

Hire and Rental

INDUSTRY QUARTERLY

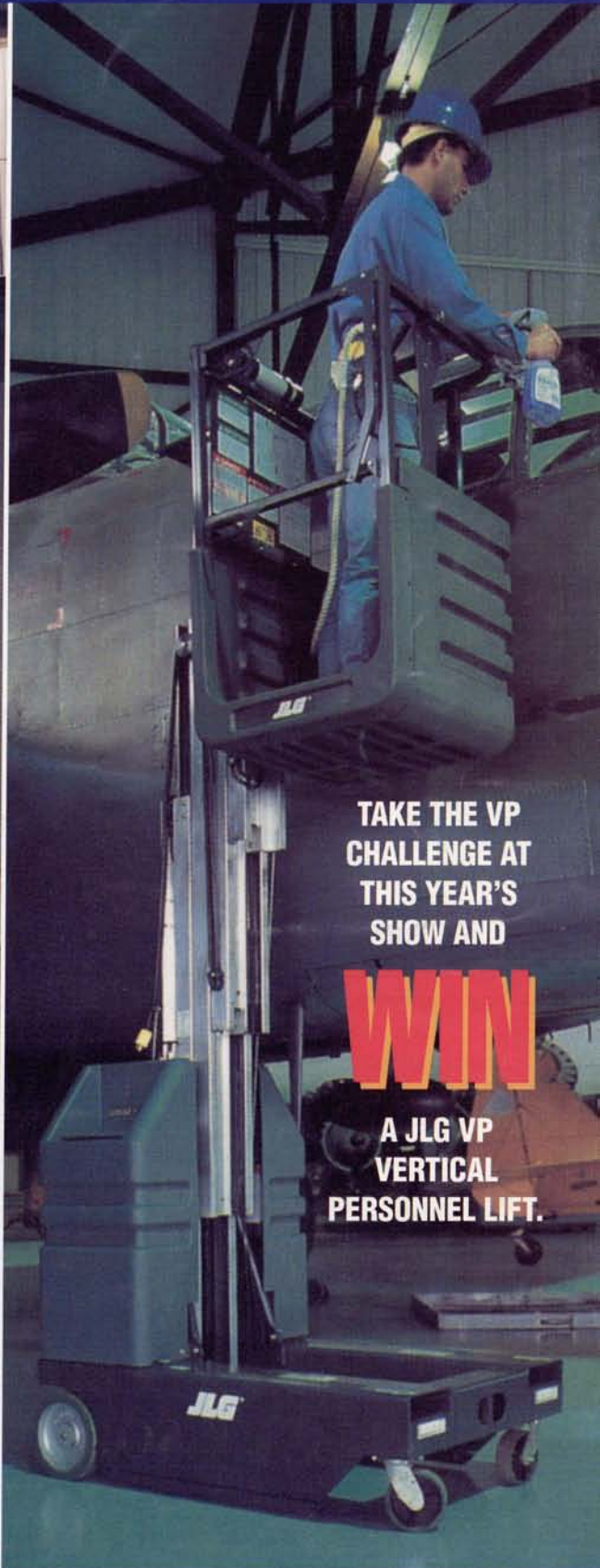
Official Publication of the Hire and Rental Association of Australia

August 1997



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1997 Convention Issue

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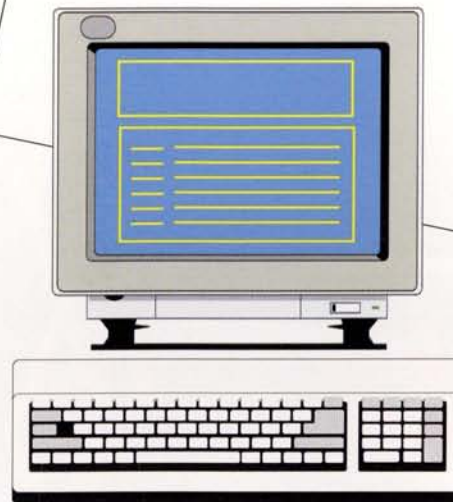
TRACS

THE AUSTRALIAN HIRE STANDARD



D.I.Y RENTALS
1995-1996
Quarterly Revenue Report

	Actual	Budgeted
July	\$ 752,231	\$ 790,000
August	\$ 941,386	\$ 850,000
September	\$ 892,237	\$ 990,000
TOTAL	\$2,585,854	\$2,630,000



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PRESIDENT'S MESSAGE



As we approach another Hire & Rental Convention, it is good to see the positive response from delegates and suppliers who will be attending this event. The organising committee spend a large amount of time organising the convention in the hope of good attendances. So far, the response has been pleasing, but the earlier you register the easier it is for the committee to ensure the convention runs smoothly and is beneficial to attendees. Event and Party Hire sessions and workshops have been specially included in this convention and I hope that these members will participate in this new aspect of the convention, which has been designed to cater specifically for this group of specialist members. Much time and effort has gone into this convention's structure to ensure that there is a broader approach as many in the Event and Party Hire have felt uncatered for in the past.

From the people I have talked to recently, business appears to be on the increase and should remain at these levels for the next three to four years. This combined with Government Departments decreasing their assets should have a positive outlook for the hire industry towards 2000.

Over the next six months, the National Association needs to review its position in relation to the State Associations, both for general hire and elevating work platform divisions. Members are asked to voice their opinions to their national delegates so that decisions are not just made on the committee's feelings but with a general voice of the members. It is hard for associations to run programs that suit members if they are not willing to communicate prior to decisions being made. I am also available to receive your comments by phone or fax.

For those of you who are still undecided about attending the convention, I urge you to consider the benefits to you and your business. It is a chance to learn, to pick up new ideas, to check out new equipment coming into the market (your local rep can't always bring everything with him to show you). It's an opportunity to talk with others in the industry across the nation, someone similar to yourself. It's a chance to relax and take a few days break from the every day - vital to those who work 6 and 7 days a week. It can be a guilt free holiday - its for work!

See you all at the convention!

Regards,

PETER WALDEN

The tide may be turning

The end of the financial year is the time to examine the bottom line, compare it with other years and look to the prospects of the future.

Looking back to this time last year there was an air of expectancy throughout the business world.

Voters had decided, that after thirteen years, it was time for a new Government and had voted accordingly, electing the Liberal Government.

Consumer confidence was down under Labor, the economy was flat, with small business in particular in need of an impetus that would kick-start it.

The Hire Industry, being a service industry, dependant on other industries, was feeling the effect of the slow economy. But like all others was hopeful of improvement.

The business world was looking to the new government to provide some concessions that would restore consumer confidence and improve the trading arena.

Unfortunately the improvement that often accompanies a change of government didn't eventuate. The economy remained flat, trading very slow, and the gloomy forecasts returned.

Generally speaking, although circumstances differ in each state, the majority of hire companies would put 1996 -1997 down as a tough year, as was last year. But the Hire Industry wasn't alone, as many industries felt the effect of the flat economy.

But a change appears to be on its way. The continued interest rate cuts have stimulated the economy in some areas; the stock exchange is on a seemingly endless upwards spiral; real estate sales are booming; and retail figures are up for the first time in ages.

Two areas where the Hire Industry is directly involved, the housing industry and the construction industry, after a slump of three years, are both showing strong signs of growth.

Many economists are predicting that Australia is on the verge of a growth surge with economic growth stimulating increases in employment with continuing relatively low inflation.

But what is more important is that consumer confidence seems to be returning, and with consumer confidence a major determinant of consumer spending, this will mean improved sales for business.

Although these positive results may not have reached all sectors or regions as yet, this sense of optimism appears to be permeating even those areas who are yet to feel their effects.

Although it may be a bit early to restock your yard with a new range of equipment, or order the new Mercedes. It must be said that the trading environment at the moment looks more promising than it has for a long time. There are no suggestions that there are boom times ahead, just the indication that things are improving and should continue to do so.

After the last few years, any improvement will be gratefully received.

Greg Kelson

HIRE and RENTAL Industry Quarterly

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We welcome any articles relevant to the industry, but publication is solely in the hands of the editor.

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August 1997

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to mind your own business

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Don Howe - forty years in Hire

After forty years in hire, Don Howe can look back with satisfaction at his achievements of building a successful hire operation. But it wasn't always smooth sailing.

Don was originally operating a plumbing & draining business from home in Heathcote in 1955. He found that like all other tradesman in that area there was a gross shortage of available equipment for hire. The nearest company hiring out compressors was A. W. Donnelley in Rozelle. So Don borrowed the deposit from the bank and bought one of his own.

This not only gave Don the advantage of always having one on hand, it also allowed him to hire out his compressor whenever it wasn't in use. Demand soon began to outstrip supply, so he purchased another and began hiring it out.

The shortage of equipment in those days prompted Don to gather together a small range of equipment and set up a hire operation, leasing part of a yard in Kirrawee. Being a plumber and also holding a builders licence he was able to take advantage of the housing boom in the surrounding areas, while also running the hire operation.

Concentrating on excavation, despite a few setbacks along the way, he gradually built up the hire business until he had 27 Air Compressors, 6 Backhoes, 1 Drott and 10 Trucks and a staff of 24 involved in wet and dry hire. The business soon outgrew the leased premises, so he moved into the Waratah Street premises in Kirrawee thirty five years ago and is still there today.

But the downturn in the economy of 1974 saw the building and housing industries grind almost to a halt. Turnover tumbled and it was necessary to reduce the staff to a minimum. In twelve months he was forced to reduce staff from 24 down to 4.

Rather than retrench the employees, Don arranged for them to lease the excavation equipment from him, giving them the opportunity to start their own business, while also solving the problem of his excess equipment.

Unfortunately, the recession, couldn't have come at a worse time. Capitalising on the success of the business Don had just paid \$100,000 for the Drott which couldn't be sold, so he was compelled to

concentrate on rockblasting and excavating in order to utilise the Drott. At the time it was normal for him to buy 300lb - 500lb of gelignite a week to help excavate the rocky terrain in order to keep up with growing demand as the suburbs took shape.

The recession taught Don his first lesson. He decided to diversify, by looking at other areas of involvement, and other items to hire out.

Starting out again, almost from scratch, he began to add general hire equipment to his range. He soon acquired the name of "one of everything." Other hire companies advising their clients on the lookout for obscure equipment, "if Howes hasn't got it, it's not available."

Don always believed in reinvesting in the business, but as well as new equipment he began to invest in commercial property in the area, purchasing the property the business was on. He later invested in other properties in the area, the returns from which came in handy during downturns in the economy.

Don again built the business and the product range up, until 1981 produced another recession. Although not as damaging as the previous one, its effect was felt throughout the industry. Shortly after this Don sold

the Drott and decided to concentrate his business on the small contractor and home handy man hire, and has continued along these lines ever since, but of course he still lives up to his name 'a few of everything.'

After forty two years in hire having survived the good and bad cycles, Don still sees hire as a good business with plenty of opportunity available. Although there is more opposition now than in preceding years he sees opportunities in the small

contractor hire and home handyman range. With the high cost of tradesmen and the user friendly equipment available now, the prospect of doing it yourself looks much more attractive to the consumer.

Also the Home Handy Man and Small Contractor market does not need the huge capital outlay needed that is necessary when involved with the large contractor, therefore minimising the risk of overexposure to the boom - bust cycles of the construction industry.

Looking at changes that have occurred over the years, Don sees the competitiveness of latter years



After 42 years in hire Don Howe can still find plenty to do around the yard.

leading to hire companies putting representatives on the road, canvassing for work, offering reduced rates and other unsustainable incentives, being detrimental to the industry.

When pressed as to the secret for his success in business, Don pointed to the fact that his wife, Win, always run the office side of the business, leaving him to look after the operating side, plus the fact that he always had very loyal staff. The rest he put down to fierce determination and hard work.

He has always been on the lookout for new equipment, continually visiting The ARA Convention, hopeful of adding to the range. Pressed to nominate some of his favourite equipment, Don named stump grinders and electric hammers had both been good money spinners. Adding that both items of equipment were very suitable to the surrounding areas.

Don's longevity in the hire business has seen him built up customer loyalty that led to him inheriting customers, as fathers point their sons in his direction.

There is a lot of experience and a lot of knowledge in forty two years in hire.

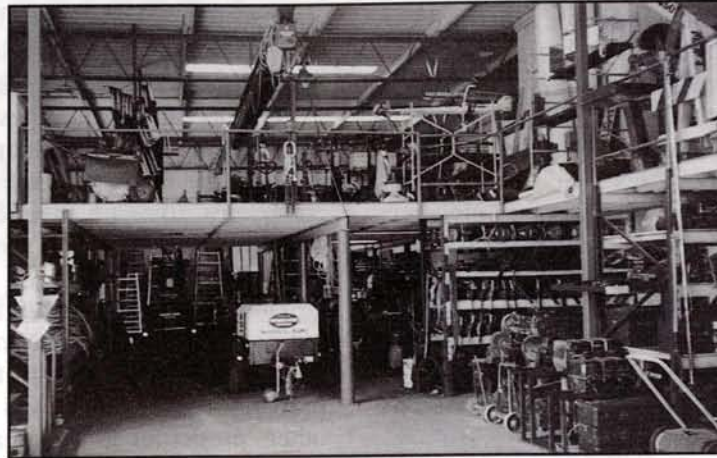
His son Glenn joined the business at sixteen and

after twenty three years has taken over the managing of the business in the last few years.

The computerisation of the business, four years ago, has simplified the all round running of the business and has enabled them to more easily keep stock of the huge range of equipment.

Glenn's involvement has enabled Don and Win to scale down the participation in the business. Although formerly always actively involved in the business Don now can't find enough time to pursue his outside interest.

Taking up Scuba Diving at 45, he now has more time to spend enjoying the sport. Two years ago he retired from competitive squash and took up golf. He is now working on his handicap with the same determination he had in



Part of the annex built to house the huge range of equipment

running his business

But mainly the free time will give Don and Win the opportunity to add to their already imposing record of about eighty trips overseas

One thing is for sure, while they are away Don will be on the lookout for anything that will add to the range of Howes Hire.

After forty years old habits are hard to break.

New Brain Head Fits Just About All Brushcutters

Any brushcutter which can take a blade should be able to take the new Tanaka "Brain" cutting head from Parklands. The world-patented brushcutter head automatically feeds out the correct length of trimmer line, taking the worry out of line length adjustment from the user.

Like the previous model, the new brushcutter head "thinks for itself", hence the name Brain. The principle behind the Brain is the self adjustment. As the line wears down the brushcutter's revs increase. The Brain then automatically feeds out the correct length of line. As the line is released, the brushcutter slows down with the drag and the Brain stops sending out line.

Unlike the old Brain head, which required a change of springs to adjust to different brushcutter

sizes, the new model has only one compression spring, which can be easily adjusted to take just about any size brushcutter. Another big feature is that the head fits most brushcutters without messy adaptors. Any machine that takes a blade can take the Brain. As well, the spool is divided to stop the line from welding together.

Using the Brain makes a brushcutter run at the correct and best cutting speed, at all times. This results in efficiency, longer engine life and reduced work time. According to Mr. Ron Zacka, Sales Director of Parklands, "once the user tries the Brain head, he will wonder how he ever went without it."

Parklands Trading Co. provide full parts and service backup for all Tanaka products, through its branches and Australia-wide distributor network.

SECA - ELECTRIC EEL CELEBRATE 30 YEARS IN AUSTRALIA.

On the 31st of August 1997, Sewer Equipment Company (Aust) - SECA, will join with a Senior Executive of Electric Eel Manufacturing Company Inc. from Ohio U.S.A. to celebrate 30 years of marketing Electric Eel products in Australia.

Richard Male a partner of Ohio Tool and Engineering Company (now Electric Eel Manufacturing Co. Inc.) signed a letter on the 31st August 1967 appointing George Rose of Sewer Services (now Sewer Equipment Company Aust) as the exclusive distributor of their products in Australia.

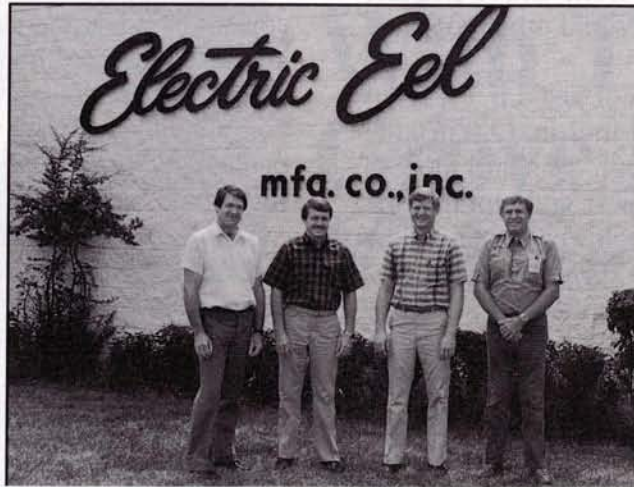
While Richard and George are now both in semi retirement, the Companies have continued to grow and Electric Eel has become one of the leading brand names for drain cleaning equipment.

The first electric drain cleaning machines used in the Hire Industry were Burton Powersnake, which were introduced by Kennards in the early seventies.

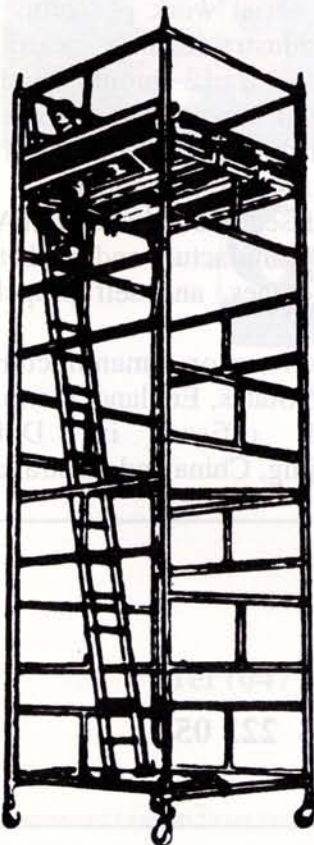
Gordon Esden the General Manager at Super Hire (later to become Coates Hire) at Homebush Bay found this machine did not meet the needs of his trade customers and introduced the Electric Eel Model 'C'. Gordon found the standard kit with cable carriers and a tool box took too much time to inspect for damage or tool loss. He did away with the cable containers and fitted a plate to the machine to take the tools, thus the Hire Kit was developed.

The popularity of the Electric Eel Model "C"

Hire Kit quickly spread and today there a few Hire Companies that do not have one or more Electric Eel's in their yard.



Kevin Quealy, (SECA), with Tom, Dave, & Richard Hale, outside Electric Eel factory in Ohio, USA



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New narrow aisle Work Platform combines compact size, up-and-over reach

Compact dimensions, zero tailswing and an articulating jib make the new AMZ39NE aerial work platform from Grove Manlift ideal for work in narrow aisles and other confined areas.

Thanks to an overall width of just 4 ft. (1.21 m) and a stowed height of just 6 ft. 7 in. (2.0 m), the AMZ39NE fits easily through standard double doorways. For ease of transport and storage, the AMZ39NE's articulating jib folds neatly under the boom, resulting in an overall stowed length of 12 ft. 2 in. (3.7 m) or about the same as an average automobile.

A new two-section riser design eliminates tailswing beyond the width of the chassis in both the stowed and working positions. This means that the machine can operate throughout its working range without concern that the riser's tailswing will strike an adjacent wall or rack.

To reduce setup time and improve productivity, the AMZ39NE features a 5 ft. (1.52 m) articulating jib, the longest in the industry in this machine class. The jib articulates from 75° above horizontal to 75° below, making it easy to position the platform adjacent to the work area.

Reaching over obstacles is no problem for the AMZ39NE, which offers a maximum of 21 ft. (6.4 m) of horizontal reach at an up-and-over height of 15 ft. (4.57 m). With a maximum working height of 39 ft. (11.9 m), the AMZ39NE leads its size class with a total working range of 400 sq. ft. (37.16 m²).

The steel platform measures 30 x 48 in. (0.76 x 1.22 m) and is end-mounted to maximize horizontal reach and operator visibility. Platform capacity is 500 lbs. (227 kg). Standard platform features include a 150° hydraulically-operated rotator; slip-resistant aluminum Boor grating; and 110-volt AC power.

The platform-mounted upper control panel features a proportional drive controller with a top mounted rocker switch for convenient one-hand control of drive and steer. Variable speed controls are standard for lift, telescope and swing (full proportional controls are optional). A patented control enable system with indicator light and foot pedal prevents inadvertent operation of machine functions.

For enhanced performance and productivity, the AMZ39NE features a hydraulic flow control system that permits simultaneous operation of drive and boom functions. The AMZ39NE is the only work platform in its class with this time-saving feature.

