible interpretation of a 'Due Diligence Program' is that it is the same as the administration part of an Environment Management System designed to demonstrate that all possible care is being taken and includes the following points:

- An environmental audit program to evaluate the corporation's environmental risks and identify compliance with legislation.
- Inspections and assessment of compliance with all licence requirements and existing exposures. (Continual technical monitoring may be needed).
- A management and supervisory system which clearly allocates responsibilities for ensuring compliance and reporting.
- All personnel in the organisation must be aware of the corporation's environmental policy, and have the necessary training to carry it out. Note that this implies that a Policy is essential and that everyone has training in environmental matters.
- There is personal involvement and understanding of legislative requirements by the chief executive.



- There must be a system for maintaining appropriate records.

Additionally, contact should be maintained with regulatory authorities and periodic audits carried out to make sure that all environmental control procedures are in place and operating effectively

#### **Explanation of some other legal terms used in defences**

Who is a person concerned in the management of a corporation?

In item (b) of the defences previously mentioned, if you were not in a position to influence the conduct of the corporation in relation to its contravention, then you were probably not a person concerned in the management of the corporation so far as the particular contravention is concerned. But you must prove that to the court if charged.

The decision as to who are 'persons concerned in the management of the corporation' appears to depend on their role in the management rather than their title. The more active participation and control, the more likelihood of taking responsibility, is the usual deciding factor. You do not have to be called 'manager' or 'director' to be 'concerned in the management'. Company secretaries or persons in other positions often play an active role in day to day operations, and influence decisions related to

environment, such as those about waste disposal and how and where equipment will be washed down when returned from customers. This is especially so in small companies where one person has many roles.

You had no knowledge of the contravention.

It is not a suitable defence in law for managers or directors to remain "blissfully ignorant" of any contraventions of the company. They must make the enquiries that any reasonable person would make once any relevant facts come to their notice, or should have come to their notice in the system used to prevent environmental pollution. Presence of an EMS would require regular reports and inspections and failure to receive them should trigger an enquiry. If you were a person concerned in the management, it would be difficult to show that you did not know of any contravention, because carrying out your normal duties should have revealed the facts if an appropriate management system was in place. On the other hand, absence of an EMS will almost surely be taken to indicate a lack of due diligence

Information for this article was obtained from the Environmental Guide, which is produced by the Hire & Rental Association for the benefit of the industry.

An application form for the guide appears on page 37 of this issue.

#### **New Products**

## **ROLLER CHANGE-OUT**

**A** new service in providing cost efficient new Precision axial piston hydraulic motors as replacements on vibrating road rollers is saving fleet owners tens of thousands of dollars per year. The service, offered by Precision Hydrostatics Asia Pacific, provides brand new motors that directly interchange with original Sundstrand Sauer units used on Dynapac, Bomag, Ingersoll Rand, Bitelli, Pacific and Raygo vibrating road rollers.

Available in a series of frame sizes from 20 Series through to 27 Series, the motors offer a maximum displacement range of from 33 cubic centimetres per revolution to 334 cubic centimetres. Precision claim that the motors offer uncompromising quality standards, infinitely variable speed controls and a full range of shaft and control options that enable them to directly interchange without any alterations being made to the machine or design.

Best of all for contractors and plant fleet owners is the fact that the new motors are supplied at prices which are often cheaper than overhaul of the original motor. Apart from this cost saving, the supply of a new motor with a normal operating life of 8 years, gives vastly improved longevity of performance compared to a rebuilt motor returned to minimum operating standards.

**Further information on Precision's roller motor interchange programme is available from the "Hydro Hotline" at Precision's Sydney head office on (02) 6551541 or fax (02) 6551689".**







## Party Hire Section

### *PARTY HIRE INDEX*

Baytex Manufacturing	36
Advanced Tent Technologies	37



# SPRINGTOP NOW OUT TO 10M X 10

Following on from the successful launch of the 5m Series Springtop Canopy earlier this year, Baytex has now successfully extended the concept to 10m X 10m and has already sold a number of units at this size. Party hirers discovered some time ago that the 10m dimension is particularly effective when planning seating arrangements using round tables and the new Springtop capitalises on this factor, while at the same time presenting a strong elegant looking and highly visible structure that will compliment any party event. In combination with Baytex's new Bay View walls it looks positively spectacular and offers exciting prospects as a rental unit.

The extra large 10m dimension has been achieved after extensive development work on the 5m Springtop components. The 10m Springtop features high strength Channel Tube eave rails enabling us to retain the 5m leg spacing and standardise on side walls for both 5m and 10m units.

Though slightly more complicated to set up than the 5m unit, the 10m Springtop can still be erected in minutes by a three man crew making it probably the most cost effective quick erect frame unit around.