Direct electric drive and a highly efficient, computer-controlled 48-volt electrical system extend battery life and maximize time between charges. A 21-amp automatic charger is standard for faster charges and less downtime. A no-spin differential eliminates tire scuffing and provides positive power to the wheel with traction to prevent getting hung up on uneven surfaces.

Additional available options include EE rating, non-marking tires and work and travel lights.

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

Grove worldwide, based in Shady Grove, PA, is a leader in the design, manufacture and marketing of mobile hydraulic cranes, and self propelled aerial work platforms

Grove Maintains major manufacturing facilities in the United States, England, Germany and France, and offices in Dubai, U,A,E, Singapore, Beijing, China and Australia.

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Australian National Headquarters
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*See manufacturer's warranty for any limitations or restrictions which may apply.

The change has arrived!

You no longer have to be satisfied with an 'off the shelf' business insurance package that inevitably lacks the options and covers your business needs.

AUS - Association Underwriting Services, is a division of OAMPS specialising in tailoring business insurance policies to meet Association members needs. The Hire and Rental Association of Australia have been instrumental in developing a policy that recognises the risks faced by the hire and rental industry.

In summary, all members will have access to:

- A policy that provides options for exposures faced by the industry,
- Options that are price competitive,
- A new flexible way of buying cover,
- Guaranteed exclusivity to members.

The NEW Hire and Rental Business Policy is exactly that.

NEW Underwriters

OAMPS International Insurances Ltd are the underwriters of the Hire and Rental Business Package. They recognise the special requirements of your industry and have worked in conjunction with Association members to tailor this exclusive new policy.

NEW Policy

The policy wording has been written to take into account the special requirements relative to the Hire and Rental industry as well as the standard covers available through 'off the shelf' products.

The covers available are summarised below;

Property

This covers damage by specified perils to the physical property owned by you or for which you are responsible. The following covers are available under this section:

- Buildings
- Contents
- General Stock in Trade
- Hire Stock in Trade Australia Wide including hire stock belonging to third parties for which you are responsible.

- Automatic Additional benefits include;
- Capital Additions
- Fire Extinguishing Costs
- Care, Custody or Control
- Temporary Protection
- Temporary Removal
- Professional Fees
- Rewriting of Records
- Government Fees
- Mortgage Discharge

Cover is also provided for various optional additional benefits including:

- Removal of Debris
- Accounts Receivable
- Accidental Damage
- Extra Cost of Reinstatement

Special features incorporated into this section include:

- Cover for Hire Stock Australia Wide
- Care, Custody or Control of Hire Stock belonging to third parties eg other Hire Companies, is provided automatically
- Hire Stock is covered for Reinstatement and Replacement conditions up to 3 years of age.
- Accidental Damage cover is available for all property insured under this section including hire stock.

Business Interruption

This covers the loss of income suffered as a result of a property loss. The following covers are available under this section:

- Trading Profit
- Increased Cost of Working
- Payroll
- Accountants Fees
- Claims Preparation Costs
- Unspecified Supplies and/or Customers

Theft

This covers theft of the physical property owned by you or for which you are responsible. The following covers are available under this section:

- Contents
- General Stock in Trade
- Hire Stock in Trade

Automatic Additional benefits include;

- Seasonal increase of 30% of sum insured (subject to policy conditions)
- Damage to premises at the situation
- Temporary Protection
- Restoration of Records
- Replacement Keys and Locks
- Care, Custody or Control

Cover is also provided for various optional additional benefits including:

- Theft without Forcible Entry
- Theft in the Open Air
- Theft by Hirer

Special features incorporated into this section include:

- Cover for Hire Stock Australia Wide
- Care, Custody or Control of Hire Stock belong to third parties eg other Hire Companies, is provided automatically
- Hire Stock is covered for Reinstatement and Replacement conditions up to 3 years of age.
- Theft without Forcible Entry
- Theft in the Open Air
- Theft by Hirer

Glass

This covers breakage of internal and external glass and includes the following additional extensions automatically up to \$5,000 any one benefit;

- Temporary Shuttering
- Writing and Ornamentation
- Showcase Frames
- Removal of Fixtures and Fittings
- Window Frames
- Illuminated Signs
- Destruction of Stock

Money

This covers loss of money by the following events:

Money in:

- Transit
- Night Safe
- During Business Hours
- Outside Business Hours
- Premises in Safety
- Personal Custody

Automatic Additional benefits include;

- Seasonal cover
- Damage or theft of safe

Machinery Breakdown

This covers breakdown of computer and electronic equipment, machinery and plant, and the cost of reconstruction of the data contained on the computer.

Automatic Additional benefits include;

- Hire of temporary plant and equipment
- Fragmentation Impact

Employee Dishonesty

This covers loss of property including money by acts of fraud or dishonesty committed by an employee.

Automatic Additional benefits include;

- Unidentifiable employees
- Automatic Reinstatement
- Auditors Fees
- Retroactive cover
- Commission Agents

Liability

This covers all sums which you become legally liable to pay by way of compensation in respect of personal injury and/or property damage caused by an occurrence in connection with your business. It also covers the law costs and expenses.

This cover includes;

- Public Liability
- Products Liability
- Law Costs and Expenses
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NEW distribution network

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Via OAMPS offices

OR

Via your current Insurance Broker

OR

By calling the AUS Information Hotline - Alison Butler 03 94836300

If you are not a member of the Hire and Rental Association be sure to contact your state representative for an application form. Once you have become a member you will have access to the NEW Hire and Rental Business Policy tailored especially for your industry as well as the many other benefits that flow from being a member.

NEW Insurance Column

Look for the 'Ask Alison' column in the Hire and Rental Industry Quarterly magazine. Each issue Alison Butler solves members insurance problems. If you have an insurance problem you would like to solve, simply write to:

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Change and its affect on the industry

The Hire Industry is unique in that through it's diversity and ever increasing product range it has the scope for continuous growth. While providing the alternative to purchasing products, it reaps the benefits of the manufacturing industry in that whatever is produced for industrial or private use may also become part of the product range for hire. Equipment continuously comes onto the market which enhances the hire industry range. The diversity of the product range has allowed the industry to grow and there is no doubt this growth will continue. But changes are occurring in the industry that will determine who will be in the position to take advantages of this growth."

Skip Evans, American Rental Association President, in his Keynote Address to the Hire Association of Europe annual conference in October last year, outlined changes that are occurring in the hire industry in the USA. He said," change is a fact of business that you can be sure of. The only thing that isn't so sure is what you are going to do about it. I remind myself of that often, because procrastination is the easy way - it's tempting, and I have to guard against it, because the only way to survive is to analyse the situation carefully and without delay, make a decision , and take action."

He added, that what he said applies to the hire industry globally, and there is no doubt that Australia is no exception to the rule.

Looking back at changes that have occurred in the last decade in the hire industry in Australia, from the buoyant days of the mid 80's, who would have foreseen the recession that followed, plus the many changes that have happened since. The Hire Industry being a service industry is continually subjected to industrial and economic change.

But it is not only these outside interest that are having an affect on the hire environment. The Hire Industry has always been so diverse that large and small companies compete over a vast range of areas. But the trading arena is showing signs of change,

Hardware stores hire involvement

Areas of hire have been targeted, by at times, outside interests. The Bunnings Warehouse chain of hardware stores have targeted the home handy man, (DIY) market, by setting up hire operations in their stores. With eight stores in Victoria, two in South Australia and one in Western Australia,. Bunnings have a commitment to take the operation national,

with the hire operation as part of the on going expansion. This would appear to be the ideal environment for a hire operation, as an alternative to purchasing equipment which may only be used occasionally. Their operations is also being closely monitored by other hardware chains, with a view to also becoming involved. While individual hardware stores have dabbled in hire previously, with limited success, this is the first time a hardware chain has become involved.

Whether hardware stores can compensate for the experience, service and maintenance structure of hire companies remains to be seen. If so, they promise to become a serious threat to hire companies in future in the DIY range.

Their action follows the example of American hardware stores, who have been involved in hire for some time.

Austrim (who own AH Plant Hire) is an example of a hire company who have targeted one area of hire. Capitalising on the governments trend towards outsourcing, they purchased the Vic Roads plant and equipment eighteen months ago, and they recently acquired the South Australian Governments road plant, light vehicle and maintenance business, cornering a big part of the road maintenance market.

Some State Government Departments have also entered the hire marketplace by setting up subsidiary hire companies which are successfully competing with hire companies by hiring equipment to other government departments.

Again whether these government hire companies can sustain their involvement remains to be seen. But for the moment their involvement is depriving hire companies of market share.

Smaller hire companies under pressure

Although the three big hire companies, Coates, Wreckair and Kennards, have multiple branches, small hire companies make up the bigger percentage of the hire industry in Australia.

While some of these, through long term involvement have entrenched themselves in the industry, indications are that some of these smaller companies may find the going very tough in the future.

The areas that are being targeted are mainly those in which the smaller hire companies are involved.

With the the necessity of reinvesting in the

Change is inevitable - but with it comes opportunity

business, as equipment becomes more sophisticated .Plus the cost of compliance with Occupational Health and Safety and Environmental regulations, increasing the cost of running a business. The task of some smaller hire companies to compete successfully in the already very competitive marketplace, may become more difficult in the future.

On top of this you have the trend towards hire companies becoming public listed companies on the stock exchange, thereby increasing their capitalisation and their buying power. Public Companies have an obligation to their shareholders which places them under greater pressure to produce profitable results and grow their business.

Perhaps the smaller hire operators may be better looking for a niche industry within hire, or diversifying their involvement, rather than be competing in the "heavy traffic" areas of hire.

Areas of hire sometimes tend to become overserved. The Access Industry is one which has captured the interest of the hire industry. The growth in usage over the last decade has seen Elevating Work Platforms become almost a necessary part of every hire companies range, large and small, contributing towards a very congested marketplace, with reduced margins, involving equipment that has such a large capital outlay.

We have outlined some of the changes which are occurring in the hire industry, and they will not be the last. While the marketplace may appear to be diminishing for some, in reality the future growth of the hire industry seems assured.

Because of it's depth of involvement at the moment, combined with the continual flow of new products, plus new areas of utilisation of equipment being found, opening up new marketplaces and opportunities, ensure that the industry will continue to grow.

But in what areas this growth will come is the question only time will answer.

Maybe hire companies in future will have to become more selective in their areas of involvement. The areas of profitability of today may not be those of tomorrow,

But only those companies who put themselves in the position to take advantage of the changes that are occurring and opportunities that present themselves will be the winners.

Selecting the right areas of involvement is the art of good business and receives it's just rewards.

In our next issue we will seek the opinion from hire operators and suppliers in the industry, as to the changes that are occurring and their views where they see the industry heading in the future.

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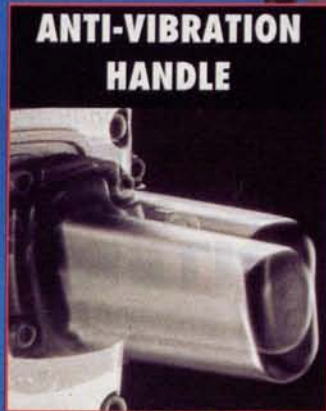
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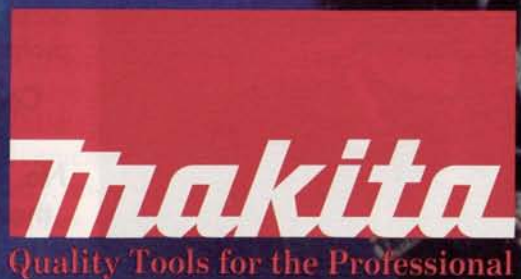


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New Safety Information Cards for DIY Equipment

For some years, injuries sustained from the use of DIY equipment have been a significant and growing concern for both hire companies and regulatory authorities.

At last, a new set of simple and practical safety information cards have been prepared for 38 pieces of DIY equipment. The cards are easy to read, contain clear instructions and are presented in the form of an compact laminated card (215 mm x 150 mm).

The safety information cards provide information on recommended protective equipment that should be worn, such as ear muffs or face shields and specific safety instructions in relation to the operation of the equipment.

The safety information cards have been developed to raise safety awareness among hire industry employees and customers and reinforce the importance of using hire equipment safely. Use of the safety information cards can assist equipment hirers to meet their legal obligations in relation to health and safety and minimise public liability risks.

The cards can be personalised to include company details and logo for individual organisations .

In a project funded by the Victorian WorkCover Authority and supported by the Hire & Rental Association of Australia, Noel Arnold & Associates, a leading Victorian health and safety consulting firm have produced an initial set of 38 safety information cards for equipment typically hired in the domestic Do-It-Yourself markets.

Safety information cards have been prepared for the following equipment.

Floor Stripper	Whipper Snipper	Loader
Floor Sander	Cultivator	Planer
Floor Polisher/scrubber	Power Trowel	Post Hole Digger
Steam Stripper	Diamond Tile Saw	Mulcher
Snorkel Cherry Picker	Diamond Saw Concrete	Slide Compound Saw
Turbo Spray Gun	Cutter	Engine Hoist
Concrete Vibrator	High Pressure Water	Electric Sander
Slasher	Cleaner	Chainsaw
Plate Compactor	Water Pump	Brick Saw
Electric Jack Hammer	Lawn Aerator	
Electric Drill	Circular Saw	
Elevating Work Platform		

Additional cards are currently being developed for other pieces of hire equipment

Copies of these safety information cards can be purchased by members directly from Noel Arnold & Associates - Tel (03) 9890-8811.

An example of the new safety cards appears on page 79

New Australian dealer for Ditch Witch

A newly-formed company has become Australia's dealer for Ditch Witch underground construction equipment. Ditch Witch of Australia, a division of Bateman Equipment Pty Ltd. operating facilities in five cities, has been appointed the exclusive 'representative of Ditch Witch products throughout Australia, said David Pierce, international manager of The Charles Machine-Works, Inc., the American company that manufactures Ditch Witch equipment.

Ditch Witch products have been widely used in Australia for more than 40 years

Utility companies, government agencies, and contractors all over the world use Ditch Witch equipment to install underground utilities, including telecommunications and electrical cable, pipe for natural gas and water systems, landscape and agricultural irrigation systems, and for other types of underground construction.

The product line includes trenchers, vibratory plows, horizontal directional boring systems for making trenchless underground installations, Subside Electronics locating and tracking equipment, and related underground construction products

"Our goals," said general manager Stewart Brown, "are to serve Australia's construction industry by selling and supporting the best and most complete line of underground construction equipment available and by sharing our knowledge of underground construction methods."

While the firm is new, many of the staff have extensive experience in the industry and with Ditch Witch products. Mike Breen, sales manager in Campbellfield, Victoria has 25 years Ditch Witch experience, and David Braidwood, sales manager in Welshpool, West Australia, has sold Ditch Witch products for 15 years. Brown has eight years of Ditch Witch experience.

State Branches of BATEMAN EQUIPMENT

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PH: (02) 9671 3733
FAX: (02) 9676 7648

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Fax: (08) 9451 2056

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PH: (03) 9357 9929
Fax: (03) 9527 9491

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When you're number 1, it pays to mind your own business.

Those few words of wisdom come straight from JLG Industries Australia General Manager, Geoff Campbell. And for JLG, they sum up a philosophy of continuous improvement that has seen the company rise to the enviable position of Number 1 supplier of elevating work platforms to the hire and rental industry.

As Geoff Campbell explains, it's a simple and singleminded way to do business "We stick to doing what we do as well as we possibly can. JLG is essentially a manufacturer - we don't get sidetracked by other issues such as machine hire or rental. We leave that to the people who specialise in it. We consider we're their partners, not their competition"

JLG Industries was born out of a bright idea which an American inventor called John. L Grove had almost 30 years ago. JLG saw the need for people to work safely and productively up in the air, and so created the first telescopic boom lift. It revolutionised access to high and difficult places across a broad range of industries from retailing to mining and construction.

JLG Industries has been here in Australia since 1983. The enormous infrastructure which the company has created in this country since then is strong evidence that JLG has a major commitment to service excellence, and to being here for the long run.



Vertical Personnel Lift VP 20



Electric Drive Scissor Lifts, Models 3369E and 3969E

"We focus on the design, manufacture, servicing and technical support of our elevating work platforms. That's why we can do it better than anyone else in the field, and I think the fact that JLG is the number one choice of hire and rental companies both in Australia and worldwide proves we're on the right track," said Geoff Campbell.

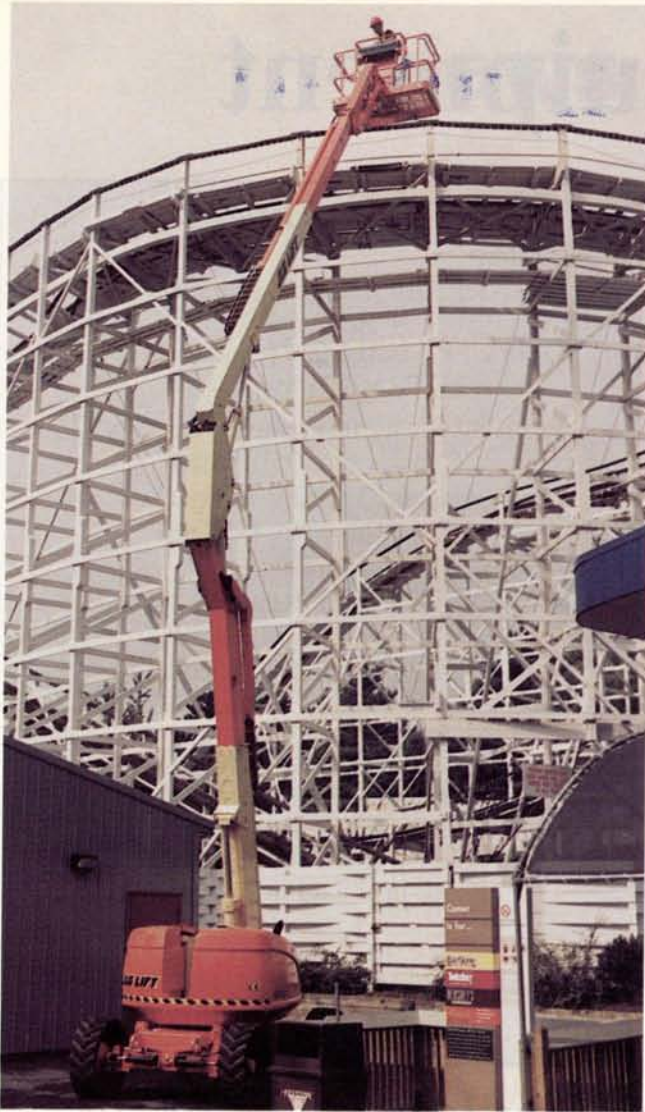
The JLG range is very extensive and very customer responsive. It consistently comprises some 60 models to ensure specific product and industry needs are well catered for.

In fact, many JLG models such as JLG's electric booms, VP self propelled vertical lifts, and the 600 series booms, represent significant leaps forward for the industry.

JLG backs up its impressive range with an unrivalled depth of technical expertise, spare parts and service support.

The JLG philosophy of not 'dabbling' in areas outside the company's specific expertise works both ways - and creates further advantages for hire and rental companies. Because JLG supports its equipment better than anyone else, JLG resale values are excellent, thereby lowering the net cost of ownership to the rental or hire company.

"Furthermore," as Geoff Campbell explained "our machines have a very long economic life. If it was just a case of selling them new, which you can only do once, we would need to have very little infrastructure in place, and could virtually just take the money and run.



600 Series Boom Lift

However, at JLG, we are committed to ongoing after sales support, which by comparison requires ten times the infrastructure of new machine sales, and generates nowhere near the same sort of revenue. What it does generate, however, is long term customer loyalty and assured repeat business. When people buy a JLG they can be confident they'll be looked after in the years to come, and that's why they'll buy JLG next time, and the time after that"

To ensure that machine maintenance is as easy, and time and cost efficient as possible JLG offers the largest selection of spare parts in Australia. "We have millions of dollars worth of parts on hand at any given time. And we pride ourselves on fast reponse times and as importantly, reliable delivery", Geoff Campbell added.

Safety is a big consideration in the elevating work platform area. JLG first and foremost ensure that their machines comply with local regulations. To fulfil strict Australian Standards which require that machines be rebuilt after 10 years use, JLG has created the most experienced rebuild team in Australia. Many members of this team are, in fact, the same personnel who manufactured the original equipment. Not surprisingly, these people know the machines like the back of their hands.

This commitment to high level service is reflected in the field technical support available to any purchaser of a JLG product. JLG offices and regional service agents are located all over Australia. These operations offer genuinely customer responsive service provided by qualified, 'factory trained' personnel. In addition, JLG has 'service schools', which travel all over the country to give service personnel first hand instruction on how to work on JLG machinery in a 'hands on' environment.



Electric Drive Kuckle Boom

"No one else offers anything like this sort of commitment to developing the competence of customers' service personnel", Geoff Campbell concluded.

"It's another big reason why hire and rental companies consistently choose JLG as their supplier - they don't just get a piece of machinery - they get an enormous infrastructure and a high level of commitment to total service. They can count on the fact that we will never leave them high and dry."

For further information on JLG Industries or their product range contact:

Head Office and Factory	(065) 81 11 11
NSW Office	(02) 9792 8411
Vic Office	(03) 9545 6303
Qld Office	(07) 3367 0377
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Serial No. 010110368
1993 Manufacture
Master Hire Code No 18 09 00
on Draw Bar

Stolen Dingo

Description

Model 950P Dingo complete with
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- Lawn Leveller
- 6 X 4 Trailer
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Chassis No. 950P6048
Honda GX 620/ V Twin
Trailer Reg. No. G53360
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Carnegie Rentals
Tel: (03) 9571 9488
Fax: (03) 9572 1565

Stolen Dingo

Petrol Motor - Honda GX 620
Serial No. 950P6059
Engine NO. 3100 ZJA0040
Break-in at yard in Richmond
Contact:
BE Hire (Vic)
Tel: (03) 9428 3111
Fax: (03) 9428 5261

Conplant go Precision

Leading compaction equipment hire specialist, Conplant Hire, have cut their maintenance costs on hydrostatic drives considerably by using Precision pumps and motors. Precision Hydrostatics offer a complete range of brand new hydrostatic drives suitable for Dynapac, Bomag, Ingersoll Rand, Bitelli, Pacific and Raygo vibrating road rollers.

Introduced to Australia around 4 years ago, new Precision pumps and motors are directly interchangeable with their Sauer Sundstrand equivalents in the popular 20 Series. 20 Series transmissions have a displacement range of from 33 cc per revolution to 334 cc per revolution.

Conplant's Operations Manager, Ian Coleman said "After successful performance and quality trials we now source new pumps and motors from Precision, cutting our replacement costs by up to 50%. Response times to spare parts orders, technical enquiries and the general service have all been great".

Precision's Paul Tisdale, claims that pumps and

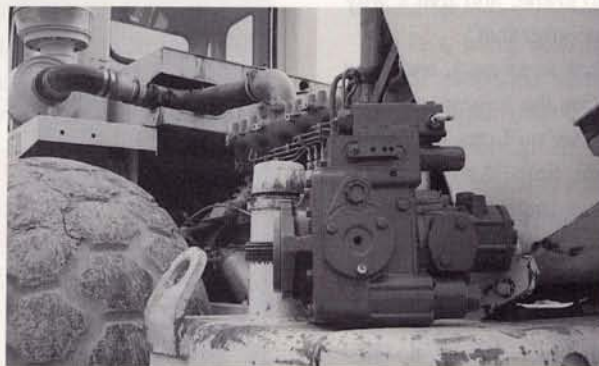
motors offer uncompromising quality standards, infinitely variable speed control, and full range of shaft and control options that enable them to directly interchange without any alterations being made

Best of all for contractors and plant fleet owners is the fact that spare parts are also interchangeable and operators can cut parts replacement costs by up to 70%.

Precision's main focus is to provide operators like Conplant with the dual benefits of cost efficiency and fast response service. Paul Tisdale said ! There is no point having the best product and the best price if you can't get it to the customer on time. We understand that when a machine is down, nothing counts but getting it back into operation with the minimum of delay"

Further information on Precision Hydrostatic drives and the

Precision Hydro Owners Club is available from Precision Hydrostatics of 7 Gladstone Road, Castle Hill, NSW 2154, Telephone (02) 9894 4144.



The new Precision PPV23 directly interchanges on Vibromax road rollers

News in brief



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It is expected that to satisfy the requirements of this position you will have had a minimum of 5 years experience in the hire industry and experience in a similar position, tertiary management qualifications would be an advantage. An excellent remuneration package including relocation expenses, vehicle and bonuses will be offered to the successful applicant.

Written applications close 30 September 1997 and should be directed to:

The General Manger
Paramount Hire Services
PO Box 1318
Cairns QLD 4870

For further information contact Dan Neate 018 774 547

National Hire floats on Stock Exchange

The privately owned National Hire was floated on the stock market in May. Formerly owned by the Wallis and Donnelley families, the New South Wales based hire group has nine branches, including two in the Illawarra. National Hire has annual sales of \$13 million and is mainly hires out air compressors, portable toilets, booms and water blasters.

The float was achieved through the issue of 6 million ordinary shares at 50c each, giving the company a market capitalisation of \$ 8.9 million.

New Director for Kennards

FAST - growing Kennards Hire has gained valuable, extra experience at the top through the appointment of Gordon Howlett as a non - executive director.

Mr. Howlett was managing director of Avis Australia for 13 years, with responsibility for the company's operations throughout Australia, New Zealand and the Asia Pacific.

He also spent three years as executive manager (operations) of Qantas Airways.

Mr. Howlett also serves as non - executive director on the board of Barbecues Galore Ltd.

Kennards Hire has doubled in size over the last three years, and now has 40 centres on the eastern seaboard.

Kennards make it 40

Kennards Hire has continued its rapid expansion with three acquisitions in NSW and the ACT over the past few months.

The company established its 40th hire centres by purchasing Tri-Hire, also known as Illawarra Hire, in Wollongong, on the NSW South Coast.

Kennards also acquired Hire Power at South Windsor, on Sydney's outskirts, and Belconnen Hire Centre in Canberra.

The latter two centres have been merged with Kennards existing outlets in those areas, and their former owners have joined the Kennards team.

Managing Director, Peter Lancken, said each of the acquisitions was a wonderful opportunity for Kennards.

"We have been keen to move into the Illawarra region for several years, but were prepared to wait for the right opportunity".

"It is a great launching pad for our style of hire, which is based on equipment reliability and exceptional customer service."

Mr Lancken said the acquisition of Hire Power at Windsor had enabled Kennards to expand its business in the area while, at the same time, gaining a fine, new manager.

Hire Power's owner, Rodger Brown and his staff all moved across to Kennards, with Rodger taking over the manager's job at the Windsor branch.

Kennards third recent acquisition was Belconnen Hire Centre, in Canberra.

The latest acquisitions means Kennards has doubled its size over the past three years.

Most of the growth has occurred during Peter Lancken's period as managing director.

Late last year, Kennards bought out Jonkers Hire, which operated 10 branches in Queensland.

Before you buy one, think about selling it.



To save money on a soil compactor, certain people look at the cheaper brands. However, before you buy, consider their total running costs and lower resale values. You'll soon discover how a cheap compactor can become expensive in both the short and long term.

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So before you're sold on anything less, make your dollars go further with an Ingersoll-Rand compactor.

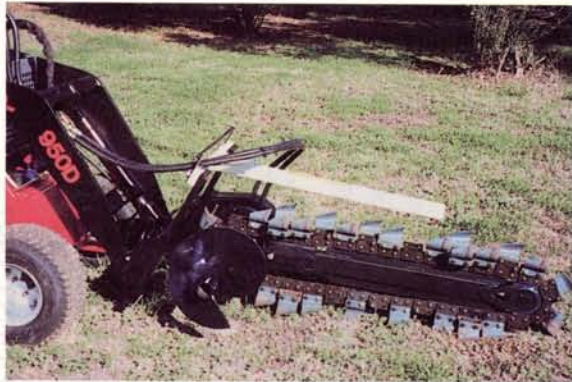
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Kerrick Industrial Equipment
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TWO TONE ELECTRONICS COMPUTER SYSTEMS
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FAX: 071 28 3163



PC Hire System



Our PC Hire System was specially created for the Equipment Hire Industry. It is designed to manage the Hire and Sale of equipment as well as provide accurate booking and comprehensive reporting facilities.

Our program will operate on existing computer hardware under MSDOS and is available in both Single User or Multi User on a Novell network with an unlimited amount of users. This enables a number of terminals to be available at the counter for busy periods. Because many Companies cover a large area, separate terminals can be used at different locations.

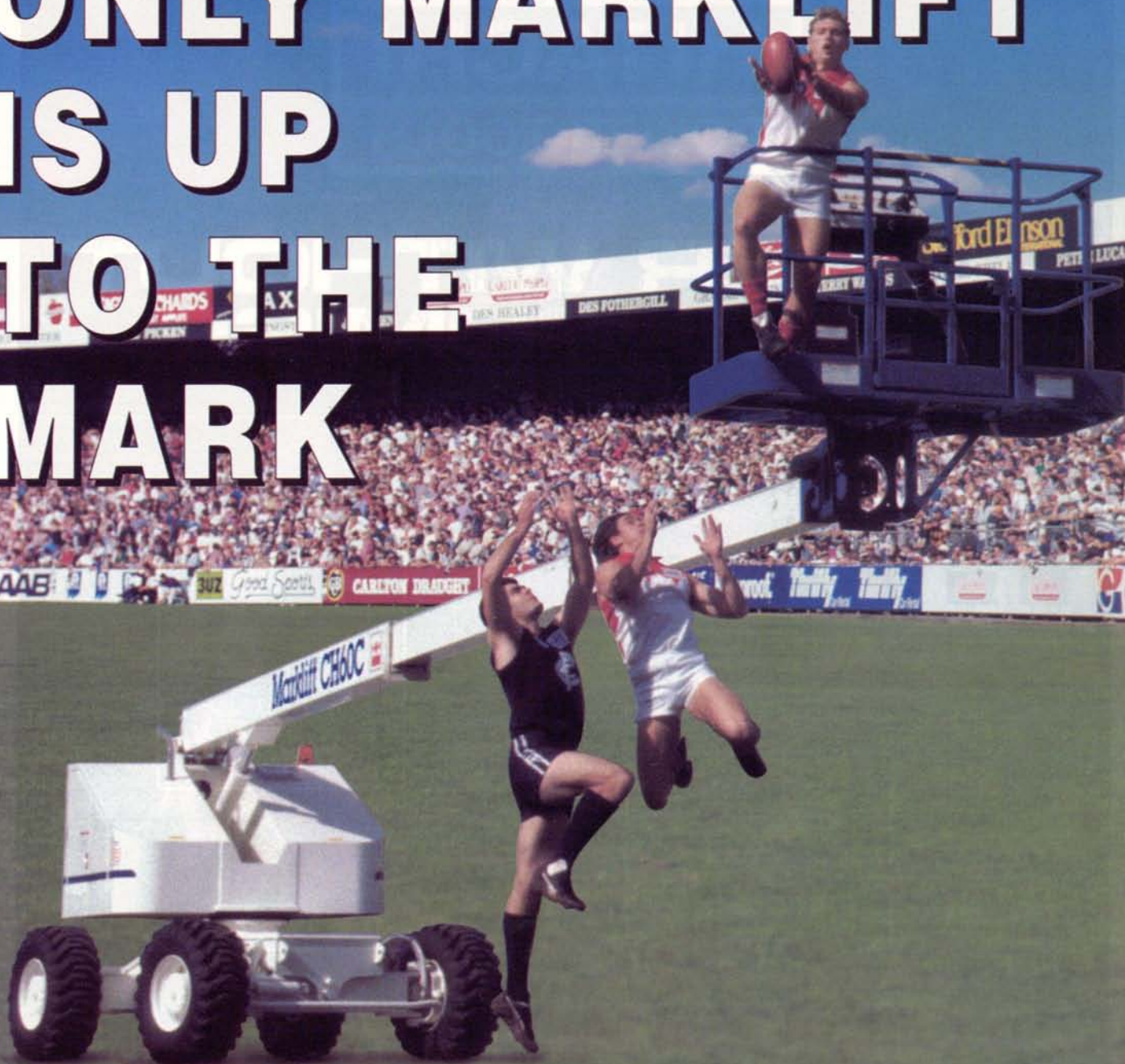
PC Hire System was designed with the co-operation and assistance of the Hire company professionals. It has been written in Australia specifically for Australian needs. Some Basic Features include:

- Minimal Keystrokes to prepare quick invoices for customers in a hurry
- Prepare invoices at time of hiring
- Reserve items for later hire
- Hire map for the next two weeks
- Payments and Invoices can be adjusted
- Passwords can be set up for security purposes
- Multiple printers can be installed in the system and selected at time of printing



259 Boat Harbour Drive, Hervey Bay, QLD. 4655

ONLY MARKLIFT IS UP TO THE MARK



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

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

Only Marklift, is up to the mark.

TEREX CRANES INC.

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42 Glenbarry Road, Campbellfield, Victoria 3061.

Phone (03) 9357 0888 or Fax (03) 9357 0468.

NSW PA Construction Equipment Pty Ltd, Phone (02) 9533 5411, Fax (02) 9533 5585

Qld Queensland Access Pty Ltd, Phone (07) 3279 1099, Fax (07) 3279 1269

WA Johns Engineering & Cranes, Phone (08) 9351 8244, Fax (08) 9451 4038

SA Piber Nicholls, Phone (08) 8445 7777, Fax (08) 8347 0880

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Scissor Lifts

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



Knuckle Boom

▲ Ideal size to fit through narrow areas



Boom Lift

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

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Hire & Rental Association of Australia

National Convention & Exhibition



Conrad Jupiters Gold Coast

1st - 4th September 1997

CONVENORS:

Peter Walden
Generator Hire
Service

COMMITTEE:

Geoff Gay
Staging
Connections

Gary Kelly
Active Hire
Service

Graham Paul
Dembicon
Australia

CONFERENCE & EXHIBITION SECRETARIAT

I.C.M.S
PO Box 3496
South Brisbane
Business Centre
Queensland 4101
Tel: 07 3844 1138
Fax: 07 3844 0909
email: icmsql
@icms.com.au



Gold Coast 1997

Dear Members and Friends,

The 1997 Hire & Rental Association of Australia Conference and Exhibition is being staged at Conrad Jupiters on the Gold Coast from Monday 1st to Thursday 4th September this year.

Registration brochures should have reached you by now, but if you have not received your copy, please call the Conference Secretariat on (07) 3844 1138 and we will get one in the mail to you today.

We are very excited about this year's meeting in Queensland. The response to date from exhibitors has been fantastic, and we are looking forward to a great EXPOHIRE and to some exciting social functions which will allow us all to mix and mingle while we are doing business and enjoying ourselves.

We have made a special effort to cater for the Event Hire delegates, particularly on Wednesday 3 September when a whole day of speakers and sessions has been allocated for you. So please, come and participate!

The new event is the Bush Bash BBQ on Tuesday evening which allows exhibitors to demonstrate their equipment in an open-air situation, and the grand finale of the conference will be a Glitzy Gold Coast Gala Extravaganza. The old favourites of Site Inspection Tour, Golf Day, and Shopping Sprees are all included, so pack your bags and head north this Spring.

Oh, by the way, the conference theme for the Gold Coast is:

EVERYTHING UNDER THE SUN

See you there!

PETER WALDEN
1997 Convenor



Registration Fees

One of the major changes to this year's event will be the integration of exhibitors and delegates in all social functions, morning/afternoon teas and lunches. To do this we need to cover catering costs (in fact we are subsidising the catering), but it will be necessary for **ALL** exhibitors to register for the conference at the same cost as delegates.

**Full Registration Fees of \$200 prior to 30 June for Members & Exhibitors
\$250 after 30 June**

will cover:

- Monday night - **WELCOME RECEPTION**
- Tuesday - Morning Tea / Lunch / Afternoon Tea
THE BUSH BASH BBQ
- Wednesday - Morning Tea / Lunch / Afternoon Tea
- Attendance at conference sessions
- Conference Satchel

Non-Member Fees will be \$250 prior to 30 June and \$300 after 30 June

Day Registration Fee of \$125 will cover:

- Attendance at Conference sessions on the day
- Morning Tea / Lunch / Afternoon Tea on the day
- Exhibition entry on the day
- Conference Satchel

Accompanying Person's registration of \$170 includes:

- Monday night - **WELCOME RECEPTION**
- Tuesday - Morning Tea / Lunch / Afternoon Tea
THE BUSH BASH BBQ
- Wednesday - Morning Tea / Lunch / Afternoon Tea
- Attendance at conference sessions

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

Visitor Passes (10 per stand) will be available to all Exhibiting Companies.

Exhibition Passes will be available on a daily basis at the Registration Desk on presentation of a business card or company identification.

- will be Exhibition entry on the day
- no catering provided

Accommodation

Accommodation at Conrad Jupiters is \$160 per room per night
single / double / twin share.

The Conference needs your support. By booking accommodation at the venue via the Registration Form, the Secretariat can enhance the Committee's bargaining powers on room hire arrangements.

Companies and families seeking alternate apartment accommodation should also contact the Secretariat to take advantage of group booking discounts.

The first day of activities is **Monday the 1st of September**. Why not plan to arrive early, and have the weekend to relax before launching into a hectic week of activities. Perhaps you may prefer to stay on for a couple of days to unwind. Delegates may extend their stay for two days either side of the conference at the reduced conference accommodation rate.

Thursday the 4th of September is set aside for associated meetings and local touring. Shopping Tours, 4WD Bush Adventures, Seaworld, Dreamworld, Movieworld with the kids, or more relaxing Golf at Royal Pines Resort are all suggested activities.

Several companies are planning sales meetings to co-incide with the Conference. Contact the Conference Secretariat if you need help to plan your meeting.

**HIRE & RENTAL CONFERENCE SECRETARIAT
PO BOX 3496
SOUTH BRISBANE BUSINESS CENTRE.
QUEENSLAND
4101**

Tel: (07) 3844 1138

Fax: (07) 3844 0909

CONFERENCE PROGRAM

MONDAY 1 SEPTEMBER 1997

Site Inspection Tour

- 9am Tour Departs
- 9.30 Moreton Hire – Nerang
- 10.30 Morning Tea
- 11am Tour Departs
- 11.30 Jaden Mini-Loaders-Burleigh Heads
- 12.30 Picnic Lunch
- 1.30 Site Tour departs
- 2pm Coates Hire Nerang.
- 3.30pm Kennards Hire- Labrador
- 4.30pm Tour Departs
- 5pm Tours return to Conrad Jupiters.

MONDAY 1 SEPTEMBER

Golf Competition

- 10.15 Coach departs for Royal Pines
- 11am Shot-gun Start - 18 holes
LUNCH box provided. Drinks from roving cart at own expense
- 1.15 Coach departs for Royal Pine
- 2.pm Shotgun start - 9 Holes
- 4.pm Golfers return to Conrad Jupiters.
- 6.00pm **WELCOME RECEPTION
OFFICIAL OPENING EXPOHIRE**
- 8.00pm **GALLERY, EXHIBITION HALLS
& PAVILION**

TUESDAY 2 SEPTEMBER

- 7.30 Registration Desk Opens
- 8.30 **Conference and HIRE EXPO Open Southport Ballroom**
Keynote Speaker: Haydn Sargent
Media Personality Communicator
- 9.30 **Keynote Speaker:**
Craig Lovett, MD Cleanevent P/L
Stadium Cleaning Consultant for Australia 2000
- 10.30 Morning Tea in Exhibition Area
- 11am Workshop Sessions
- 1pm **Lunch** in Exhibition Area
EXHIBITION VIEWING
- 3.30 Afternoon Tea
- 4pm Exhibition Closes
(Exhibitors set-up Bush Bash BBQ)
- 5pm **BUSH BASH BBQ**
Outdoor equipment demonstrations until
- 7pm Demonstration finishes
- 8pm Social

WEDNESDAY 3 SEPTEMBER

- 7am Registration Desk Open
- 7.30 Exhibitors Meeting in Exhibition Area
- 8.30 **HIRE EXPO OPEN ALL DAY**
- 9.30 Workshop Wind-up
Southport Ballroom
- 10.15 Morning Tea in Exhibition Area
- 11am Event Hire Strategies
Keynote Speaker:
Peter Kinnane, Off Site Connections
Special Guest:
Marlene Morahan, Moreton Hire
- 11.30 Table Workshop Session
- 12.30 **LUNCH** in Exhibition Area
- 2pm Event Hire Teams
"Hands on" Themeing Session
Southport Ballroom
- 3.30 Afternoon Tea
- 4pm Exhibition Close
- 7.30 Guests assemble in Gallery
for pre-dinner drinks
- 8.00 **THE 1997 HIRE & RENTAL
CONFERENCE & EXHIBITION
GALA EXTRAVAGANZA
MIDNIGHT CLOSE**

TUESDAY SPEAKER PROFILE:

8.30

HAYDN SARGENT A.M.