## So What's Next on the Drawing Board

Baytex is now finalising designs for low cost 3m X 3m and 3m X 6m Springtop units to fill out the Springtop range and, depending on demand, a 6m X

6m unit may also be added. In all we have been delighted with the way this new product has developed both from a design and a market acceptance point of view, and we are confident it will become a significant item in many rental inventories in the near future. Call us for more information and our best price.

## Looking to the Future

With the 1996 New Zealand and Australian Hire Conventions now behind us we can look back with satisfaction at their success.

The Australian Convention was a significant improvement on previous efforts and the volunteers who put all the hard work into making it so successful deserve our thanks for their efforts.

For us in particular conventions are an expensive exercise and quality foot traffic on the exhibition floor almost has to be guaranteed to make the effort of exhibitions worthwhile. While there were some gripes about the remoteness of the Rosehill location, we at Baytex were more than happy with considering the turnout.

Once again thanks to the Sydney Convention Committee for the results they achieved.

Meanwhile you can rest assured that the think-tank at Baytex is working hard on more bright new designs to show off at the forthcoming Hire Convention in 1997.

## Announcing a major advance in Frame tent design!

The All New

**CLIPFRAME II®**

from **Baytex**

featuring:

- Pull-thru Roof Panels.
- Clipframe quality & simplicity.
- 9M Clearspan width.
- Standard Clipframe features.
- New alloy ChannelTube rafter extrusion.
- Extra strong & stable.
- Extendable to any length.
- Easy 3 man installation.
- Quick erect frame.
- Costs no more!



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





# Roeder GmbH & Advanced Tent Technology

28 Gilbert Street

OVINGHAM, SOUTH AUSTRALIA 5082

TELEPHONE: (08) 8269 4491 OR (08) 8269 2933

FAX: (08) 8269 5633



**THESE AND MANY MORE STYLES AVAILABLE FOR, SALE LEASE OR HIRE! PLEASE ASK ABOUT OUR FULL SERVICE CONTRACTS.**

## 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:

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



# OAMPS FINANCIAL SERVICES

OAMPS, are national sponsors of the Hire & Rental Association and offer special deals for members who use their facilities

Some of the products and services customers already know about - Risk Products, and Life Insurance, others are new - Equipment Finance (Lease and HP), Home Lending, Commercial Finance, all will provide OAMPS clients with new and innovative finance opportunities.

## LEASING AND COMMERCIAL FINANCE

The new Leasing & Commercial finance area has accreditation with Australia's most experienced trading banks, merchant banks, and financial institutions and can arrange any type of finance for any purpose ranging from property purchase, capital equipment and working capital. Due to our knowledge and associations throughout the finance industry we are able to provide our clients with extremely competitive rates and more importantly, can tailor total financing packages to best suit client's needs.

Available options include:

Lease Finance - Fixed & Floating

Commercial Hire Purchase

Operating and Rental Programmes

Novated Lease

Commercial Property Finance

## RESIDENTIAL AND INVESTMENT FINANCE

OAMPS has designed one of the most flexible and competitive home lending products on the market today. The OAMPS home lending product has very low application fees, is significantly less expensive than the majority of home loans on the market, is supported by one of Australia's longest established financial institutions, has a re-draw facility and can be paid out early with no penalty.

## LIFE INSURANCE

The Life Insurance Division, through its preferred panel of Underwriters, is able to provide a comprehensive and sophisticated range of risk products and provide advice to meet members requirements. Our expertise includes keyman, buy-sell agreements, partnership insurance, mortgage protection, group salary continuance and group life, total and permanent disability, as well as personal insurances.

## THE TEAM

The OAMPS team is represented in most branches around the country by Financial Services Regional Managers. They will assist the OAMPS branch directly by providing complementary financial services to the Hire & Rental Association. In the majority of cases they will be the immediate client liaison and will ensure the effective and efficient delivery of financial services.

This group will be supported by specialist areas including Leasing, Commercial Finance, Residential Finance, Superannuation, and Life Assurance. Each one of these areas will be managed by a centralised professional team committed to servicing Association members.

Please contact OAMPS Financial Services Hire & Rental Division on 1800 240 432 to discuss your individual needs.

### MARK SHERIDAN OF MOREE EQUIPMENT HIRE

Is the 1st Prize winner of the Colour Television from the 1996 Hire Expo

### Congratulations Mark



# Blast Cleaning

We often receive calls in the rental industry for methods of cleaning unwanted material from a surface, whether it is scaly rust from a boiler or building structure, to removing paint from a concrete swimming pool or cleaning rust from a motor vehicle body. The end requirements is the same, a clean surface from where we can start again to protect and paint as required.

Blasting by use of a compressor and blast pot is one method of completing this task. There are several types of units available such as:

## Gun type

Used with a small portable air compressor for confined spaces or small areas where loose or flaking material is present. These units will run river sand or copper slag.

## Blasting Pot

Used with a large air compressor 250 cfm or greater. These units require 2 people to operate and can be used with several types of medium (grit) to achieve a variety of results on different surfaces. They have been around for many years but are now seeing a resurgence with the newer models being capable of blasting bicarbonate of soda a household product that is environmentally friendly as it breaks down. With water injection added in the fine mist reduces dust and area clean up to the environment as well.