Topic:

“TURNING YOUR STAFF AND YOUR COMPANY INTO WINNERS”

Haydn Sargent grew up in one of Australia's toughest cities — Wollongong, on the south coast of New South Wales. He worked in the steel mills as a youngster to pay his way through college. However, it taught him how to communicate with people from all walks of life.

He has studied law and theology and been a public speaker since high school days. He has been actively involved in community activities throughout his life. He was responsible for the establishment of Radio Lollipop in Brisbane's two Children's Hospitals.

Haydn has worked in radio and television for over thirty years. He has been an interviewer, producer and talk show host and commentator and a vital part of the day to day life of Brisbane over those years. He has talked with Prime Ministers, Premiers, Cabinet Ministers, Celebrities and Battlers.

He is the author of the best selling book "Power to Choose" on personal development

9.30am

**CRAIG LOVETT,
MD Cleanevent P/L**

Topic:

“ Opportunity Knocks” The harder I work, The luckier I get

After completing his secondary education in Sydney, Craig joined the Australian Air Force in 1980 for a six year term which included a tour of Malaysia from 1982 to 1985. In 1986 Craig took up a sales position with Tennant Co. USA, primarily selling power sweeping, power scrubbing and litter control machines. It was at this time that his induction into the venue industry commenced.

Craig is now arguably Australia's most experienced venue presentation and cleaning contractor and he is often consulted by stadium management, architects etc. on new venue or major alteration projects. Waste management, disposal and cleaning is now taken into consideration during briefing, design and construction of venues and facilities.

In July 1987 Craig developed what is now Cleanevent and later that year obtained his first venue contract, at the Victoria Racing Club Spring Carnival. Two years on in 1989 Craig identified the need for a specific venue industry cleaning service and for Cleanevent a great venue success story began.

In May 1996 the expertise of Craig was recognized at an international level for the first time, with inclusion into the world's largest event, the 1996 Atlanta Olympic Games. An initial basic oversee consultancy resulted in a management contract which left Craig in total control of 80% of the Olympic operation venues and budgets.

WEDNESDAY SPEAKER PROFILE:

PETER KINNANE,

CORPORATE EVENTS & OFF-SITE CONNECTIONS

Peter worked with QANTAS for 17 years, including three spent as National Promotions Manager within the Australian Region Marketing Department in Sydney. The role required the planning, negotiation and management of National and State Sponsorships. It also included the responsibility for many significant events including the QANTAS 70th Anniversary Celebrations, the 1989 Elton John Australia Tour and the Bicentennial Air Show.

As Qantas Sales Manager for Queensland, Peter was responsible for the State's revenue results, and key pricing and packaging negotiations. He also managed the planning and implementation of many events ranging from discrete industry seminars to statewide product launches.

Through his company **CORPORATE EVENTS MARKETING**, Peter has staged many successful events for local, national, and international customers.

Peter will present the keynote address on Wednesday, then introduce our Special Guest, Marlene Morahan and they will lead discussions on themeing. After morning tea, the group will reconvene for workshop sessions, and after lunch will again reconvene for "hands-on" experience in themeing the gala extravaganza.

11AM SPECIAL GUEST: MARLENE MORAHAN of MORETON HIRE

Marlene Morahan was awarded the Special Achievement Award at the 1995 Queensland 400 Summit Conference.

In 1969 Marlene and husband Kevin established Moreton Bay Hire which Marlene ran while a mother of six children. In the early day, the family record player and concrete mixer were hired out, but the home-based business soon grew and moved to bigger premises in Wynnum.

For four years Marlene combined the roles of housewife, mother and business woman till 1978 when sadly Kevin died after a long illness. Marlene then made her first major administrative decision and moved the business to East Brisbane and expanded with eldest son Peter as Manager.

Peter later moved to the Gold Coast to set up Moreton Hire in 1985. Second son Neil is Managing Director of the Brisbane Branch and daughter Tricia manages the themeing side of the business.

Marlene has agreed to be with us at the Hire & Rental Conference on the Gold Coast to answer any questions on Moreton Hire and the achievement of this small family business which has become synonymous with successful conferences, exhibitions and events in Queensland.

EVENT HIRE WORKSHOPS - WEDNESDAY

Party and Event Hire participants are invited to submit topics the suggestions are:

- marketing techniques
- in-house laundry
- delivery policies
- trends
- ideas
- themes
- incentives
- success stories
- near-disasters
- close shaves
- spectacular scenarios
- copyright-can you protect your original ideas
- big budget - low budget - no budget jobs - can they be cost effective?
-
-
-
-
-
-
-
-

Tick the topics which interest you. Add items you think should be discussed then **Fax back with your Registration Form to the Conference Secretariat on (07) 3844 0909.**

Hire & Rental Association 1997 Conference & Exhibition

Registration Form

REGISTRATION

PLEASE USE ONE FORM PER PERSON & TYPE OR PRINT IN BLOCK LETTERS

Title _____ Surname _____ Given Name _____
 Position _____ Organisation _____
 Address _____ Suburb/City _____
 State/Country _____ Postcode _____ Telephone (_____) _____
 Facsimile (_____) _____ Accompanying Person's Name _____
 Main Area of Interest: Construction Hire Event Hire Both

REGISTRATION FEES

Please tick (✓) the appropriate box :

	Before 30 June 1997	After 30 June 1997
Hire & Rental Association Member	\$200 <input type="checkbox"/>	\$250 <input type="checkbox"/>
Exhibitor	\$200 <input type="checkbox"/>	\$250 <input type="checkbox"/>
Full Delegate	\$250 <input type="checkbox"/>	\$300 <input type="checkbox"/>
Day Delegate (Tuesday) <input type="checkbox"/>	\$125 <input type="checkbox"/>	\$125 <input type="checkbox"/>
(please indicate day) (Wednesday) <input type="checkbox"/>	\$125 <input type="checkbox"/>	\$125 <input type="checkbox"/>
Accompanying Person (Social Partner only)	\$170 <input type="checkbox"/>	\$170 <input type="checkbox"/>

REGISTRATION FEE TOTAL \$ _____

ACCOMMODATION

Rates quoted are per room per night. **All bookings must be accompanied by a deposit of 1 night's accommodation per room.**
 Please tick (✓) the appropriate box:

Room type: Single Date of Arrival: ___/___/___ Time: _____ am/pm
 Double Date of Departure: ___/___/___
 Twin Share With: _____

Hotel: _____ Rate/Deposit

Conrad Jupiters Single/Double/Twin \$160

ACCOMMODATION DEPOSIT \$ _____

FUNCTIONS

Function	Cost per Person	No. of Persons	Total
Welcome Reception - Monday 1 September 1997			
Exhibitor/Delegate/Accompanying Person	Nil	_____	Nil
Guest	\$50	_____	\$ _____
Bush Bash BBQ - Tuesday 2 September 1997			
Exhibitor/Delegate/Accompanying Person	Nil	_____	Nil
Guest	\$50	_____	\$ _____
Banquet - Wednesday 3 September 1997			
Exhibitor/Delegate/Accompanying Person/Guest	\$80	_____	\$ _____

FUNCTIONS TOTAL \$ _____

GOLF COMPETITION - ROYAL PINES RESORT**18 Hole Competition - 11am tee off**

Exhibitor/Delegate/Accompanying Person/Guest	Cost	Number	Total
	\$80	_____	\$ _____

9 Hole Competition - 2pm tee off

Exhibitor/Delegate/Accompanying Person/Guest	Cost	Number	Total
	\$40	_____	\$ _____

Handicap/s:

Please circle if you require: **left / right** handed clubs \$25/set _____ \$ _____
male / female clubs

GOLF COMPETITION TOTAL \$ _____**TOUR****Monday 1 September 1997 Site Inspection**

Exhibitor/Delegate/Accompanying Person/Guest	Cost	Number	Total
	\$40	_____	\$ _____

Tuesday 2 September 1997

Suzies Shopping Spree (Compliments of Jadens, lunch at own cost)		_____	Nil
--	--	-------	-----

Wednesday 3 September 1997

Backtracks 4 Wheel Drive Full Day Safari	Cost	Number	Total
	\$90	_____	\$ _____

TOURS TOTAL \$ _____**PAYMENT SUMMARY**

Registration Fees Total \$ _____

Accommodation Deposit \$ _____

Functions Total \$ _____

Golf Competition Total \$ _____

Tours Total \$ _____

GRAND TOTAL AUD\$ _____Enclosed please find my cheque for AUD \$ _____ payable to: **Hire and Rental Association 1997****Conference & Exhibition.**

Or please charge my:

Bankcard Mastercard Visa

Cardholder name: _____

Credit Card No.:

Expiry Date: ___ / ___

Signature: _____ Date: ___ / ___ / ___

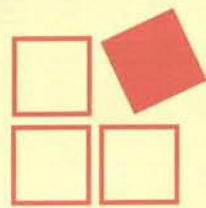
Please return completed form to:



Hire & Rental Conference Secretariat
 C/- I.C.M.S. (Qld) Pty Ltd
 PO Box 3496
 South Brisbane Business Centre
 QLD 4101 Australia
 Telephone: (07) 3844 1138 Fax: (07) 3844 0909
 email: hr97@icms.com.au



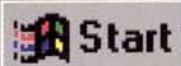
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PRO/IV

your assets
wherever they are!

THE 4TH GENERATION PROGRAM
FOR THE FUTURE OF HIRE COMPUTING



QUICKTRACK PRO/IV

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WHAT IS THE QUICKTRACK PRO/IV SYSTEM?

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

Included in the QuickTrack Pro/IV MIS System records are Customers, Suppliers, Sales, Hire and fixed assets and all of their related financial, repair and usage records. By following a set of simple routines the System tracks the business activities, both past and

present, including Assets, Liabilities, Revenues and Expenses. It deals accurately with all the aspects of any business which involves the charging for use by time and the sale of all types of related products and services without omissions or duplication.

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

QUICKTRACK PRO/IV

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QUALITY ASSURANCE MANAGEMENT

Provide you with a NATA approved total Quality Assurance management recording system suitable for all types of Fleet & Equipment management programs where a detailed history of locations & users, scheduled maintenance, breakdowns, repair work and parts used are essential elements.

COST CENTRE MANAGEMENT

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

QUICKTRACK PRO/IV

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SUPPORT & TRAINING

ON-LINE SOFTWARE SUPPORT Throughout Australia & New Zealand Software Link staff, using remote support software, can operate your computer in seconds as easily as if they were in your office, it's as quick and easy as talking on the phone.

COMPREHENSIVE MANUAL Comprehensive help comes with the QuickTrack Pro/IV program. Written procedures guide you in your regular business operations. The QuickTrack Pro/IV System helps you manage your business.

TRAINING PROGRAMS Like anything new, learning from experienced users is the way to get into productive action. Training can be conducted at your premises or at our training centre. Training can be structured to meet your needs.

INDUSTRY SPECIALISTS It's all we do - we are Hire Industry professionals dedicated to provide both new and existing users with specialist advice in all areas of hire business operations.

INDUSTRY ASSOCIATION SUPPORT The QuickTrack Pro/IV System is used, recommended and endorsed as the market standard by Industry leaders in Australia, New Zealand, Canada and the U.S.A.

USER GROUP SUPPORT Users are encouraged to communicate and share their experience, regional user Seminars are scheduled to assist users in getting the most out of the System.

QUICKTRACK PRO/IV

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ASSET MANAGEMENT

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

OCCUPATIONAL HEALTH & SAFETY

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

Q'TRACK PRO/IV

File Edit View

AT THE COUNTER

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

BACK OFFICE

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

WHATEVER YOUR ASSETS...



QuickTrack[®] PRO/IV

...THE COMPLETE SYSTEM!

WHAT SORT OF PEOPLE USE THE QUICKTRACK PRO/IV SYSTEM?

- **FLEET MANAGERS**
Atlas Copco Australia
Search Equipment Rental
Sydney Water Board
- **AUDIO VISUAL & MEDICAL HIRERS**
Able Medical Hire
Audio Visual Dynamics
Winterton
Communications
- **PARTY & EVENT HIRERS**
Barwick Hire
HireMaster
Party World
Prestige Party Hire
Walders Goodtime
- **PLANT & GENERAL HIRERS**
Atomic Hire Sydney
Aust Temp Fencing
Carnegie Rentals
Moorland Hire
Hirequip Ltd
- **RETAILERS & WHOLESALE**
Lowes Hire & Eng
Hire Services
Millens Hire & Hardware
Rossline Pumps & Mach
- **VEHICLE HIRERS**
Abell Car Hire
Dennis Smith Rentals
Go Hire
Meghaven Hire
Sydney Water Board

“

We are the largest privately owned hire company in New Zealand with a 32 user quick track license. I have no hesitation in recommending the system to any prospective user wanting complete on-line hire management.

*Stuart McKinley
Managing Director Hirequip Ltd New Zealand*

I find the system great! Once you have been spoilt, you can't go back. I don't believe anyone could look past a system of this calibre or quality.

*Warren Egan
President Hire & Rental Association
New Zealand 1996-1997*

The installation training and backup we received from the Software Link we have found to be very professional. We cannot recommend this system highly enough for total rental management for any type of hire business.

*Tim Mikklesen
General Manager. Hiremaster Palmerston North NZ*

Here at Millens Industries we have been using the system since 1993. Any problems we have had on our 24 user network have been overcome quickly and efficiently by the staff at the Software Link. We recommend the system for any hire business because we know it works.

*Kevin Healy
Accountant. Millens Industries Mackay Queensland*

I have found the software excellent in all respects. It offers a complete and flexible solution to the control of a rental business. I have no hesitation recommending the software and the Company.

*Mike Wilton
Director. Moorland Hire Ltd Melbourne*

...an extremely user friendly system. We have all benefited from the professional expertise of the Software Link staff...We have found the system to be extremely reliable...I have no hesitation recommending the system or the Software Link...

*Jane MacGregor
Accountant. Search Equipment Rentals Perth WA*

”



The Windows symbol is a trademark of the Microsoft Corporation



The Software Link
(Australia) Pty Ltd.

A.C.N. 003 386 212

PO Box 1, Berkeley Vale
NSW 2261 Australia

Phone: 043-62 3388

Fax: 043-62 8845

Int'l: +6143-62 3388

Fax: +6143-62 8845

e-mail: softlink@cci.net.au

Exhibitors Showcase

Abbco Equipment Hire
141 Boundary Road
Peakhurst 2210

Tel: (02) 9533 1177 Fax: (02) 9534 1332

ABBCO equipment will be exhibiting their HANDY DECK platform lifts which solves all your low access problems.

For hands free access the HANDY DECK platform lift will accommodate most brands of aluminium scaffold tower boards and casters, thus improving utilisation for hire companies or saving the cost of additional parts for existing tower owners.

- Very quick and simple to erect.
- No braces required
- SWL 225kg per board
- Long runs easily created
- Lightweight, compact, easily carried.
- Can be used as a mobile or static unit.

Also on display will be their Aluminium Scaffold Towers as well as their Handy Stir Scaffolding.

Come and visit our stand and let us solve all your low access problems.

Stand No. 97

• • •

Advanced Power Products
33 Shepherd Street
Liverpool 2179

Tel: (02) 9600 6555 Fax: (02) 9821 1936

Advanced Power Products Pty Ltd, Manufacturers of a complete range of power generation equipment, portable generating sets and engine driven welders will be located at stand No.5 at this years Hire & Rental Association Exhibition on the Gold Coast. On display will be their NEW range of portable generators, Workmate, Hiremate, Weld N Work and the new Series of Quietmate and Hushmate silent generators. Many of these units will feature options specifically designed with the hire industry in mind.

Also on display will be the company's new and popular product, recently released - The Portable Workshop 4 in 1 work station, a genuine unit incorporating a 180 amp welder, 7 kVA generator, 10cfm compressor and battery charger. So call in and talk to the market leaders of todays power systems with tomorrow in mind.

Stand No 5

• • •

Advanced Tent Technologies
28 Gilbert Street
Ovingham 5082

Tel: (08) 8269 4491 Fax: (08) 8269 5633

Advanced Tent Technology is the exclusive Australian and New Zealand Agent for **Roeder AG**. Roeder AG is the largest manufacturer and hirer of clear span aluminium structures. Available in widths from 3 through 50M. with infinite length, side heights of 2.3 through 6M and in many styles.

Advance Tent Technology introduces Clean - A-Tent, the Australian manufactured fabric cleaning machine for clear span roof covers. C.A.T. is the only machine that cleans, polishes and dries at a rate of 2.5m./minute in variable widths from 3M to 5M. In addition, we now carry a carpet tile cleaning machine that cleans at a rate of 5 - 25M./minute.

Stand No. 40 & 41

• • •

Airdraulic Birco Group
P.O.Box 833
Crows Nest 2065

Tel: (02) 9439 4200 Fax: (02) 9439 5636

The Airdraulic Birco Group will be exhibiting the full range of MacDonal paving breakers and scabblers, rockdrills and consumables for both pneumatic and electric hammers.

The Andrews LPG spaceheaters, Airdraulic Birco Group fans and man coolers.

Our range of pumping equipment will include the "spate" pump from Selwood in England, Together with a selection of electric submersible units.

A highlight feature will be the " Timberking" pneumatic chain saw.

Stand No. 24

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Allkerb Machinery
P O. Box 59
Sumner Park 4074

Tel:(07) 3376 3933 Fax: (07) 3279 5541

Allkerb Machinery Pty Ltd has been involved in the Edging and Kerbing industry for a number of years, and stocks a range of brands catering for every application from kerb and channel to carpark kerbing and landscape edging. Also on display will be the revolutionary DR Trimmer/Mower series, Allkerb Machinery's latest product release.

Stand No.114

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All Access Applications
P.O.Box 58
Warners Bay
2282

Tel; (049) 57 3305 Fax: (049) 648 939

All Access Applications are the exclusive Australian distributor for the GENIE range of products, with offices and services in all states. On display will be an extensive range of equipment including versatile Portable Material Lifts, Aerial Work Platforms, self-propelled Scissor Lifts, Articulated and Telescopic Booms. Plus a new range of Ultra Narrow Articulated Booms.

Genie provides hirers with superior value by supplying competitively priced lifts that can handle a variety of applications. GENIE products are ideal for contractors, builders, painters, electricians..... anyone who needs reliable equipment that is easy to operate, set up and transport.

Stand No. 48,49,50,51,52,53,54,55,56, 57 & G5

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Atlas Copco Construction Tools
3 Bessemer Street
Blacktown 2148

Tel: 902) 9622 4444 Fax: (02) 9622 2129

Atlas Copco will be introducing the new Cobra petrol driven breaker, setting the latest standards for noise, exhaust and vibration reduction.

The full range of Kango electric hammers and Atlas Copco pneumatic and petrol driven breakers. The Tex series of hydraulic hammers, featuring the single body concept and ideal for backhoe and skidsteer loaders. A full range of construction tools accessories.

Stand No. 104 & 105.

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Australian Catering Tables
38 Hickson Road
Millers Point 2000

Tel: (02) 9251 2223 Fax:(02) 9251 2782

Australian Catering Tables is a Sydney based manufacturer of • Folding Tables.

The company specialises in folding tables and produces round and rectangular tables as small as 60cm square up to 180cm dia. round. our steel folding tables are fast becoming the standard in party hire in Australia.

Australian Catering Tables is also the sole Australian distributor for • McCourt Folding Chairs - the US standard in party hire chairs.

Stand No. 61

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Australian Electric Vehicles Manufacturers
P.O.Box105
West Burleigh 4219

Tel:(07) 5535 4999 Fax:(07) 5576 6220

Australian Electric Vehicles are the manufacturers of Electric Vehicles, and they will be featuring the models suitable for the Hire Industry at this years show.

Stand No. G11

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Australian Portable Dancefloors
P.O.Box 68
Mawson 2606

Tel: (06) 285 2896 Fax: (06) 285 2242

With Australian Portable dancefloors you can accommodate your dance floor requirements simply and effectively.

The panels are designed for extremely easy use, and storage after the event which gives you flexibility of your expensive floor space. The panels lock together very easily to form a beautiful dance floor that will return great profits.

Our transporter/storage unit holds 25 panels, and doubles up as a storage trolley which saves time and undue damage.

The dance floor sections are available in a dark tone made of Brush Box parquet or a lighter tone made of Tasmanian Oak and finished with three coats of Premium Polyurethane. We feel that the BRUSH BOY product is more durable as it is considerably harder than most other timbers.

The Panels measure 940mm X 940mm and the edge stripes are finished anodised gold.

If you have requirements for Portable Stages, Catwalks or Podium's we have just released our new product. called UPSTAGE. Which will be on display

Stand No.79

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Baytex Manufacturing Company
P.O.Box 2571
South Tauranga
New Zealand

Tel; 64 7 5788 022 Fax: 64 7 5788 978

Featuring the 5M x 5M Springtop Canopy. This new framed canopy is extremely quick and easy to erect with a minimum number of components to keep track of. Available in 3M x 3M x 6M, 5M x 5M, 5M x 10M, 6M x 6M and 10M x 10M sizes. This is an attractive, robust and effective rental product and is ideally suited as a cash and carry item.

Stand No. G8

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Briggs & Stratton Australia

P.O.Box 714

Archerfield 4108

Tel: (07) 3875 1175 Fax: (07) 3875 1769

Briggs and Stratton will be displaying their range of Vanguard engines. Including the horizontal crankshaft models range from 4HP through to 20HP. Verticle crankshaft Industrial/Commercial models 8.5 to 13 HP, Vanguard 16HP single cylinder, 16HP Twin cylinder and 20HP Twin cylinder.

Visit stand No. 36 to see the new INTEK OHV verticle crankshaft engine, the complete range of superb Vanguard engines, and Hydro-Gear products.

Stand No. 36

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Cemtool (NSW)

105 Long Street

Smithfield 2164

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

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

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

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

Stand No. 13

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Champion Compressors

Princess Highway

Hallam 3803

Tel: (03) 9703 8000 Fax: (03) 9753 8053

Champion Compressors Ltd is the sole Australian designer and manufacturer of rotary screw compressors, offering Australian customers the distinct advantages of compressors designed for Australian conditions. Champion is Sullair's Australasian Licensee for industrial drill and portable rotary screw air compressors throughout Australia and New Zealand. In addition, Champion sources the best products from throughout the world, offering customers a full range of Compressed air solutions: Compressors, Filters, Dryers, Oil/Water Separators and ancillaries. Champion is also proud to market the Elliot, Fini, IHL and Zander product ranges.

Stand No. 116

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Clarke International Inc.

P.O. Box 797

Carringbah 2229

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

Clarke International Inc. - KEW represents the amalgamation of Clarke and KEW companies, both recognised leaders in powered floor cleaning equipment and high pressure cleaning solutions for all applications.

All cleaning and floor maintenance hire equipment are catered for with our diverse range which includes wood floor care (sanders and edges), hard floor care (auto scrubbers, burnishers and polishers), soft floor care (vacuums and carpet extractors) ground maintenance (litter vacs, push sweepers and industrial sweepers), and the vast range of KEW high pressure cleaners including petrol, portable and hot water machines, graffiti removal and large area solutions.

Stand No. 64 & 65.

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Compaction Equipment

8-348 Southpine Road

Brendale 4500

Tel: (07) 3881 0507 Fax: (07) 3881 0508

Compaction Equipment Sales will be exhibiting for the first time at a Hire Convention several of the newly released Ammann Compaction Equipment to the Australian market. The Ammann AV 26, 2.6 tonne tandem vibratory roller, Ammann light and heavy plate compactors and the Rammax diesel rammer. Other products on display will be the ever popular Rammax RW 3000 SPT 3.5 tonne pad foot roller with tilt blade and the market leader in Trench Rollers the Rammax RW 1404.

For further details on the Ammann and Rammax range of rollers contact the staff at Compaction Equipment Sales on stand 9 +10. In the indoor exhibition area.

Stand No. 9,10, 10A.

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Compair Australasia Ltd.

34-40 Ricketts Road

Mt. Waverley 3149

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

CompAir is a major manufacturer who has been supporting the Hire & Rental Industry for over twenty years with the supply of Quality Air Products. CompAir offers Portable Air Compressors ranging in capacity from 67 CFM to 1600 CFM complemented by a large variety of civil tools and the support of a National Service Network. CompAir is committed to caring about your ability to meet the competitive demands of

the Hire & Rental Market. CompAir are located in all Capital Cities, so please call to find out how we can supply a package for your needs. Look for us on stand 6, 70, & 71 at the Show.

Stand No. 69,70,71.

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**Crommelins Machinery Sales
139 Welshpool Road
Welshpool 6106**

**WA/NT: Ph: (08) 9350 5588 Fax: (08) 9451 6381
SA: Ph: (08) 8262 2022 Fax: (08) 8262 3390
Vic/Tas: Ph: (03) 9853 9344 Fax: (03) 9853 2377
NSW: Ph: (02) 9676 8099 Fax: (02) 9676 8088
Qld: Ph: (07) 3367 9620 Fax: (07) 3278 8166**

On display at the 1997 Hire Expo will be the full range of Subaru Robin Engines, Generating Sets and Pumps, Silver Line Sanders, Ground Hog Trenchers, Square Buff Orbital Sanders, and Bluebird Lawn Care Equipment and Engine Hoists.

In addition there will be five exciting new products of great benefit to the Hire Industry being shown for the first time in Australia.

Come and talk to us about our special show prices.

Stand No. 29, 30, 31, 32, 33 42, 43, 44.

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**Dembicon Australia
29 Kincaid Avenue
North Plympton 5037:**

**S.A. Tel: (08) 8297 4022 Fax: (08) 8371 0990
Vic: Tel: (03) 9544 8666
NSW Tel: (02) 9796 2255
Qld Tel: (07) 3808 2806
WA Tel: (089) 3533 338**

Dembicon Australia, Australia's Diamond Tool and Construction Equipment Specialist, has a product range to suit a very demanding Hire Industry.

Together with Partner Active Power Cutters, Compac and Midget Concrete Saws, Stubbie Bricksaw Machines and the brand new "Hire Tough" Vibra Strike Vibrating Screed, our extensive range of Diamond Blades make the choice easy for the hirer.

Visit our stand and ask about our exciting Techno range of blades - Diamond Tools that work and at the right price.

Stand No. 1, 2 ,3, 4.

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**Dingo Mini Diggers
30 Owen Street
Dalby 4405**

Tel: (076) 625 424 Fax: (076) 624 680

Dingo Mini Diggers will be exhibiting a full range of machines as well as their new Stump Grinder. Other

attachments will include trenchers, post hole diggers, brooms, rotary hoes, forklifts, 4 in 1 buckets, brooms, etc. The new "Red Dog" will be shown for the first time to the Rental Industry and quite a few features make this the best ever "Hydraulic Power Plant on Wheels."

Stand No. 44, 45, 59 & 60.

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**Disc Computer Systems
Suite 201, 71 - 73 Archer Street
Chatswood 2067**

Tel: (02) 9904 6064 Fax: (02) 9411 1464

Disc Computer Systems will be exhibiting their Global hire system.

Of recent times a new and innovative extension to the Global Accounting suite of programs has been developed specifically to suit the unique requirements of companies servicing the hire industry.

This hire system is the culmination of having systems operating in the hire field for the past ten years, and experience gained in working with one of the most successful hire companies in Australia.

For the technically minded the Global system runs on DOS, Unix or Windows and is not restricted in the type of network.

We welcome the opportunity to demonstrate the software at the exhibition.

Stand No. 14

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**Ditch Witch Australia
P.O.Box 52
Marayong 2148**

Tel: (02) 9671 3733 Fax: (02) 9676 7648

Ditch Witch Australia will be displaying the latest release Ditch Witch 1030 pedestrian trencher powered by a 10HP Honda engine. The 1030 is one of 3 new models being released in Australia, these products are particularly suited to Hire Companies.

From Stanley Hydraulic tools we will be displaying a Stanley HP80 powerpack powered by a 10HP Honda engine with a BR48 hydraulic breaker this package is part of the Stanley "Lighter than Air Promotion". An alternative to air compressors and pneumatic tools.

From Morbark we will display the Model 2070 drum style hand fed brush chipper powered by a 25HP Kohler petrol engine.

Stand No. 102

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Flextool Australia

**P.O.Box 2247
Fortitude Valley 4006
Tel: (07) 3252 2306 Fax: (07) 3252 5359**

Your friends at Flextool look forward to meeting you. Our display of money making equipment includes Flextool Vibrators, Pumps, Drive Units, Plate Compactors, Power Trowels, Brick and Floor Saws and Diamond Blades. Our new range of Mikasa compaction equipment is on display and the familiar Flextool faces are here to assist you and highlight the features of Mikasa's tamping rammers and plate compactors.

Other international brand names will be represented with Surface Preparation Machines, Electric Hammers, Hammer Drills and more.

Ask us for prices on accessories for Breakers and Electric Hammers. Our quality and value will make your visit worthwhile.

Stand No. 6, 7, 8.

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**Gerni Powerclean
P.O.Box 326
Archerfield 4108
Tel: (07) 3875 1388 Fax: (07) 3875 1395
Branches in all states**

Gerni High Pressure Cleaners & Vacuums. Powerclean High Pressure Cleaners & Vacuums and Carpet Cleaners. Port-a-Boom Liquid Waste recovery system.

Come and visit our stands No 82, 83, 84 & 84a in the Hoeckerdome at JUPITERS.

Stand No. 82, 83, 84, 84A.

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**GCM Pacific Limited
P.O. Box 3120
Sunnybank South 4109
Tel: (07) 3277 6544 Fax:(07) 3277 6456**

Stone Construction Equipment was released to the Australian market in the latter part of 1996, GCM Pacific is the Australian importer. Stone's product lines are extensive and a cross section of these will be shown at the Hire and Rental Conference. these include:

- Vibrating plates - 50kg to 600kg - forward and forward/reverse (Stone is the largest supplier into the American market)
- Stone stompers (rammers) - premix petrol, oil injected petrol and diesel.
- Concrete saws - push and self propelled
- Masonry saws - electrical and petrol.
- Trench rollers - walk behind - 610mm (24") and 840mm (33") wide.
- 3.3 tonne trench roller ride on with levelling blade - 1100mm 1380mm wide.
- Concrete trowels - 91.5cm (35"), 116cm (46") and 122cm (48")

- Pumps - trash, electric submersible and diaphragm 2" to 4"
- Concrete mixers - paddle, conventional and continuous.
- Smooth drum rollers - 1.5 tonne to 2.8 tonne.

Come and have a look.

Stand No. G19

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**GIB Computers
293 St. Paul Street
Fortitude Valley 4006
Tel: (07) 3252 2425 Fax: (07) 3257 1827**

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

Stand No. 103

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**Grove Manlift
9 Altair Place
Penrith 2750
Tel: (047) 229 222 Fax: (047) 229 202**

Grove Manlift will be exhibiting a wide range of access equipment at this years convention, from small battery electric scissor lifts through to the 26 metre AMZ86XT Articulated Boom Lift. As well as a range of construction equipment, Grove Manlift will also have on show a number of their very successful industrial type machines including the battery electric AMZ51E Articulated Boom Lift, the unique Toucan T1000 and the PM31/PM41 push around vertical mast machines. Come and see the Grove Manlift team at Stands 93 - 96 or at our site exhibition area G15 and you will very quickly realise why Grove has established itself the world over as a leader in the access equipment market with rugged, durable construction and leading edge design.

Stand No. 93, 94, 95, 96, & G15

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**Hako Australia
P.O.Box 360
Rydalmere 2116
Tel: (02) 9684 2433 Fax: (02) 9684 2278**

Hako Australia will have on display a range of sweepers, vacuum cleaners, dryers/blowers and also introducing the WAP range of high pressure water and

vacuum cleaners.

The Hamster range are a robust heavy duty sweepers/vacuum cleaners with cleaning capacity from 500SQMH and are either petrol or battery operated.

Our vacuum cleaner range are extremely durable and can withstand the toughest of treatments while performing extremely well.

The WAP range of high pressure water cleaners are ideal for the multi-user due to an automatic start/stop operation and full ceramic piston pump. They have hot and cold or cold only, single or three phase electric, or petrol operated.

Stand No. 98 & 99.

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**Hills Industries
69 Activity Street
Acacia Ridge 4110**

Tel: (07) 3345 1033 Fax: (07) 3344 1302

Hills Industries, an icon of Australian manufacturing, a truly all Australian company, is proud to display some of their quality, value for money products.

On show will be aluminium and fibreglass ladders, aussie tough wheelbarrows, hand trucks, folding trestle tables.

Featured will be our recently released handi stand mobile work platforms - a real hit recently at the north Queensland Round Up.

Stand No. 47

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**Hirequip Sales
59 Powers Road
Seven Hills 2147**

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

Hirequip Sales are exhibiting their Australian made range of steel A-frame scaffolding, including a unique guardrail system. The Scaffolding guardrail system will fit most A-frame scaffolding currently in use.

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

Stand No. G 6

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**Hiretech
P.O.Box 274
Emu Plains 2750**

Tel: (047) 351 966 Fax: (047) 356 682

Hiretech products enjoy a brand new energy as a result of major distribution changes for the well

established family of hire focused equipment.

Benefits to the Hire Industry are brought through the close links with manufacturer Hiretechnicians in England and the direct interest of Jerry and Clara Krusza.

The Mission Statement has been laid for the new operation that relates the heartfelt commitment to customers.

"To identify & satisfy customers needs, beyond expectations - efficiently."

One big opportunity for satisfying hire customers needs is opened up by the development of the new Hiretech Supersander. This product is the ultimate in preparing scuffed and worn surfaces for clear recoating. Features include orbital action, dust pickup, ease of use. Markets for the Supersander include professional, commercial and homeowner segments.

Jerry looks forward to demonstrating the new Supersander and meeting everyone at the show.

Stand No. 108

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**Hitachi Power Tools
Locked Bag 119
Silverwater 2128**

Tel: (02) 9647 2022 Fax: (02) 9647 2921

Hitachi have a long and respected association with the Hire Industry. Hitachi Power tools have a reputation for producing quality, robust Power Tools that can survive the rigours of the Hire Industry.

Hitachi will be exhibiting a large range of Hire proven Power tools. The familiar favourites will be accompanied by a New Generation of Power Tools from Hitachi for the 21st Century.

The new range features a new compact high powered angle grinder with safety in mind, ergonomically designed hammer drills light in weight not light on performance, new cordless high on features not price.

Stand No. 34 & 35

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**Isuzu Motors
P.O.Box 107
Port Melbourne 3207**

Tel: (03) 9644 6666 Fax: (03) 9644 6622

Information about the full Isuzu truck range, Australian market leaders for the last eight years, will be available at the I-GM display. The Isuzu range comprises:

The N Series with 14 models in the 1.5 to 4 tonne payload range, including two with automatic transmissions, two crew cabs and one 4x4.

Isuzu F Series which covers the five to 10 tonne payload range with 27 models including two with

flywheel drive power take off, two 'fast delivery' chassis, four 4x4 models and six crew cabs.

The FV Turbo Series with three 4x2, two 6x2 and three 6x4 models in the 15 to 22.5 tonne GVM segment.

Stand No. 110 & 111.

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**Hoecker Structures (Australia) Pty. Ltd.
8 Fairbank Crescent, Lower Templestowe
VIC AUSTRALIA 3107**

Tel:(03) 9850 7833 Fax: (03) 9350 7053

The 1996-97 financial year has seen the number of hire companies using Hoecker Structures double compared with the 1995-96 period which had already increased 30% on the 1994-95 year. Most of these small to medium Hire Companies use P-series (3,4,6,8,9 & 10 metre wide) and our SB173 series (available in 10, 12 & 15 metre wide). Hoecker have continued to develop new and innovative Structures for the Hire Industry as every one gears up towards 2000.

Stand No. 110 & 111.

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**Jaden Loaders
P.O.Box 54**

Burleigh Heads 4220

Tel: (075) 934 567 Fax: (075) 934 398

Jaden Loaders will be exhibiting the latest products for the hire industry, as well as demonstrating their loaders and attachments.

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

Stand No. 72, 73, 73A.

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**Jetwave
34 Croydon Road
Keswick 5035**

Tel: (08) 8346 9123 Fax: (08) 8371 4497

Jetwave are importers and manufacturer's of a full range of High Pressure Cleaners, Industrial Vacuum Cleaners and Carpet Extraction units.

Featured will be Jetwave's super tough range, designed solely for the Contractor and Hire Industry market. The slow revving pumps, reduction gearboxes, roll cage frames are just some of the essential features provided as standard in Jetwave's super tough range.

Also on display is the Jetspray range of Electric Diaphragm Airless Paint Pumps. With 3 models in the 'Contractors Only' range to choose from, Reliability, Price and performance is a reality.

Stand No. 22

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JLG Industries

**1 Park Road
Milton 4064**

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

JLG, number one supplier of elevating work platforms to Australia's hire and rental industry, is set to get the chequered flag at this year's Hire and Rental National Conference and Exhibition with its three pit laned themed stands.

At JLG's Stand No. 28, delegates and visitors are invited to take the 'VP Challenge' where 20 lucky 'VP key' holders will go into the running to win one of JLG's most impressive performers, a VP 20 (or vertical personnel lift), which is on display at the Show.

JLG Industries, once again the major sponsor of this important industry event, has two other stands at the Show (Nos 13 and 14) where a wide range of JLG elevating work platform machinery, renowned for its outstanding quality, safety, practicality and after sales support, will be on display.

These products include the 600 Series Boom, 26 MRT Scissor Lift, the new E Series Scissor Lift, the K12 HP Trailer Mounted Articulated Boom Lift, IC Knuckle Boom and Electric Drive Knuckle Boom, Pro Light and Maxi Light Lighting Tower and Access Master One Person Lift.

Stand No. 28, G13, & G14.

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**Kerrick Industrial Equipment
P.O.Box 6367
Silverwater 2128**

Tel: (02) 9637 9911 Fax: (02) 9737 9998

Kerrick Industrial Equipment will have on display their new model CM 1011 portable 240 volt industrial pressure cleaner. This rugged unit gives 1500 PSI at 11 litres per minute has a long life brass pump, 3 HP motor and has total stop as standard. Available with a carry handle or can be supplied on a sturdy trolley with folding handle which will easily fit a car boot.

Also on show will be their new model 4000 PSI, petrol driven pressure cleaner plus a range of industrial vacuum cleaners and pressure cleaners stand 92 in the Hockerdome. Phone: (07) 3862 4900.

Stand No. 92

. . .

**Lavorwash
1/34 Rushdale Street
Knoxfield 3180**

Tel: (03) 9764 2744 Fax: (03) 9753 3255

More performance for less dollars was the criteria used to select LAVORWASH High Pressure Cleaners, Industrial Vacuum Cleaners and Sweepers for the Australian market place.

Keen to address the needs of the Hire industry, LAVORWASH has modified several units, eliminating cosmetic components and incorporating roll cage and chemical bracket for

durability.

With National Sales and Service back - up by the most experienced cleaning equipment identities, a visit to the LAVORWASH stand is recommended.

Stand No.. 113

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**Lincoln Electric
35 Bryant Street
Padstow 2211**

Tel: (02) 9772 7222 Fax: (02) 9792 2420

Lincoln Electric are proud to introduce the new generation of engine driven welder/auxiliary power generators to the Hire & Rental Association annual conference.

The new flagship of the Lincoln engine driven range is the Weldanpower 350+. This state-of-the-arc unit features 350A DC welding output, plus a full 15 kVA of auxiliary power available as a 240V or 415V 3-phase power.

The new Weldanpower 230+ is available as either a petrol or diesel model, and features 230A welding output and 8kVA 240V auxiliary output power.

Also on display will be the new Weldanpower 150+, a portable (two man lift) 150A welder with 5kVA auxiliary output power. Lincoln will also display new model MIG and TIG welders.

Stand No. G9

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**Lyons Computer
Unit 8/ 31 Black Street
Milton 4064**

Tel: (07) 3367 1533 Fax: (07) 3367 1538

Lyons Computers will demonstrate the Lyons Hire Software System.

The system adds value for our clients by fully supporting their needs. It focuses on key issues by improving Customer Service, providing a competitive edge.

System features include:

- Fully featured Point of Sale Operation.
- Intergrations with Back Office functions including

Inventory Control, Debtors, Creditors and General Ledger.

- Multi User, Multi Branch
- Total Control over Assets.
- Cross Hire.
- Full Reporting

Our staff will be available to discuss how the Hire Application can help your operational and accounting requirements.

Stand No. 23

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Makita Australia

**92 Wetherill Street
Silverwater 2128**

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

Makita (Australia) Pty Ltd has recently invested in one of the largest mobile demonstration and training units available to date. It will support both Makita electrical and petrol power products and Dolmar outdoor power equipment. The 5.6 ton truck is fitted with 6.5 metre long pantec and will showcase up to 2000 of Makita's and Dolmar's diverse range of power tools and accessories.

The Makita Demonstration and Training Unit will be at this year's exhibition, so we welcome you to visit our site, and try for yourself our range of quality tools.

Stand No. 15, 16, 17, 89, 90, & 91.