## Most Common Types of Medium

### Chilled Steel Grit

A heavy blast used at low pressure to remove rust on structural steel.

### Garnet Grit

A medium blast used on light panels with strength or tube steel with all thickness eg: bike frames.

### Copper Slag

Available in course, medium and fine. This medium is generally used in heavy applications where course rust removal is required.

## Bicarbonate of Soda

Baking Soda used for removal of paint only on material surfaces such as body metal where heat or metal fatigue is not allowed than can cause distortion.

## Hints

- Always use a compressor of 250 cfm or greater.
- Locate air compressor up wind from blasting operation to prevent entry of dust into compressor intake.
- Lock all air fittings with clips or safety cables at connections.
- Always use correct size blast hose; under sized hose will cause substantial reduction in air and abrasive flow.
- Always screen abrasive being used before it is placed into the pressure pot; this will prevent irregular sized grit or unwanted material from clogging the metering valve.
- Before loading machine with abrasive, test machine using compressed air only.
- Initially, position nozzle approximately 3/4 of a metre from the surface and observe blast pattern.
- On heavy rusted surfaces nozzle should be held 80 to 90 degrees to the surface. - On loose flaking material, nozzle angle of 45 to 55 degrees works best.
- Always tidy up the work place when job is complete.

## Compressed Air

- Use only as instructed. Never direct it towards yourself or another person even for dusting down. Do not use it to remove swarf, chips etc. Keep air lines clear of machinery, traffic and other obstructions. **Remember compressed air is dangerous if improperly used.**
- Stand clear of abrasive, it may come out at high velocity.
- Always wear the correct eye safety equipment and clothing.

**PETER ARMSTRONG**  
National Hire



# HIRE INDUSTRY SPECIAL

A high pressure water blaster designed specifically for the hire industry has been released by Australian Pump Industries

Aussie Eco-Clean division. Called the BB100 Rental Special, the unit was designed after extensive consultation with the hire and rental industry.

The machine is designed to fill a niche for a 'car boot' blaster that embodies all of the features of much more heavy duty machines. It offers light weight combined with compact design and 2000psi pressure capability. Flow is 12 litres per minute. This combination of flow and pressure gives the unit sufficient hitting power to accomplish domestic chores and light industrial applications.

The blaster features a 'Big Bertie' Bertolini pump coupled through a gearbox to a Robin 5hp petrol engine. The machine is supplied fitted within a unique frame with anti-vibration mounts and supplied with two rear wheels and a user friendly, fold out handle.

A spokesman for the company said.

'The feedback we've had from the hire industry is that there will be a big demand for engine drive, car boot style blasters that are reliable, portable and provide sufficient pressure and flow to get the job done! We designed the machine particularly with ease of handling in mind so that retirees, women, general managers, and otherhandicapped people will be able to handle it

A wide range of accessories is available to suit

the car boot special, including turbo lances for extra difficult jobs, sandblast kits, rotating brush and optional, long lances for extra reach.

Further information is available from the Aussie Eco-Clean Division of Australian Pump Industries.

02 96551541



## YANMAR

ViO Series

New Generation Excavators

- Zero Tail Swing
  - Better Visibility
  - Low Noise Engines
  - 1.5 to 7 Tonne
- Distributed By

## Tuffs

TAT HONG



**BRISBANE**  
(07) 3277 5422

**SYDNEY**  
(02) 9684 4400

**MELBOURNE**  
(03) 9314 0011

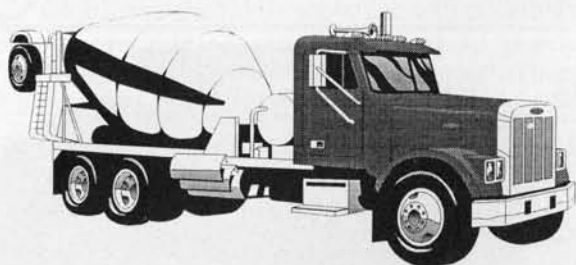
**PERTH**  
(09)479 4080

**KALGOORLIE**  
(090) 91 2700

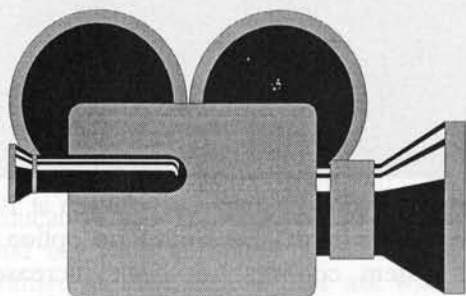


# Computer & Quality Systems for every type of Hire Business

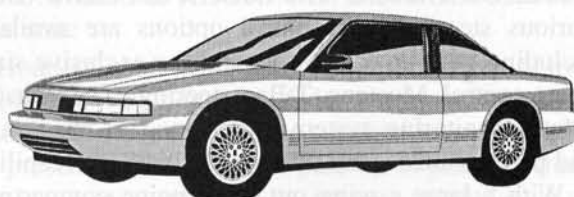
## OPERATED PLANT & VEHICLE HIRE



## CONSTRUCTION & GENERAL HIRE



## AUDIO VISUAL & PHONE HIRE



## PARTY & EVENT HIRE, TOILET & ACCESS HIRE,

## CAR & TRUCK HIRE

☐ **NOW IN MS-WINDOWS - CALL FOR DETAILS . . !**

**QUALITY  
MANAGEMENT  
SYSTEMS**



**SOFTWARE  
LINK**

PO BOX 1 BERKELEY VALE 2261

TEL: 043-653388 FAX: 043-653400

E-Mail: [softlink@cci.net.au](mailto:softlink@cci.net.au)



# New Mustang 2060

Mustang Manufacturing Company Incorporated of Owatonna USA has announced the release of the Mustang Model 2060 to the Australian market.

The Mustang 2060 continues the tradition of dependability and high performance and incorporates the latest design and manufacturing techniques focused on leading the industry in the 800 KG operating load class. Four primary design goals were established and achieved with the 2060:

## Power and Performance

Mustang skid steer loaders always lead their class in the two most important machine performance specifications. With 8854nm of axle torque and tractive effort, and 2721 KG of bucket breakout force, the Mustang 2060 can outperform any competitive machine in the most severe application. The drive system features a no maintenance direct drive coupler with larger drive pumps and massive wheel motors. The new "bowtie" drive system with larger drive chains increases drive system strength and performance while eliminating the need for internal chain adjustments.

## Operator Comfort and Safety

The ergonomically designed operator cab is larger and quieter to provide the friendliest environment possible. The machine operational controls are adjustable to meet the demands of a variety of operators. Operator noise has been reduced, and cab options are available with noise levels below 85dba. Various steering and control options are available, including twin lever controls and the exclusive single lever control Mustang T-Bar steering. The Mustang safety monitoring system is designed to meet safety and performance standards worldwide. Serviceability

With a large swing out rear engine compartment door, flip up operators seat, easily removable ROPS, and large side frame access panels, the Mustang 2060 was designed with ease of service in mind. All fluid checks are easily accessible or fitted with visual sight gauges. If major work is required, the engine and pump assembly can be quickly removed. The hydraulic system is sealed and pressurised to keep out unwanted contaminants.

## Attachment COMPATIBILITY

The recent explosive growth within the skid steer industry is a direct result of the acceptance of the skid steer loader as a high performance tool carrier. Hundreds of attachments have been developed, and most are hydraulically actuated. The 2060 offers



standard accessory hydraulic output of 83 Lpm at 207 Bar and an even more impressive High Flow option.

Hydraulic system cooling has been increased dramatically to ensure hydraulic attachment compatibility.

The Mustang 2060 also offers either the exclusive Fast-A-Tach attachment mounting system or the Universal Fast-A-Tach for other brand attachments. These features make the Mustang 2060 the most versatile and productive tool carrier in the industry.

## Specifications:

Operating Load (O2SAE)	795 KG
Tipping Load	1591 KG
Hydraulic PUMP - Capacity	83.3 L/M
Hydraulic Operating Pressure	207 bar
Hydraulic Reservoir Capacity	83 litres
Axle Torque	8854 nm
Breakout Force TILT	2721 KG
Travel speed	11.2 Km/h
Operating Weight	3175 Kg
Engine	ISUZU 4 Cyl. 4 JB1
Rated HP	46.3 Kw at 2600 RPM

For more technical information contact:

**Tutts**  
**2 South Street**  
**RYDALMERE**  
**Sydney NSW 2116**  
**Phone (02) 9684 4400**  
**Fa x: (02) 9684 1501**



# EMPLOYING STAFF

**C**hoosing and keeping the right people is central to the successful functioning of your business. Objectives should be set which will ensure that conditions are created and maintained to provide profitable and efficient use of your personnel. This is best achieved by treating staff as human beings and being concerned about their total work environment.

**Key issues**

**Recruitment** - this means advertising vacancies in a variety of ways and providing adequate information to prospective employees. Advertising in local newspapers is an excellent method of attracting applications to job vacancies.

Consider the skills, qualifications and experience required to do the job. Separate these into "essential" and "desirable". This will help in selecting the best applicant for the job.

Jobstart, apprenticeships, office skills traineeships are all excellent methods of employing new staff. Contact your nearest Commonwealth Employment Service office or Department of Employment Education and Training Industry Service Centre and find out what subsidies or allowances you may be entitled to. At the same time ask what other services the C.E.S. may be able to provide your business.

Another option is to use a private employment agency, private agencies typically charge between 10% and 15% of the employee's first year's salary as a fee.