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**Merlin Australia
2/37 Ethel Street
Yeerongpilly 4105**

Tel: (07) 3848 1760 Fax: (07) 3848 6503

Merlin fibreglass manufacturers the famous Merlin Full Flush Freshwater Portable Toilets used by Hire Companies since 1975. Merlin pioneered the world's first full flush seal. Models have been constantly updated since then and today we are showing our Merlin Ultra. Double skin plastic walls and plastic base Straight Drop or Full Freshwater Flush. These units are built to withstand the toughest conditions outside and designed to survive the toughest treatment inside.

Representing on stand Reg Denny, MD, and Andrew Grace, Queensland and Northern NSW Sales.

Stand No. 80

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**NS Komatsu
433 Sherwood Road
Sherwood 4075**

Tel: (07) 3246 6222 Fax: (02) 3246 6204

NS Komatsu in its first full year of representing Ingersoll-Rand Construction and Mining products will be exhibiting a number of products designed specifically for the rental industry.

These include portable air compressors, portable generators and portable light towers. Also on display will be the latest Komatsu PC 12 mini excavator and accessory products.

NS Komatsu will also soon be releasing a line of light compaction equipment to suit the rental industry. Some of these products will be on display. They include pedestrian rollers, upright rammers and plate compaction equipment.

We look forward to providing our valuable rental customers with further details with not only our products but our ability to provide service and parts support throughout our 17 branches in Australia.

We encourage the rental industry to evaluate our

total supply package of world class Ingersoll- Rand and Komatsu equipment.

Stand No. 37, 38, 39.

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OAMPS

**P.O.Box 1796 Q
Melbourne 3001**

Tel: (03) 9483 6300 Fax: (03) 9416 2810

The change has arrived !!

Official Launch of the:

- New HIRE and RENTAL Business Policy.
- New Underwriters.
- New distribution channels: now available through your local OAMPS office or your current Insurance Broker. Visit Alison at our stand:
- Receive an information pack highlighting the insurance benefits available to members only.
- Enter the free competitive to win a bottle of scotch.

Stand No. 58

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Oldfields

**P.O.Box 427
Kingsgrove 2208**

Tel; (02) 9787 2111 Fax: (02) 9789 2054

On display at the 1997 Hire Expo will again be a full range of Oldfields Pro Series Access products designed to meet the rigours of use in the Hire and Rental Industry. Pro Series Aluminium Scaffolding (Mobile/Static) with new antilock spigots and increased wall thickness for durability.

Pro Series range of Aluminium/Fibreglass Ladders Airless Paint Sprayers include the new Portable Larius Paint Sprayer. Other Manufactured products include Temporary Grandstands Seating and Concert Stages for complete Event Management. Come and talk to Oldfields about how we can become your Access problem solver.

Stand No. G10

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Pete's Party Products

**777 Stanley Street
Wooloongabba 4102**

Tel; (07) 3391 8355 Fax: (07) 3393 0289

We are distributors of a completely unique range of **Party Products** produced exclusively for the Australian Market.

Our extensive range includes:

High Quality Helium Balloons (in over 55 colours) and all the Accessories and Equipment necessary for handling balloons easily and economically.

Extra Strong Outdoor/Indoor Vinyl Party Banners.

Fairy Lights Suitable for **Outdoor/Indoor Use** either with, clear/ Coloured Bulbs.

Christmas Decorations, Tinsel (10ply) Trees, Wreaths and Bon Bon Crackers (all varieties)

Disposal Catering including Disposal Champagne Glasses, Pops Ballroom Floor Dressing Coloured 2ply/3ply Serviettes, Coloured Cutlery.

All now available (ex Brisbane), in the Quantities you want, and the pricing you desire.

Stand No. 106 & 107.

. . .

PolyJohn Aust. Pty. Ltd

3 Penno Court

Leeming 6149

Tel: 0419 968 029 Fax: (09) 310 9064

PolyJohn Australia is the Australian licensed manufacturer and exclusive distributor of an extensive range of portable sanitation products on behalf of PolyJohn Enterprises USA.

PolyJohn Enterprises is recognised as the world's leading manufacturer of portable rest rooms and today is able to offer a comprehensive range of portable sanitary products specifically designed for use on construction sites, special events and functions. The organisation and its products are highly regarded by the sanitation industry world wide.

With the establishment of PolyJohn Australia and its capability to manufacture locally, the same high quality and proven PolyJohn products are now able to be offered to the Australian market at very competitive prices.

Stand No. 109

. . .

Portafloor Australia

**151 Osborne Avenue
Clayton South 3169**

Tel: (03) 9540 3499 Fax: (03) 9540 3522

Portafloor, a new portable flooring system introduced to Australia. Manufactured in England it is the quickest answer to stadium and event flooring problems. Moulded in a strong UV protected high impact polypropylene, 9 square meters weigh only 36 kilos. **Portafloor's** unique construction, allows air, light and moisture through, allowing you to use it on stadium grounds for up to a week with virtually no damage to the grass. It will support the weight of a static car display. Just hose it down to clean. You can, in a matter of hours cover large surface areas.

. . .

Powerlite Generators

2 Binney Road

Kings Park 2148

Tel: (02) 9671 7011 Fax: (02) 9671 4341

Powerlite Generators have been supplying generator sets to the Hire Industry for twenty five years. To complement their generator set and welder range Powerlite have two new products which they will be exhibiting at the Hire and Rental Trade Show.

Load bank designed for testing stepped load increment switching and metering.

32A 3 phase mobile load distribution board to Australian standards, with an IP56 weather proof rating. this distribution board incorporates a key locking RCD isolating switch for protected power supply applications.

Stand No. 26

. . .

**Red Roo Sales & Service
19 Bibby St.,
Chiswick 2046**

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

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

This year on site number 74 and 78 you will see equipment specifically designed for the demanding hire industry. If you are in the market for a rotary hoe, either front tyne or rear tyne, make sure to have a look at what we have to offer. We manufacture a complete line of green waste recycling machinery from 80mm to 150mm. Mulching and chipping is the environmentally friendly thing to do with a Red Roo.

Site number 74 & 78 will have slashers, hydraulic post hole diggers, and an new hydraulic trencher. We look forward to seeing you at the show, and exhibiting what we feel is the best equipment in the world.

Stand No. 74,75,76,77+ 78.

. . .

**Robian Industries
Marketed by Robian Sales & Marketing
Pty. Ltd.**

FREECALL 1800 810 888

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

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

. . .

**Roy Gripske & Sons
44 Beach Street
Kippa-Ring 4021**

Tel: (07) 3883 1255 Fax: (07) 3283 1755

Roy Gripske and Sons Pty Ltd, a family company established in 1968 with the attitude in business to hard

work and that the Customer is the most important person in our business. The company has grown since its inception to the largest importer of after market Mower replacement parts with two warehouse locations in Brisbane and Sydney.

In 1991, the introduction of Shindaiwa, outdoor power equipment into our product range with distribution in NT, QLD. + NSW and a distributor dealer network Australia wide.

Shindaiwa have been manufacturing chainsaws and brushcutters for over twenty years and is recognised by pro users to be one of the best on the market.

Stand No. 68

. . .

**Sewer Equipment Company
P.O.Box 377
Marrickville 2204**

Tel: (02) 559 5622 Fax: (02) 9539 5076

Sewer Equipment Company (Aust - SECA is an Australian owned company specialising in the supply of drain cleaning, testing and inspection equipment.

The 31st. of August 1997 is the 30th. anniversary of SECA's appointment as Electric Eel's representative in Australia, and a full range of Electric Eel products will be displayed, together with a new mini pipeline inspection system and pipe locator.

Stand No. 27

. . .

**Skyjack Equipment
P.O. Box 59
Boyne Island 4680**

Tel: (079) 737 600 Fax: (079) 737 806

Skyjack elevating work platforms will be introducing their new and exciting "TK66" model boom lift. This model is the first and only telescopic boom that knuckles. Telescopic / knuckle you make the choice. The TK66 allows for work up to 10.5 metres below floor level. "Great for working over the side of a bridge and a wharf. Skyjack also have a smaller model the "TK46" with a working height to 15.85 metres. This model can be fitted with a rotating jib which allows work up to 1.5 metres under a bridge or wharf.

Also on display will be a wide range of electric and rough terrain scissor lifts.

Stand No. 81, G16, G17, & G18.

. . .

**Snorkel Elevating Work Platforms
2/26 Redfern Street**

Wetherill Park 2164

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

Snorkel Elevating Work Platforms will have two stands and will also be supporting the Bush Bash BBQ with products on display and test drives available.

The internal stands No's. 85,86,87, and 88 will display the small slab scissor SL15 with pot hole protection demo's; the new Articulating Boom ATB46E; plus a TV25 with 9.5 meter platform for \$8,000.00.

The outside stand, no. 7, will exhibit the RT Scissor SLH 4084 - 4 A, Semi RT SS816DAS, and the Articulated Diesel Boom ATB46n.

To support the Tuesday night Bush Bash BBQ, Snorkel will supply an ATB46n and new Trailer Mounted Unit with low voltage insulation MHP12GHF5Kv.

Look forward to talking to some old friends and hopefully new customers at this years Gold Coast Convention.

Stand No. 85, 86, 87, 88, & G7.

. . .

Software Link Australia

P.O.Box 1

Berkeley Vale 2261

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

Operating in MS-Windows, the new 4th generation Quick Track System cost \$2.5 million to develop. The System provides stock control, customer specific pricing, control of all contracts for every type of hire situation and includes all accounting.

Included: asset management, dual depreciation, provisions for Occupational Health & Safety, Quality System management needs to IS9002, customised messages on Contracts.

Service & spare parts costs are direct recorded to machine repair records. Maintenance scheduling is standard. Operators can create a Quotation, Reserve equipment raise a Contract and Invoice live at the Counter and check equipment status anywhere, on-line help standard.

The staff of Software Link have more than 25 years experience in computerising hire companies and have more than 200 users in Australia & New Zealand in every type of hire business.

Stand No. 25

. . .

Specialised Force P/L.

159 Bellvue Parade

Carlton 2218

Tel: (02) 9547 1844 Fax: (02) 9547 2236

Specialised Force Pty. Ltd. now operates from four modern equipped and stocked premises in Sydney, Melbourne, Perth and Melbourne.

Established over 15 years ago the company has grown to become a market leader and respected name in

the supply, servicing and distribution of hydraulic tools to the industry.

On display for the first time will be the new ICS brand hydraulic chainsaw for cutting of hard concrete with steel reinforcement up to 460 deep. This lightweight tool lets you cut perfect corners without overcutting, irregular shapes of all types and ruler perfect straight cuts.

Other products on display are Hillman load skates for moving of heavy loads, Diamond portable hydraulic reinforcement bar cutters and benders, torque wrenches, pipe and tube benders, hydraulic jacks, along with pump, hose and cylinder sets.

Stand No. 64 & 65.

. . .

Spitwater Qld.

P.O.Box 309

Archerfield 4108

Tel: (07) 3274 1311 Fax: (07) 3275 2117

Spitwater is celebrating 15 years in Australia. The first Spitwater machines were manufactured over 35 years ago in Italy. After relocating to Australia, Spitwater soon become the largest Water Blaster manufacturer in the Southern Hemisphere with a factory in Albury. Spitwater Sales and service is today available Australia Wide.

Spitwater Queensland will be displaying a range of the latest Hot & Cold Water Cleaners and featuring the new release Cold Water Petrol Pressure Cleaner with Protection Bars and Lifting Hook.

Spitwater's staff will be on site to discuss special builds and arrange working demonstration.

Stand No. 11 & 12.

. . .

Svedala Australia Limited

P.O.Box 6202

Silverwater 2128

Tel : (02) 8748 1044 Fax: (020) 9748 7651

Svedala Australia will be exhibiting their range of equipment of concrete and light compaction equipment.

Stand No. 118 & 119.

. . .

Tommy Tucker Trestles

8 Kenway Drive

Underwood 4119

Tel: (07) 3290 2705 Fax: (07) 3290 0155

Tommy Tucker Trestles has been specialising in the manufacture of trestles and planks since 1980. During this time we have been the major supplier to the Hire Industry, servicing all states around Australia with just one factory in Brisbane.

Research and development on trestles and planks has always been the key factor in improving the product to it's highest level and also

being small and efficient.

Just recently we launched a new product called Plank Magic, our New Robust Plank Clamp solves the problems associated with trip - lip conditions, while working on two or more planks. Plank Magic increases the strength, halves the sag and also improves slide grip by up to 80%.

Stand No. G12
• • •

Trilogy Business Systems
444 Gardeners Road
Alexandria 2015

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

Trilogy is a wholly owned Australian computer company which supplies Software, Hardware, Training, Technical Support and Maintenance to the Government, Corporate and Small Business sectors. With branches in all the leading centres, Trilogy has firmly established itself amongst the leading computer companies in Australia.

The strength of the company lies in its Business Solutions division into vertical markets such as the Hire and Rental Industry. Other markets include Hospitality, Telecommunications, Financial Management, Manufacturing, Wholesale Distribution, Construction and Printing.

Trilogy has been involved in the Australian Hire industry since 1989 and with over 130 installed sites in Australia and another 400 world wide TRACS is now entrenched as the leading Australian owned software package for the Hire Industry.

Come along to our stand, enjoy a beer and a chat with us and we'll show you what TRACS can do for your business.

Stand No. 100 & 101.
• • •

Tru Blu Hire
P.O.Box 37369
Winnellie 0821

Tel:(08) 8947 0703 Fax:(08) 8947 3449

Tru Blu Manufacturing have been involved with the design and manufacture of the ILLUMINATOR range of mobile lighting towers for the Mining, Construction, Hire and associated industries for almost 10 years. In their standard form, the Towers are available in 4000 watt or 6000 watt configuration, although the Company will design and build a tower to a clients particular specification if required.

Towers can be built with any power source, although they are now offered as standard with Tru Blu's own Built Generating set, further increasing reliability and interchangeability of parts, and ensuring the most economical option for spare parts purchase.

Stand No..G 20
• • •

Two Tone Electronics Computer Systems
259 Boat Harbour Drive
Hervey Bay 4655

Tel: (071) 283 866 Fax: (071) 283 163

TTECS is an Australian company that produces computer software specifically designed for the Equipment Hire Industry. Operating for over 10 years, we are an experienced organisation that has become finely tuned to the needs of today's Hire and Rental Industry. It is our goal to be the leading market supplier of software to the Hire Industry. PC Hire is an easy-to-use program that will manage the Hire and Sale of equipment as well as provide accurate booking and reporting facilities. We look forward to seeing you at the show, and exhibiting what we feel is the best software for your industry.

Stand No. 21
• • •

Victa Commercial Division
P.O.Box 60
Campsie 2194

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

Victa will be exhibiting their Mowers, Edgers, Pressure Cleaners and Ryan Aerators.

Also on display will be their new range of Professional mowers, New Chainsaws and the New Victa Professional Mulch or Catch Mower.

All these products will be on display at Special Show Prices.

Stand No. 66 & 67.
• • •

Wacker Australia
913 Princess Highway
Springvale 3171

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

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

1. Model BPS 2140A Compactor Plate complementing the slightly wider, highly successful Model BPS 2150A.
2. The WACKER Electric Hammer/Drill - model EHE 7/230 and EHB 10/240.
3. WACHER's Electric and Petrol powered Breakers.
4. Wacker's new Concrete Power Trowels will show you technology way above what has been standard until now.

You will find WACKER AUSTRALIA on:

Stand No. 18, 18A, 19.
• • •

Willwin Welding & Frame Scaffolding
Lot 2 Alberton Road
Alberton 4207

Tel: 04122 5536 Fax: (07) 3807 5503

Willwin Welding will be showing their range of welding and frame scaffolding.

Stand No. 117
• • •



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

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

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

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

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

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



Phone free for details on
008 252246 or 1800 252246

VICTA
 DISTRIBUTORS OF



**RANSOMES
 CUSHMAN
 RYAN**

Setting the standard

Model 1030/1230 Pedestrian Trencher

The Charles Machine Works, Inc., manufacturer of Ditch Witch underground construction equipment, offers the 1030 and 1230, a pair of compact pedestrian trenchers designed for easy operation and maintenance. Designed primarily from direct customer feedback, these machines offer improvements over their best-selling predecessor trenchers, the 1020 and 1220. Upgrades include a freewheel option and a unique operator presence system in the form of a lawnmower-type bail.

The Ditch Witch 49 models 1030 and 1230 pedestrian trenchers bring advances to their reliable, best-selling predecessors, the 1020 and 1220. This class of trencher has always been known for its easy, colour-coded operator controls, its conveniently small size and easy maintenance. New features include an operator presence bail, replacing handlebar switches on earlier machines, and a freewheel feature which allows the machine to be maneuvered without the engine running.

The unit is available in both 10- and 12-hp models and has several options including a remote air cleaner and a digital tachometer/hourmeter. With a maximum trench depth of 36 inches and a 3 1/4 - 8-inch trench width, it is designed to be a reliable machine for any small job.

The features of the 1030/1230 models are designed for maximum reliability, and most are a direct result of customer feedback:

- The wrap-around style handlebar eliminates micro switches and handle failures and improves operator comfort.

- A new operator presence system in the form of a lawnmower-type bail is very intuitive to users. It also eliminates the need for restarts

because the system only disconnects the hydraulic clutch; it does not kill the engine.

- A freewheel feature allows the machine to be maneuvered without the engine running.

- Colour-coded controls and symbology make the unit easy to operate.

- At only 32 inches wide, the 1030/1230 can be maneuvered through most yard gates.

- A variety of digging chains are available to tackle any soil type.

- The only daily maintenance required is checking the oil and gas.

- A standard axle lock can engage both drive wheels for straight trenching, or free one wheel for easy maneuvering around the job.

- For added strength and



reliability,

an outboard bearing support is available for the 1030 and comes standard on the 1230 model.

Other features include improved bronze pivot bushing for longer life, tapered axles, standard heavy duty tapered auger with a half-inch bolt, and d-ring tiedowns to eliminate frame bending.

As with all Ditch Witch products, outstanding Pro Tech service and support from the worldwide Ditch Witch dealer organisation backs every machine.

All Enquiries:

Ditch Witch Australia

Head Office

P.O. Box 52,

Marayong NSW 2148

PH: (02) 9671 3733

FAX: (02) 9676 7648

WAP tackles cleaning with intelligent technology

With high pressure and water, there is no more effective or environmentally friendly way to dispose of dirt, providing the technology is correct.

WAP can guarantee this, after all, forty years of experience in manufacture and design have gone into every high pressure cleaner.

With working pressure of up to 215 BAR and water flow of up to 5400 litres per hour, the radial piston pump forces water through the safety control block where the pressure, water and detergent dosing are safely monitored and regulated. This pump has a patented full ceramic piston which is extremely resistant to wear, corrosion and high temperatures making it more durable and reliable.

The WAP pressure cleaners are perfectly equipped for the demanding applications in industry, commerce and agriculture. WAP can also satisfy private demand for handy effective

cleaners for the home and garden with it's special product programme.

The automatic on-off function which holds the pressure on stanby, saves energy, preserves the materials and reduces the noise level, has been incorporated on most models.

All cleaners have a minimal energy requirements, high environmental compatibility and attractive, modern design with excellent operating features. However their most important distinguishing benefit is the uncompromising quality of materials and manufacture, as well as processing unique technological detail with a direct influence on the performance and service life of the machine,

WAP is manufactured and designed in Germany and is distributed by the Hako network throughout Australia.

For more information contact:

HAKO
(02) 9684 2433

Wap

The Clean Power



**Wap 9000W, Wap 9000
Wap 9900**

**Pressure 135-215 bar
Water flow 650-1000 l/hr
240-415 volts
Weight 42 kg's**

**AUTOMATIC
STANDBY**



**Wap DX820, Wap DX810
Wap DX930**

**Pressure 115-180 bar
Water flow 800-980 l/hr
240-415 volts
Weight 173 kg's**

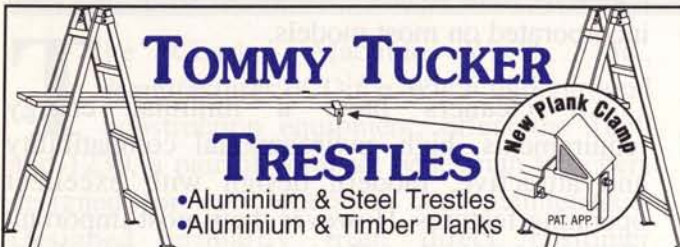
DISTRIBUTORS IN ALL STATES

Hako Australia Pty Limited ACN 002 858 059
6 Pike Street Rydalmere NSW 2116
Ph: (02) 9684 Fax: (02) 9684 2278

Hako

Industry News

TOMMY TUCKER
TRESTLES
•Aluminium & Steel Trestles
•Aluminium & Timber Planks



PLANK MAGIC

...a great new concept in plank safety.

Our new plank clamp solves the problems associated with trip-lip conditions, while working on two or more planks.