**Selection** - the basis of selection is fact finding, either by asking questions or by requiring applicants to demonstrate the skills they claim they have, such as operating a particular machine. Prepare an outline for the interview but be flexible about it. After you have made a short list, check references and send an offer letter to the successful candidate. Inform unsuccessful candidates as politely and as soon as possible.

When commencing a new employee, make the first 3 months of employment of employment probationary. During the probationary period, the employee should be assessed and if unsuitable, either retrained or where appropriate, dismissed.

**Training the new starter** - informal on-the-job training is probably the most common training method used, except for highly skilled or technical positions. Formal training workshops should also be considered once employees are established.

Now that you have the right people working for you, you need to ensure they are happy by continuing or increasing their motivation. High staff turnover is very expensive in a small business.

**Motivation** - employees remain motivated when the employer: takes an interest in their development; cares about their safety/health and general well being; treats

people as people not as numbers on a payroll; and sets joint goals and objectives so that employees know what is expected of them.

## TIPS FOR GOOD STAFF RELATIONS

- regularly communicate to your staff your plans expectations, problems and opportunities
- show recognition for work well done
- lead by example
- encourage suggestions and ways to improve the organisation and involve employees in decision making
- delegate responsibility and foster initiative
- set realistic targets and use a review system so employees know where they stand.

## Some general guidelines

**Wages** - the majority of employees in Australia are protected by legally enforceable minimum wage rates, and are generally entitled to equal pay for work of equal value.

**Awards** - industrial awards are work codes which establish conditions of work such as minimum wages, hours of work, overtime, holidays, minimum periods of notice and other conditions such as safety requirements. Different industries have different awards. It is important to understand the awards pertaining to each position in your business.

For more detailed information on specific awards contact the Department of Industrial Relations Awards Office on 266 0688 in NSW Or the office of

**BUSINESS & REGIONAL DEVELOPMENT** in your state

**Hours of work** - the standard working week of most employees is 38 hours in a 5 day week, and usually all time worked in excess of the standard hours or outside the prescribed time must be paid for at penalty rates.

Refer to the relevant award for the details applying in each case.

**Paid leave** - generally staff are entitled to a minimum 4 weeks paid annual leave, but this can vary according to different awards. A loading on holiday pay of 17.5% or more is prescribed in many awards and most employees receive 10 or more public holidays per year.

Generally employees are entitled to one week paid sick leave per annum. However, details of entitlements vary so it is essential to refer to the relevant award for the details applying in each case.

**Notice of termination and severance payments** a number of awards may contain specific reference to the period of notice of termination and also the level of severance payment based upon years of service.



There is also legislation governing what is lawful or unlawful dismissal. Employees unlawfully dismissed may be entitled to claim for reinstatement or damages (in the form of financial compensation). It is therefore worthwhile to seek advice before proceeding with a dismissal.

Safety and compensation - minimum standards exist for physical working conditions to ensure occupational health and safety. It is compulsory for all employers to insure for workers compensation liability.

Anti-discrimination laws - it is unlawful to discriminate against people because of their nationality, race, sex, marital status, age or religion.

Trade union members - union membership is not compulsory in Australia but some awards give preference to union members.

There are a number of compulsory requirements to be aware of when employing staff.

Workers Compensation Insurance - workers compensation insurance is compulsory. Anyone employing others must obtain an insurance policy that covers the full amount of the employer's liability under Workers Compensation Act in respect of all workers employed. The penalty for not having a current policy is double the normal premium plus a \$20,000 fine. You are liable for all workers recognised under the law for workers compensation. Contact the WorkCover Authority for more information 370 5067 or Freecall 1 800 806 626.

Superannuation - for specific details on your obligations, contact your nearest Australian Taxation Office or your own Insurance Company.

PAYE (Pay-As-You-Earn) tax - is the method by which salary and wage earners pay their tax and Medicare instalments via deductions from their pay. The employer makes the deductions and pays them directly to the Australian Tax Office. At the end of the year each employee receives a group certificate which shows how much the employee earned during the year and how much tax was deducted. You need to complete an application for registration as a Group Employer. This form is available from any Tax Office.

Wages Book - the law requires that every business must keep wages records if the business has any employees. There should be a record for each employee showing details of all wages and deductions, as well as the "take-home" amount.

Enterprise Agreements - these are agreements between the employer and employee(s) to settle their own working arrangements away from centralised controls. Agreements are to be registered with the Industrial Registrar who ensures minimum conditions are met. For more information contact the Department of Industrial Relations in your area.