Plank Magic not only proves to be safe, but it can also halve the sag, double the strength of the planks and also improves the slide grip of planks to be between 29% and 80%



TRADE PRICES

2 Plank Model: **\$55.00***

3 Plank Model: **\$60.00***

4 Plank Model: **\$65.00***

Prices include Sales Tax.

Tommy Tucker Trestles Pty. Ltd.

A.C.N. 010 925 783

PHONE: (07) 3290 2705

FAX: (07) 3290 0155

8 KENWAY DRIVE, UNDERWOOD, QLD. 4119

**Stringent testing
and engineer
reports available
on request.**

DINGO now available in New Zealand

After being absent from the New Zealand market for some years, Dingo are again available to the Hire Industry there. In fact, nothing like the Dingo 950 has been seen in that market before. Its true that Dingo's were built under licence in New Zealand some 10 years ago, but the present owners of Dingo in Australia have never marketed their product in New Zealand before this, and the Dingo 950 is a far cry from the old machine.

"The I-hire Industry in Australia has been soaking up Dingo 950's at incredible rates since the Hire &

Rental Convention last year, so New Zealand was an obvious choice as the next market" said Gary Brings, Managing Director of Dingo Mini Diggers Pty Ltd. "At that show, the industry saw for the first time Dingo's working side by side with the Jaden machine. It was no contest. We haven't looked back since."

So Gary Briggs took his Dingo's to New Zealand to the New Zealand National Field days at Mystery Creek where he received a terrific response to the new, improved machines.

And he has appointed a well known New Zealand Company, Youngman Richardson and Co Ltd as the sole New Zealand distributor. Youngman Richardson are already big suppliers to the Hire and Contracting Industries, and Dingo compliments their product range. They service the whole of New Zealand and back any equipment they sell with exceptional service. They will be stocking the full range of Dingo Attachments and both Petrol and Diesel Dingo's.

Congratulations, Youngman Richardson, on your appointment as the Dingo distributor.

Youngman Richardson can be contacted on:

Tel: 09 443 2436 Fax: 09 443 2435

For Sale Stump Grinders

**2 X Dosco 11 HP HONDA New
Cut 18 " above Ground to Below Ground
New Machines \$650.00 Inc Tax**

Plus

**1 X Pal Stump Grinder 2nd Hand
\$1,000 Good Condition**

And

**Diamond Blade Measurement Gauges
\$200 each**

**Phone: Howes Hire
(02) 9521 5003**

The Elite Floor Team



**THE SUPERSANDER
FROM HIRETECH
OPENS NEW
MARKETS, SATISFIES
CUSTOMER NEEDS AND
LIFTS PROFITS TOO.**

- ◆ Finish sanding for resurfacing of scuffed and worn floors. ◆ Powerful orbital action.
- ◆ Vacuum dust pickup ◆ Built for hire-easy to use, even the kids can operate it.

**Call the Skipper at Hiretech-Jerry Krusza Mobile 0417 256920
New phone 047 356688 New Fax 047 356682**

Call us now to arrange a demonstration

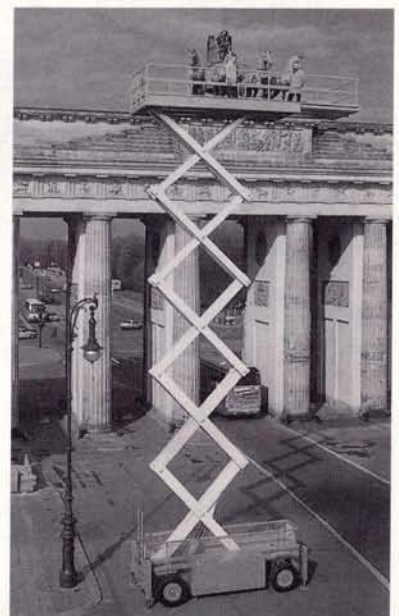
AUSTRALIA'S TALLEST SCISSOR LIFT from LIFTLUX AUSTRALIA

The German based manufacturer **LIFTLUX** has just imported its first scissor lifts of the model **SL 172-24 4WDS** into Australia, which offer a maximum **platform height of 17.20m**.

The machine is a 4WD version and is powered by a powerful 3 cylinder Hatz Diesel engine. Four hydraulic outriggers are a standard feature on the **SL 172-24 4WDS**. The use is optional as the machine does not need outriggers, when working on an even surface. Driving when elevated is therefore possible. On uneven terrain the correct settings and the levelling process is controlled by a **fully automatic self levelling device**. Manual levelling is therefore a definite headache of the past. **A large work area** (6.15m x 2.4m, when extended) together with the large safe work load (**SWL 750kg** main deck & 500kg on extension), **lateral stiffness** and **stability** increases the efficiency & safety and makes the work easier and faster.



**LIFTLUX AUSTRALIA
Sales & Service
Telephone: (02) 9419 2093
Fax: (02) 9411 3936**





TOUGH JOBS TOUGH TOOLS

KANGO pioneered electric hammer technology, and for over 70 years has been manufacturing premium quality power hammers and drills for the toughest demolition and construction jobs all over the world. Now **KANGO** introduces a comprehensive new range featuring higher performance, rugged reliability and state-of-the-art ergonomics. Our change of colour to bright yellow signals the launch of this brand new era. Of course it's no more than you would expect from **KANGO**, the brand that's synonymous with electric hammer technology worldwide.

KANGO 760
21mm Combination Hammer

KANGO 850
50mm Combination Hammer

KANGO 950
50mm Combination Hammer



For further information and your closest KANGO contact:

Northern Territory	Ph: 0412 377 708	Fax: (07) 3277 1012
Queensland	Ph: 0412 377 708	Fax: (07) 3277 1012
New South Wales	Ph: (02) 9831 1611	Fax: (02) 9622 2129
Victoria	Ph: 0412 030 762	Fax: (03) 9439 8214
South Australia	Ph: 0412 030 762	Fax: (03) 9439 8214
Western Australia	Ph: 0412 919 008	Fax: (08) 9497 8178

Atlas Copco Construction Tools Australia

3 Bessemer Street, Blacktown, Sydney, N.S.W. 2148

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WILL FIND THE TIME SAVING ADVANTAGE OF AVANT**

SKID-STEER AND ARTICULATED MINI LOADERS



PALLET FORKS



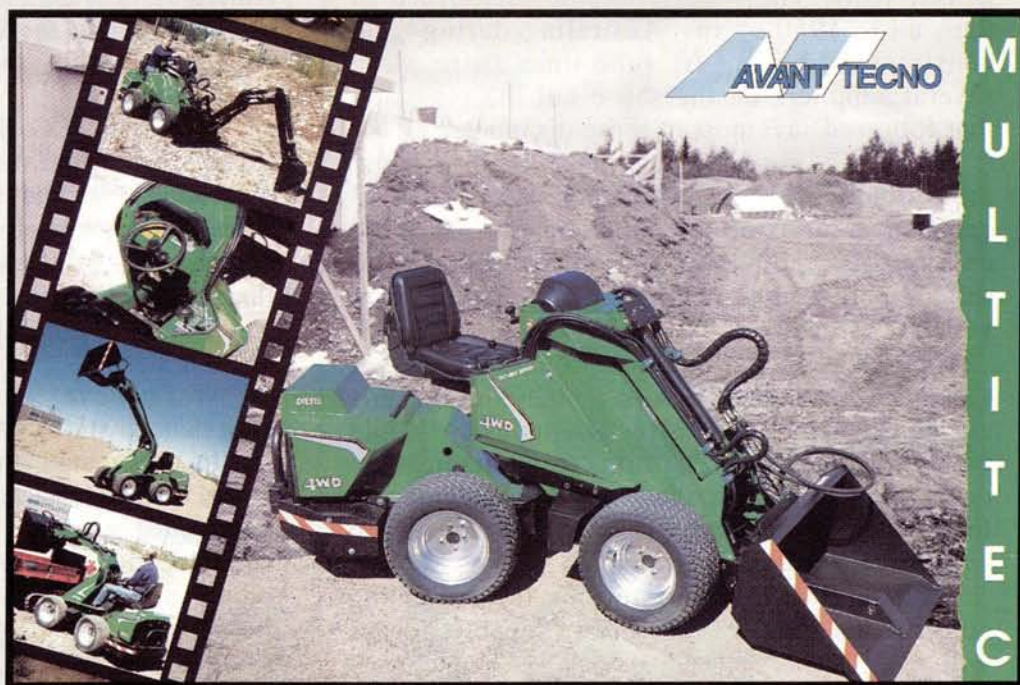
EXCAVATORS TO 2.7m



BUCKETS TO 1/3 m³

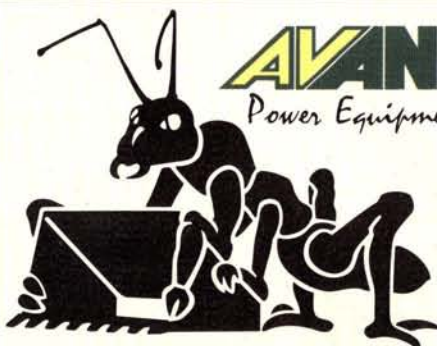


AUGERS TO 600m WIDE



ARTICULATED MULTITEC 20HP DIESEL

Put simply, these machines are the Avant's pants. Small in size for access into tight locations and ease of transport. More powerful than many much larger machines. Gentle on landscaped surfaces. Strong. Reliable. Versatile. (Over 100 different attachments available). Dig, sweep, level, trench, mow, lift, mix, hammer, drill. Do yourself a favour. Call us now. You deserve this Advantage.



free-call

Ph: **1800-025 024**

Avant Power Equipment
7 Wallamore Road,
Tamworth, NSW 2340

Ph: (067) 62 2287 Fax: (067) 62 1083

More power, style and performance than ever seen before

Elevating Work Platforms rate highly on world markets

Undoubtedly the item of equipment that has made the biggest impact on the Hire and Rental Industry in the last decade is Elevating Work Platforms.

The impact has been global, as Elevating Work Platforms have integrated themselves into the industrial scene worldwide. With their main focus of involvement being the construction industry.

The Australian market is recognised in the world as being in the top ten markets for Elevating Work Platforms.

While Elevating Work Platforms have been on the global scene for some time the units have only been operating in Australia in volume for about fifteen years. They only became established in the mid 1980's in Australia during the construction boom. At that time there were several suppliers on the scene but the recession that followed saw most of these disappear.

Despite a period following this of limited utilisation, improvement in the market since 1993 has seen an influx of new suppliers until, now the end user has the choice of 8 different brands of self propelled units competing for market share which is estimated to be \$30M - \$40M in 1997.

The rental industry usage accounts for 70% of sales in Australia and 70% of rental industry units are engaged in the construction industry. While most Elevating Work Platforms manufacturers are developing units for the industrial market, to meet the predicted increase in sales to this industry, to spread the usage of platforms.

But sales of the units rely on the expanding construction industry, and most probably always will.

The usage of Elevating Work Platforms in Australia is increasing rapidly due to the price reduction on equipment over the past ten years, plus the reduction in duty from 20% down to as little as 3%, the Australian dollar firming against the US dollar and the manufacturer passing on their efficiencies in volume manufacturing.

In comparison with the USA and Japanese markets in the use of Elevating Work Platforms, the Australian construction market is lagging, says Ross Hogan, Managing Director of Snorkel, in Australia.

During a visit to Japan in May 1997, Ross observed that "the most popular unit in the construction market was the 4 meter platform height Self Propelled Scissorlift for multi-story construction, which is certainly not the practice in Australia at the moment. Also on visits to the

USA he found Self Propelled Booms and Scissorlifts engaged on residential construction, which is also not the practice in Australia."

Comparing the market size between the USA - Australia - Japan, Ross said "there were 23,000 scissorlifts and 13,000 booms manufactured in the USA in 1996."

"Less than 15% of these were exported outside of America, so if you divide 35,000 units by 260 million Americans and you compare that with the 1,500 units sold in Australia divided by 18.5 million Australians, per capita the usage of platforms is 40% down in Australia".

"The wage comparison between Australia, America and Japan is closing and therefore this should generate the use of more Elevating Work Platforms within the Australian market". Ross went on to say.

Along with JLG, Snorkel have been the market leaders in Australia for fifteen years. Ross maintains that the main reason for Snorkel's continued market share has been their commitment to after-sales-service. Built up over their years of involvement, with branches in every state. Snorkel pride themselves on the experience of their staff.

"We believe we have the best and most experienced staff in Australia," Ross said

"In each state the Management and Service Department have a minimum of ten years experience working with Snorkel products. With each location employing their own Serviceman who can supply spare parts off the shelf. Emphasising the fact that Snorkel have made a long term commitment to the Australian construction market and are here for a long time".

Looking to the future of the Elevating Work Platforms in Australia, Ross sees the prospects over the next three years to be very encouraging. Snorkel has more new units in the final testing than they have ever in the last 25 years. New models to be released late in 1997 by Snorkel are, low cost Slab Scissors, state of the art Articulated Up and Over Self Propelled Booms and large 40 meter Self Propelled Booms.

Call into Snorkel exhibition at the Hire and Rental Industry Convention on the Gold Coast, in September, which will be featuring all the latest of Snorkels range.

The stand shall be manned by some of Snorkels experienced staff, who will be only too glad to discuss any access needs you may have.

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OFFICES THROUGHOUT AUSTRALASIA

ACM/s sweeper range makes debris collection easy

Australian Mower Company (AMC) based at Horsham, Victoria has introduced a three model range of petrol engine powered trailed sweepers, for the collection of leaves, grass, litter and similar debris including dried animal droppings.

There are three models in the range, all powered by Briggs & Stratton Vanguard overhead valve petrol engines. Each model is designed to be towed behind a vehicle, ranging from a ride-on mower in the case of the smaller model, to a small garden tractor, all terrain vehicle, light utility or a tractor in the case of the two larger models.

The three AMC Sweepers are designated the Power-Sweep, the MidiSweep and the Jumbo-Sweep.

The smallest, the Power Sweep has a pick-up width of 900 mm and a catcher capacity of 0.36 cubic metres and is designed for home garden or hobby farm lawns, recreational turf areas or commercial properties like caravan or car parks. This model can be towed behind a ride-on mower, all terrain vehicle or similar sized unit.

The Midi-Sweep is a heavier duty, mid range model which is available as a low level dump model in two sweeping widths of 0.9 or 1.2 metres. Australian Mower Company has just released a new version which incorporates a high lift hopper for dumping the contents directly into a truck or trailer.

The new High Dump Sweeper operates in exactly the same way as the Midi-Sweep which has plenty of mobili-

ty enabling it to be towed around trees or garden beds by a small garden tractor fitted with a drawbar. The High Dump Sweeper will lift and dump its contents at a height of 1.95 metres.

The Jumbo-Sweep is the largest model with a sweeping width of 1.75 metres and a catcher capacity of 5.5 cubic metres. The broad sweeping area is designed for large scale clean-up applications including the collection of grass clippings, thatchings and corings or debris and litter from large expanses like racetracks, golf courses and sports grounds.

In all three machines the catcher is hinged and is easily open' to deposit the load of collected waste material and debris. In t! two larger models, the catcher is activated by two hydraulic cylinders. The pick-up height of each sweeper is adjustable an' all three models are designed to provide positive collection at any ground speed, even in reverse.

Australian Mower Company's managing director, Gary Pilgrim, said that the sweeper units are designed and manufactured at Horsham, Vic. and are quickly achieving a satisfied user base with commercial bodies including Councils, sports facility managers and golf courses.

Further information and technical specifications on the AMC Sweeper range is available from Australian Mower Company, PO Box 564, Horsham 3400.

Telephone (03) 53 826 472.



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Svedala Australia Limited
ACN 000 197 428

at Hire & Expo '97,

Conrad Exhibition Hall, Conrad Jupiters, Gold Coast Queensland, 1-4 September, 1997.

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YANMAR~PUMP HAS EXTRA THUMP

A new high pressure 2" diesel drive pump has been released by Australian Pump Industries. With its design based on the popular "Aussie Fire Chief" high pressure fire fighting pump line the new 2" pump is powered by a Yanmar air cooled diesel.

With flows of up to 440 litres per minute and a maximum head at 3600 rpm of 70 metres the pump is claimed to be ideal for high pressure water transfer, irrigation and for agricultural spray type applications.

The pump incorporates a number of advantages over conventional units that include big 2" suction and discharge ports that are separately flanged to the pump body, heavy duty impeller for extra long life and a state of the art mechanical seal that protects the engine and shaft from corrosion are also standard features.

The pump has a large deep bowl that enables it to self prime quickly from up to 7.6 metre depths. The pump owes it extra efficiency and high pressure operating characteristics to a computer assisted hydraulic design. The Yanmar diesel engine was chosen for the new pump because of its excellent fuel consumption, reliable operating characteristics and extra horsepower.

A spokesman for Australian Pumps said "We like the Yanmar 6 h.p. because of the extra power available. Its torque characteristics are also first rate".

The unit comes mounted in a heavy duty roll frame and with anti-vibration mounts. The company has already received an encouraging market response including some excellent export sales.

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A HISTORY IS CEMENTED

Domenico Savignano founder of Cemtool started back in 1962 in a backyard garage producing only a small amount of hand-made tools and trowelling machine blades. Since then Cemtool has come a long way 35 years and still going strong.

Our Cemtool manufactured product range to date stands as follows ... *Trowelling Machines, Flexible Vibrator Shafts, Power Units, Submersible Pumps, Concrete Saws, Concrete Finishing Hand Tools, Brick Saws, Plate Compactors & Vibrating Screeds.

In May of this year Domenico decided to retire leaving the business in the capable hands of his daughter (Joanne) and son-in-law (Tony) both of which are not strangers to the business. Joanne has been with Cemtool since 1975 handling all office administration and Tony since 1981 handling Sales and Service.

In recent years Cemtool has updated and modernized its production methods, we now have some of the latest computerized machinery and technology enabling us to produce better quality machinery and components at an extremely competitive price. We pride ourselves in being true manufacturers whereby we do all our own work from buying in the raw material, cutting,



machining, painting and putting together a finished product you could actually say we tailor make our products to suit the individual. With our increased capacity in our workshop we are proud to say that we are currently exporting to the

Philippines, New Zealand, Tonga, Italy, Canada and negotiating with potential leads in Malaysia and Lebanon. Back in Australia we are breaking into the hardware store market with our ever popular hand tools range which is proving to be a true tradesman's quality tool not the cheap and nasties that our out there ... Cemtool stands out in a league on its own.

Domenico Savignano would like to take this opportunity to thank all the loyal Hire Companies that have supported him and feels that under the direction of Joanne and Tony Messina Cemtool (Australia) will still serve the Hire Industry with there quality equipment for many years to come.

Statewide Distributors required. Please enquire at

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Series 11 Clipframe now 10 M wide

With the growing popularity of the 10M width in Frame Marquees and Structures Baytex have completed further development work on their Series 11 Clipframe and are now offering 10M as a standard width. Users of the 10M Clipframe are now taking advantage of a well engineered, lightweight frame combined with the practicality of pull through roof panels and standard hook-on walls.

Why buy a 10M Clipframe from Baytex in preference to a 10M wide European style Structure you might ask?

It really comes down to the markets you are targeting and the focus of your business i.e. are you in the Event business where Structures are preferred or are you in the Party business where appearance is more important. Either way both systems offer essentially the same programme and options i.e. variable wall heights and hip or gable ends with the primary difference being the method of connecting the frame components together.

What are the features that make Clipframe different?

Some real benefits that the 10M Clipframe offers are:

- Lighter weight
- Fewer components
- Button lock assembly
- Steeper roof pitch
- Hip ends as standard
- Gable ends optional
- Baytex Quality
- 2.4 M wall height as standard
- Button lock assembly - no loose pins
- Hook on walls - no separate walling bars
- Base rails as standard
- No bracing cables in the walls
- Competitive pricing
- Looks different to European Style Structures

The last item might not seem important but in this increasingly competitive market place product differentiation is becoming more and more vital in the battle to win customers without having to sacrifice your price. And with the easy, "Clipframe fast," three men set up and unlimited length potential, the 10M Series 11 Clipframe is a worthy contender in the framed pavilion market.

Announcing a major advance in Frame tent design!