*For more information about the range of other services provided by the Office of Small Business, contact your nearest Service Centre in your state.*

# EASYMIX

**OPTIONAL  
POLYETHYLENE  
NON-RUST  
BOWL**



**Handyman**  
2.2 CU FT.

**Compactors**



**Tip up  
3.5 CU FT.**





**3.5 CU FT.  
2.2 CU FT.**

**Power Trowelling Machines**

**Generators**

**Bricksaws**

**Head Office:** 49 Felspar Street, Welshpool, WA. (09) 350 6255 Fax: (09) 451 2312

Vic: (03) 9439 2055 / (03) 9720 2600 Qld. (07) 3354 3033

NSW (02) 9790 0202 / (02) 9636 6122 SA (08) 8349 7388

NT (089) 471 623 Tas (002) 280 413



# NEW ZEALAND ROUNDUP

## PRESIDENT'S COMMENTS

Convention has come and gone again for 1996. The event was again a great success with varied social activities, business sessions and a well presented and run Trade Show. Thank you to all those who took the time to attend, and for those who did not, then open your diary and put in August 5-8 1997 in Christchurch. Thank you again to the Sponsors, who helped make the Convention the success it was: to Kelvin Strong for the extra work involved in the organisation of such an event and the chasing of people for the last minute registrations.

It is pleasing to see an increase in the number of membership applications being processed. It is important to try and encourage as many non member companies as possible to join the Association so they can get the benefits of the work we do and hopefully improve the image overall of hire and rental companies. We are still increasing slightly the overall number of members despite the loss of some member companies through buy outs from larger Companies.

As a group of Companies all doing basically the same type of business i.e. Hire and rental of equipment, either general equipment or party, is it time to look at being recognised as the professionals of the business, known as the people to see when there is a job to be done, using a name or symbol that means something that is associated with us, combining those who wish to be part of a progressive push for extra awareness and extra business? These Companies would be progressive, be well run, with equipment and service that would be a measured standard. To brand and promote as an industry/service rather than an individual company, promoting its own name, rather than what it can offer, must have far reaching benefits in terms of public awareness and dollar turnover.

What if we put a useful flyer / booklet into every area showing common tasks carried out in and around homes, and the equipment to make the job easier e.g. wall paper stripping - cobble stoning - concreting - painting - gardening - and other you could think of.

In Party or Event hire what do you require for a function - marquees, glassware, lighting - how to cater for dinner parties by hiring all the equipment including the tables and chairs and table cloths.

Calling those Members wishing to participate, and for those that are of the approved standard. 'Hire Helpers' - 'Hired Helper' or some other simple but descriptive name that can be seen nationally as 'The Group' to hire from. Then promote the concept of Hire and Rental to the public. Get them to think 'Hire' every time they undertake a job around the home, at work, or think about a dinner party or function.

If we as an Industry want to grow, now is the time to unite and group together. Think of names you know, Master Builder - Master Plumber - Master Painters - Safepower - MTA LMVD - these names identify what they do and what they are good at.

Isn't this what we should be doing????

It was pleasing to see the enthusiasm of Members to be part of and contribute towards the two sub committees that have just been formed: the Elevated Work Platforms, chaired by Kevin Gallichan and the Party and Events chaired by Terry Rush. These two groups will be looking at those particular sectors of our Industry and making suggestions for improvement on issues of concern or any legislative matters. Please support them with any suggestions or ideas you may have.

It was very disappointing to have to cancel the Next Generation Forum for the weekend of 27/28 September due to

lack of support. The programme was the best ever and would have been excellent value for money to have leading people fired up and enthusiastic for the coming season.

After the planning that was wasted this year we will be looking for some positive feedback before we plan for further Industry Training.

The busy season is now upon us, which is great. We forget what busy really is until it starts. Again it is timely to remind ourselves about our obligations under OSH. We must be sure that people hiring equipment are suitably instructed on the use and safety aspects and equipment required when using any items of plant. Use the Safety Instruction Sheets that have been prepared for you. This is an obligation, but it is what makes us professional in what we do.

**Good Trading.**

## Warren Egen

## DIRECTORS & SUB COMMITTEES

**DIRECTORS & SUB COMMITTEES**

The Directors for the forthcoming year are:

## President &amp; Zone 1 Director

Warren Egen                      Dunedin

## Zone 2 Director

Paul Booth Dannevirke

### Zone 3 Director

Kevin Gallichan Hamilton

#### 4th Director

Terry Rush Feilding

Kevin Gallichan was re-appointed for a 3 year term and also Terry Rush has been elected for a 1 year term. President Warren gave notice at the Convention that this would be his last year as President.

Following on from a review of the operation of the Association and the specific needs of sectors of the Industry the Directors have appointed the following Sub Committees:

## Party Hire & Events

Terry Rush (Convenor) Anne Lane, Colin Taylor, Tony French

## Elevated Work Platform

Kevin Gallichan (Convenor) Representatives from Hirequip, Hirepool and TPL Access Hire, Co-opted members will come from Hydraulic Tools, Snorkel and JLG Industries as required.

## CONVENTIONS

Our 1997 Convention will be held in Christchurch 5-7 August 1997. 1995 ARA President Hotch Manning has recently written to say he hopes to bring a contingent from America to this Convention. Overseas Delegates will be able to enjoy the winter delights of the South Island following the Convention.

**INSURANCE COMPANY**

Earlier this year the Association established a separate Company for the purpose of operating an Insurance Co-operative for Member. To date 40% of Member Companies have joined and have secured savings of up to 40% on their premiums. The Company had its first AGM at the recent Convention where officers were elected for the forthcoming year.

### DEPRECIATION RATES FOR MAROUEES ETC.

The Inland Revenue Department has issued its final determination with regard to depreciation rates on Marquees etc. This follows on from extensive submissions from information supplied by Member Companies. The final result overall appears to even favour the Industry more than the initial changes proposed.



## New Disposable Gas Bottles Give User Flexibility And Convenience

Ideal for home handyman and professional welder alike, SIP Australia has just released their range of disposable gas bottles. New to the Australian market, the gas bottles are used with SIP Migmates and other Mig welders. They are fully approved by the Australian Work Cover Authority.

SIP disposable gas bottles provide the user convenience and flexibility not afforded by larger gas cylinders. They also make portable Mig welders more economic for the user, while making these welders truly portable. For the professional welder, infrequent application using a different gas is now a proposition as the cost and inconvenience of a second large gas bottle is no longer required.

Available in CO<sub>2</sub>, Argon/CO<sub>2</sub> and Argon, SIP disposable gas bottles are used to weld all types of mild steel and aluminium. Lightweight and compact, they come in a cylinder less than 310 mm high. Despite their size, they are economical—providing long duration of use. The CO<sub>2</sub> gas bottle can give up to 60 minutes of welding time when the flowmeter is correctly adjusted. An average weld normally lasts a few seconds only. With the gas flowing only when the torch is operating, it is not hard to realise that each gas bottle can produce a significant amount of finished weld.

SIP gas bottles are widely used in Europe with SIP selling from 15,000 to 20,000 bottles a month in the UK alone. The product has allowed the development of the portable Mig welder market overseas and is expected to do likewise locally, according to Mr. Philip Ippaso, managing director of SIP Australia. "People who would not normally buy a Mig welder for home or motor maintenance, like white

collar workers, would now consider such a purchase. Now they don't have to worry about the cost and hassle of large gas cylinders in the home", he added.

For more information, please contact:

**Mr. Philip Ippaso or Mr. John Gates**

**SIP Australia Pty Ltd**

**23 Hargraves Place**

**Wetherill Park NSW 2164**

**Ph: (02) 9756 1719 Fax: (02) 9756 1599**



*The new SIP range of disposable gas bottles are fully approved by the Australian Work Cover Authority.*

## ADVERTISERS INDEX

Advanced Tent Technologies.....	37
Australian Pump Industries .....	32
Baytex Manufacturing.....	36
Disc Group of Companies .....	7
Crommelins Machinery.....	10
Flextool .....	25
Grove Manlift .....	13
Instant Scaffolds .....	9
OAMPS.....	4
Sewer Equipment Company.....	17
Spitwater Australia.....	22
The Software Link .....	41
Trilogy .....	Front Cover
Tutts.....	40
Wacker Australia .....	14



# NEW BENFORD TV 1200H ROLLER

Tutts has announced the release of a new Benford Self Propelled Roller to The Australian M; known as the TV1200H which has an operating weight of 3335 Kg.

Features of the roller are a unique sliding operator control system, providing driver's edge vision and enhanced operator comfort, and an anti-vandal control cover with automatic start inhibitor which prevents joy riding and protects the instruments.

An easy-to-operate six-in-one control lever with auto-braking prevents the driver cheating by vibration above the rolling speed. Once it has been put into the driving speed, vibration cannot be selected until the lever has passed through the neutral gate. Nor does the driver have to N about engine revs, as the engine is either at idle or optimum revs. The roller can also be m without the engine running - a unique free wheel facility enables the roller to be winched onto trucks with no risk to the operator.

These are the only roller, say Tutts, with one or two drum vibration as standard, allowing lighter compaction on thin materials and-for patching, and with automatic vibration cut-off to prevent accidental vibration when restarting the roller.

Other enhancements are:

- Operator seating and controls are isolated from vibration, reducing operator fatigue improving comfort.
- Noise levels of just 81 dBA
- Engine accessibility for servicing from both sides.
- Self-tensioning scraper bars.
- Removable fuel, water and hydraulic tanks

- A plastic water tank with metal surround, to eliminate corrosion while retaining robustness
- simple gravity water system with the option of adding a pump, to reduce off-hire time improve reliability
- A damped drive system to prevent drum spin.
- A strong chassis with 10 mm plate, geared to the demands of the plant hire environment
- Quick release coupling or drain tap on water spray bars, allowing easy cleaning of spray 1 using compressed air and quick draining of the water system.
- A high impact, 20 mm thick plastic bonnet manufactured to aerospace specifications, giving higher impact resistant than steel and improved corrosion resistance.

Instead of printed circuit boards, the machine has relays. Each plug into a hydraulic bit that h LED light to show whether the circuit is live. There are no fuses, just CCT breakers, designed save electricians time.

Other models in the range are the Benford TV1000, TV1200 and these are also now available

The range is designed for conventional council work such as patching, footpaths driveways and o small-scale projects where big machines are inappropriate.

**For a new technical brochure contact:**

**Tutts**

**2 South Street**

**RYDALMERE NSW 2116**

**Phone (02) 684 4400 Fax (02) 638 2317**





## FOUR NEW RAMMER G 80 CITY PRO RAMMERS FOR KALCON hirer's W.A. PROJECTS

CompAir (Australasia) has delivered the first of four of the new series Rammer G 80 City Pro hammers to Kalgoorlie based mining and civil engineering services company, Kalcon Hire

Attached to the boom of a Hitachi hydraulic excavator the new Rammer G 80 City Pro hammer is undertaking its first assignment as a secondary breaker of material at the Huntley mine of Alcoa of Australia.

The three additional Rammer hammers will be added to the Kalcon Hire fleet working on WA mining projects and the goldfields pipeline construction.

Kalcon Hire has been a long term user of Rammer hydraulic hammers and in addition to the four new G 80 City Pro series, has 14 other Rammer hydraulic hammers in service in its fleet.

The new Rammer G 80 City Pro model is the first hammer available which allows the operator to select the ideal breaking power for each job.

Hydraulic hammers are the key means of breaking oversize materials in mines and quarries and in the demolition of concrete or other building structures. Traditionally, handling the more difficult jobs and the harder to break materials has been achieved by raising, or lowering the engine speed of the excavator, creating a rise or fall in the hydraulic pressure available to the hammer.

The new City Pro series now makes power saving a reality. For breaking hard oversize material, the oil flow to the hammer should be set to about 85 percent of the maximum either by adjusting the engine speed or for modern excavators, selecting a suitable hydraulic pump output using a switch for the purpose.

The machine operator simply adjusts the operating pressure of the G 80 hammer from a control panel located in the cabin. For very hard materials City Pro should be set to the Boost position for maximum impact energy.

This ensures sufficient impact energy to break the rock as

well as easy handling and control since impact frequency is not at its maximum. For breaking softer rocks or demolition of light concrete structures the hammer can be set at the Standard or Economy positions.

For lighter materials a combination of maximum oil flow and the Economy setting provides minimum impact energy. If the material becomes harder the hammer can be reset to the Standard or even Boost position to raise the impact energy.

The Rammer G 80 City Pro is the first hydraulic hammer which allows the operator to choose the ideal breaking power for each specific job. The new Rammer G 80 City Pro is the unbeatable alternative for working in the variable conditions and variable

materials typically encountered in a combination of mining and civil engineering applications.

All Rammer City series hammers have quiet operation with low noise levels making them ideal for applications where noise inconvenience to neighbours or the need to operate around the clock are important considerations.

In addition to excavator mounted Rammer City and City Pro hammers, units are also available for pedestal mounting as a secondary breaking aid in crusher, grizzly or other rock breaking applications.

Manufactured in Finland by Rammer and exported around the world, the Rammer range is supplied and fully supported by CompAir.

Further information on the extensive range of Rammer hammers from the smaller skid-steer loader or small excavator models up to the large heavy duty models in the City and City Pro range can be obtained from any of CompAir's national branch network or direct from Glenn Cooper, CompAir (Australia) Ltd, P0 Box 126, Mount Waverley 3149. Telephone (03) 9544 0777 or fax (03) 9562 8894.



*The first of Kalcon Hire's four new Rammer G 80 City Pro hydraulic hammers working on secondary breakage in the Huntley mine of Alcoa of Australia.*





# Pull more profit with the Ryan family of aerators

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

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

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

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

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

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



Phone free for details on  
**008 252246 or 1800 252246**

VICTA COMMERCIAL DIVISION PO BOX 60 CAMPSIE NSW 2194 AUSTRALIA

**VICTA**  
DISTRIBUTORS OF



**RANSOMES  
CUSHMAN  
RYAN**

Setting the standard

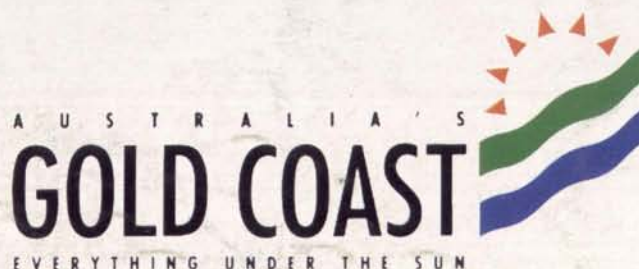




**Hire & Rental Association  
of  
Australia**  
National Convention and exhibition.



**Conrad  
Jupiters.**



**31st August-  
4th September  
1997**