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- product compatibility;
- X-Hire ability;
- proven design;
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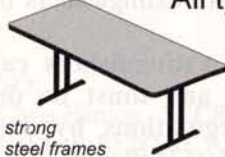
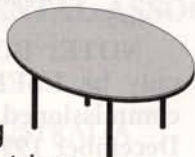
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SURROUNDING ENVIRONMENT, EMISSIONS TO WATERCOURSES AND SITE APPEARANCE

Your activities should not have an adverse impact on surrounding areas or on neighbours in appearance or potential for pollution. Any pollution which can eventually make its way to a watercourse can have significant consequences. Site appearance is important to your business and has an enormous affect on how customers feel about your business and the Equipment Hire and Rental Industry. An audit should include the following questions:

- Is the site adjacent to a watercourse? (**THIS IS A KEY POINT.**)
- If the site is not bonded, could a spilt liquid enter a council drain or natural watercourse? (**IF SO, RESULTS COULD BE DEVASTATING ON YOUR BUSINESS.**)
- Is stormwater on unroofed areas where equipment is stored or maintained, handled according to local Water Authority, Council or EPA requirements

NOTE: The above hazards need immediate attention as pollution of waterways is serious and carries very heavy penalties. If they exist at you site, get expert advice promptly.

- Is the site adjacent to any environmental, sensitive area such as a school or residential area, or public park?
- Is there any new development proposal in the immediate area that could be affected by, or affect your company's drainage or containment facilities?
- Are your outside boundaries and adjacent areas in good condition? Includes fences (no graffiti), footpaths, gutters, company signs and logo, nature strip, etc.

Inside your boundaries, - building/paintwork etc. of good appearance, no weeds, litter, builders' rabble, junk machinery, etc?

THE APPEARANCE OF YOUR SITE IS AN IMPORTANT FACTOR IN THE WAY CUSTOMERS, VISITORS AND THE COMMUNITY PERCEIVE YOUR BUSINESS. IF IT LOOKS 'SLOPPY', THE IMPRESSION WILL BE THAT A 'DON'T CARE' ATTITUDE ALSO EXTENDS TO THE ENVIRONMENT.

ALLOWING POLLUTION TO ESCAPE FROM YOUR SITE AND ENTER A WATERWAY IS A SERIOUS OFFENCE AND CAN BE CAUSED BY SPILLS, LEAKAGE, OR STORMWATER RUN-OFF

STORAGE

Adequate storage methods for toxic or environmentally hazardous materials, with proper

precautions against spills or leaks, are essential to prevent pollution. An audit should make sure that all chemicals, fuel, lubricants, etc. are properly stored.

- Is there a list of all toxic or hazardous chemicals with normal quantities held? (Known as a Chemicals Manifest or Register and preferably having Material Safety Data Sheets for each item). Exempt only very small quantities, say ,less than 5 kg or 5 litres. List all materials listed in the current "Australian Code for the Transport of Goods by Road or Rail Regulation" known as the "ADG Code". They include, LPG, flammable and combustible liquids and solids, oxidising substances, poison and corrosive substances.

- Are all fuel dispensing and filling points, above ground storage of fuel, lubricants, detergents or other cleaners, degreasing compounds, and toxic chemicals banded?

NOTE: All banding has to comply with both Dangerous Goods regulations for safety and EPA requirements for environment protection. Use whichever is the most severe requirement. See Appendix 10.6 for general environmental requirements on banding. Check with local EPA, council water authority, or consultant for exact requirements.

- Check that bunding has not been breached or interfered with illegally, or full of rainwater and not pumped out in the prescribed way.
- Are any environmentally hazardous liquids stored in drums, and are the drains in good condition?
- Are there any empty drums on site that could contain residues and how are they disposed of?
- Are there any electrical capacitors or transformers on site that may contain PCBs, and if so are they checked regularly for leaks?
- Are there any BCF or Halon fire extinguishers on site?

NOTE: BCF or Halon fire extinguishers can only be USED to fight a fire and must be de-commissioned according to regulations by 31st December 1995. Use after that date is illegal.

STORAGE OF HAZARDOUS MATERIALS MUST COMPLY WITH BOTH SAFETY AND ENVIRONMENTAL REQUIREMENTS. REFER TO APPROPRIATE LOCAL PROFESSIONAL EXPERTS FOR ADVICE ON STORAGE OF HAZARDOUS SUBSTANCES. TO AVOID HARSH PENALTIES FOR CONTAMINATED RUN-OFF INTO STORMWATER CHANNELS, CLOSE INSPECTION OF BONDING IS ESSENTIAL. PROFESSIONAL ASSESSMENT SHOULD BE SOUGHT IF ANY DOUBT EXISTS ABOUT COMPLIANCE WITH REGULATIONS.

EMERGENCY PLANNING AND RESPONSE FOR ENVIRONMENTALLY DAMAGING INCIDENTS

- Is there an emergency response plan covering fire, explosion and environmentally damaging incidents?
- Does the emergency plan include evacuation, location of emergency equipment, a plan of the site, procedures for containment of environmentally damaging substances, a manifest of all hazardous substances and a list of persons to contact?

NOTE: The main purpose of emergency plans is to protect persons. Secondary, kin very Important purposes, are to protect property and material and prevent environmental pollution. Failing to include environment protection can lead to serious consequences. This procedure deals with environmental Issues only.

- Is there a procedure for interaction before, during and after an emergency, with Emergency Authorities, including Fire Brigade, Water/Sewerage Authority, EPA, local Council and other appropriate local response authority?
- Have evacuation and containment plans been discussed with neighbours?
- Have staff been trained to handle fuel or other liquid spills?
- Are practice emergency drill carried out (fire, spills, evacuation)?

- Is suitable equipment and material available for containing spills and extinguishing fires?
- How would any contamination contained on-site be disposed of?
- Who is the responsible officer for:
 - emergency procedures and control during the emergency?
 - liaison with emergency services?
 - liaison with environmental regulatory authorities?
 - maintaining the chemical manifest and material safety data sheets (MSDS)?
 - maintaining a list of company emergency contacts, including after hours phone?

NOTE: Specific responsibility should be allocated for each of the above tasks. More than one person may be involved for each responsibility.

DO NOT OVERLOOK ENVIRONMENTAL DAMAGE CONTROL IN EMERGENCY PROCEDURES, (but people safety comes first). REVIEW ALL PROCEDURES WITH EMERGENCY RESPONSE AND REGULATORY AUTHORITIES AND HAVE PRACTICE DRILLS REGULARLY.

Information for this article was obtained from the Environmental Awareness Guide, which is produced by the Hire and Rental Association for the industry. An application form for the guide appears below.

NATIONAL ASSOCIATION'S ENVIRONMENTAL GUIDE

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

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

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Chris Hanlon , SECRETARY
HIRE & RENTAL ASSOCIATION OF AUSTRALIA
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SUMNER

Multipurpose Contractor Lift Ideal for Rental fleet

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

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

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

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

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Association News

Victoria

The majority of this month's activity has been in clearing up projects that have been under way for some time.

The publishers of the safety sheets inaugurated by Work Cover have been in touch with the association, but as the proposed costs were considered to be too high for the project to be a success, discussions are continuing with them. More news as it becomes available.

Our endorsed insurers, OAMPS, have already indicated that the new scheme is working well. Companies who have already taken them up on the new scheme seem to be quite impressed with it. If you would like any further details contact James Waddell at OAMPS on 03 9483 6300.

At the June Construction Division meeting, Brian Harmer was welcomed as the chairman for the remainder of this year. It was particularly pleasing to have some 'new blood' in the running of the association and I'm sure we shall soon see some fresh ideas coming from his appointment. Congratulations Brian, I'm confident that you will enjoy the challenge as much as the members will enjoy your leadership.

Due to problems obtaining a venue for the night, and consequently short notice of the meeting, the number who attended was very small, however, in spite of that an exceptionally enjoyable time was had by all.

Following on from the success of the recent Garden Show the board is looking into ways of further promoting the concept of hire. A few ideas currently being considered are

1. Taking part in next year's Homes Show.
2. Taking part in next year's Harden Show.
3. Printing more hand out brochures to go with our new banners at country field days etc.

If you have any other ideas, drop us a line!

350,000 copies of the 1998/98 Hire Guide are now booked in at the printers, so if you need any, and have not ordered them, don't delay or you could miss out.

The 1997 Convention is fast approaching. It seems that all the exhibition space is now booked out, so it looks like a good event coming up. Remember, this is the last convention for about 20 months, the next one being in Melbourne in May 1999.

Queensland

The annual Queensland Northern Roundup was held at Laguna Quays Resort which is just outside of

Proserpine, over the Queens Birthday long weekend

The hosts and organisers this year were Pat & Jenny Pilcher of Bowen Hire & Sales. Represented at the Roundup were 5 Suppliers, 13 Associate Members, and 14 Hire Companies in all over 80 people participated in the Weekend.

On the Saturday night, Pat Pilcher welcomed everyone, dinner was a delicious smorgasbord with an assortment of rich desserts. We were entertained by Alex Riquelme who provided the dinner and dancing music. Our own Fred Astaire alias Scotty Walker grooved around the dance floor with a few partners.

Shane Smith of SOS Hire gave a brief talk on the importance of apprenticeships in our Industry. Then Shane commenced the auction for two pieces of Case Heavy Duty Equipment that had been donated. Bidding was quick with the table of Flexihire purchasing both pieces (which turned out to be toy versions).

After the Auction, it was time for the prize draws which ranged from the major prize donated by Wacker Australia, a wheel barrow donated by Hills Industrial Products to bottles of bubbly. Shane's assistants were Peter Walden, Pat Pilcher and barrel person was out Neville of Flexihire.

The major prize was won by Prime Equipment Rentals.

Bob Snowden of Flextool Qld captured the weekend on his trusty camera for the National Magazine.

Sunday began with breakfast, then straight into the Trade Display. The Suppliers all worked extremely hard to support this event, it was great to catch up with the Suppliers who have given their time for the Roundup year after year, as well as giving us an opportunity to meet new Suppliers to our Industry.

This year prizes were given for the Best Exhibitor Stand which were won by:

- 1st Prize Makita
- 2nd Prize Case Corporation
- 3rd Prize Lato Industries

Peter Walden, our National and Queensland President was asked to speak at the Trade Display he outlined the upcoming events for the Association. Next year the 1998 Northern Roundup Organisers will be Dan Neate of Paramount Hire in Calms.

Many Members stayed on the Sunday night to take advantage of the resort. A special thank you to Pat & Jenny Pilcher for the great effort and energy for making the Weekend a success that was enjoyed by everyone, with position feedback from all Members that attended.

As well we would like to thank Wacker Australia and Case Corporation for their support to the Northern Roundup and our Association.

Sharlene Watson, Queensland Secretary

New South Wales

A new updated version of Hire Industry Safety Manual is being printed and should be ready for distribution in four weeks time

Ms. Jane Tebbutt has been appointed as the support association officer to Chris Hanlon.

The next association meeting to be held on 13th. August will feature a speaker from the Olympic Co-ordination Authority speaking about the Olympics site and development.

Welcome New Members

Mr. Mark Potter
Alora Party Hire
1-3 Beaumaris Parade
Hightt 3190

Mr. Rodney Swan
Aztec Party Hire
29 Northern Highway
Echuca 3564

Mr. Stephen Cumming
Extra Hire
P.O.Box 481
Warrnambool
3280

Mr. Rupert Aldous
Leader Elevating Work Platforms
17 Leader Street
Somerton
3062

Mr. Tom Tropeano
Makita (Aust)
89 Rushdale Street
Scoresby
3179

Andrew Redshaw and Jeff Campbell
Door to Door Hire,
38 Inkerman Street.
St. Kilda:
3182

Mal Dawson
Atlas Copco Hire
580 Grieve Parade
Brooklyn
3025

Denise Miles
Laser Beams Pty Ltd
63 Miller Street
Epping
2121

Steven Barker
Ditch Witch Australia
109 Mcola Way
Campbellfield
3061

Mr. Dave Braidwood
Ditch Witch Australia
P.o.Box 892
Cloverdale
6105

MR. Mike Hackett
Lely-West Vermeer
P. O. Box 355
Bassendean
6054

Mr. David Harders
Tru- Blue Hire
P. O. Box 4229
Kalgoorlie
6430

Mr. Glenn Axford
Star Marquee Hire
65 Edward Street
Osborne Park
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Mr. Rob Dempster
Banbury Engineering
198 Woodpark Road
Smithfield
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Bob & Michelle Mules
Complete Accesss Solutions
14 Sandra Street
Woodpark
2164

Anthony Gorman & Mark Winberg
MSW Plant Hire
1184 Kurmond Road
North Richmond
2754

1997 Northern Roundup



Peter Walden presents a prize to Stan Hatton, Makita



L/R Dan Neate (Paramount Hire) Cairns, receives his prize from Pat Pilcher.



Scott Walker (All SiteRentals) found a use for one of his toilets



L/R Jenny & Pat Pilcher (Bowen Hire), Northern Roundup organizer, Sharlene Watson (Qld. Secretary), Peter Walden (National President), Shane Smith (SOS Hire).



Pat Pilcher, and Kerry Johnson of Bowen Hire.



Neville Michelle presents prize to John Stanwick, of Pro Hire, Proserpine.



Peter Walden presents prize to Big Kevin Topp of Lato Industries.

New Dingo

Dingo Mini Diggers Pty Ltd have just released a new model.

Still the same basic machine with all its great attributes, but with a face change.

The new Dingo 950 is available with a choice of engines, all 20 Horse power. But apart from the engines, a 950 is a 950 is a 950. So the decision on which DINGO 950 to buy, relates only to a choice of engine. All other features are the same. So the choice is between the Kubota water cooled diesel version or the 2 twin cylinder petrol's, Kohler Command or Honda G620. Each have some unique features and a discussion with Dingo staff will set you on the right track for your application.

With the new model, Dingo have gone to a distinctive new colour scheme - RED and BLACK. The new Red Dingo "stands out like a sore thumb" and contractors buying these machines will find the machine will have more visual impact. Highly important when the machine itself is attracting



potential customers to your business.

And what's new in Dingo accessories? Well when you have the regular trenchers, post hole diggers, rotary hoes, brooms, backhoes, levellers, buckets, jack-hammers, forklifts, blades, post drivers, etc., - you wouldn't think there would be much left.

But the people at Dingo have just developed a stump grinder for the Dingo. But it is not just a stump grinder. This one is different. It can get into places the regular grinders can't, it can grind up to 600 mm under ground level, it can convert to a shallow trencher, and you don't have to be Samson to work it. Like all Dingo

attachments, you just stand on the Dingo and fiddle with the controls.

The Dingo is truly man's best friend. A real "working dog" that is the best labour saver a contractor could hope for. It costs a lot less than a labourers wages, doesn't take sickles and never answers back. What more could a man ask for?

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HYDRAULIC PUMPS

Now that we know the principles of hydraulics Pascals Law and the three types of pumps most commonly used in our Industry, we will move onto oils viscosity and directional control valves.

HYDRAULIC OIL

Whether a specially compounded petroleum oil or one of the special fire-resistant fluids, which may be a synthetic compound, the selection and care of a hydraulic fluid force machine will have an important effect on how it performs and on the life of the hydraulic components.

The hydraulic fluid has four primary purposes;

- To transmit power, to lubricate moving parts; to seal clearances between parts and to dissipate heat.

In addition to the four primary functions an oil must also have some quality requirements such as;

- Prevent rust, - pitting.
- Prevent formation of sludge, gum or varnish.
- Depress foaming.
- Maintain its own stability over wide temperature ranges.

- Separate water.
- Compatibility with seals and gaskets.

These quality requirements will often be added when blending of oil takes place.

VISCOSITY

Defined as an oil's ability to flow in varying temperature conditions.

DIRECTIONAL CONTROL VALVES

These are used in a hydraulic system to control the direction of flow to an actuator cylinder or motor producing direction movement. Though they vary in construction and operation considerably Direction Control Valves (DCVs) used in the hire industry equipment are mostly lever operated spool or battery voltage operated coil type DCVs.

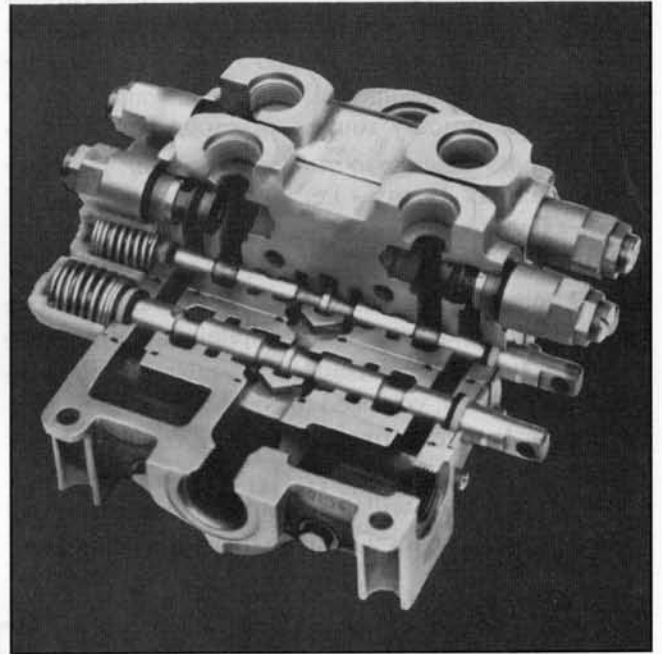
LEVER OPERATED

Where an operator pulls on a lever which is connected to a spool which has springs at either end of the spool. So that when the lever is released the springs overcome the movement of the hydraulic oil and return the spool to a predetermined central position.

COIL TYPE

Where a remote electric signal is sent to a coil mounted over the spool to be moved. Once energised a magnetic field pulls the spool towards it allowing oil

to pass through. The springs at either end returns the spool to its normal position once the electric signal is turned off.



RELIEF VALVES

These are often found in the hydraulic systems in our industry's equipment. Whether remotely mounted or incorporated within a valve bank, these valves are often overlooked when problems arise.

As the name reads Relief Valve, they do just that to a hydraulic system. Protecting the component within the circuit from any excessive oil pressure and flow and returning it to tank.

It is a normally closed valve connected between the pressure line (pump outlet) and the reservoir.

In most relief valves an adjusting screw is provided to vary the spring force. Thus the valve can be set to open at any pressure within its specified range.

Some relief valves are adjusted by either adding or subtracting metal shims above the spring.

Note: Whenever making any adjustments to a relief valve ensure a pressure gauge (with capabilities greater than that of the system's rated maximum pressure) is used in the line **before** the relief valve.

I will incorporate hydraulic symbols in our next issue and place them in a schematic. Also, I will discuss filtration and why it is so important.

PETER
ARMSTRONG
National Hire

Business Capital

The money and how to get it

The financial or capital structure of your business is one of the key areas that will influence the outcome of your efforts. In other words, whether or not you will be as profitable as you can be.

The three primary sources of capital available to businesses are:

- Shareholders' Equity - i.e. your money and that of other investors
- Borrowed Funds
- Reserves - i.e. profits put back into the business. In this guide we discuss raising capital via borrowings.

Once you have decided to raise capital by borrowing money, you need to consider whether short, medium or long term finance will be most suitable for your needs.

Importantly, you will need to match the terms of the loan to the purpose for which the finance is being used.

TYPES OF FINANCE

Business finance can be categorised as:

- Short term
- Medium term
- Long term.

SHORT TERM FINANCE

This form of finance is commonly called 'working capital' and is the capital (money) required to fund the day-to-day running of the business. Working capital should not be used for long term projects as it is generally more expensive (in terms of interest rate charges) than money paid back over a longer period.

Short term finance or working capital typically comes in the following forms:

Bank Overdraft - An overdraft can be used to cover financing shortfalls from day-to-day according to your cash flow. The interest will be calculated on your daily outstanding balance and is usually charged on a quarterly basis. Depending on your financier, an overdraft facility may also incur other sundry fees.

Commercial Bill - is an arrangement where money is made available for a short period. At the end of the period an unconditional order is made on you to repay the borrowed amount. Commercial Bills can be drawn for terms ranging from 30 days up to a maximum of 180 days. They are commonly used to meet the seasonal funding needs of a business.

Debtor Finance (commonly known as Factoring) -

is an arrangement where a finance company provides a cash advance to the business against sales made (invoices). The 'loan' is repaid when the debtor pays the invoice.

MEDIUM TERM FINANCE

This is finance usually required for a 3 to 10 year period and is principally used by businesses to finance equipment, business expansion and development of new products.

Medium term finance may come in the following forms:

Term Loans - is a loan paid back over an agreed period (term) where principal and interest rate are paid off in monthly repayments. This type of facility is commonly used by businesses who wish to structure their loan repayments to correspond with the income produced from equipment purchased or sales of new products. It may be for a 5 or 10 year period.

Personal Loans - Where it is not possible to arrange a loan in your business' name you could consider an alternative arranging a personal loan. This can then be contributed as equity or a loan to the business.

Leasing - With this type of facility the financier would purchase the equipment you require and then lease it to you in return for regular rental payments (usually monthly) for the duration of the lease period. At the completion of the lease term you are then offered the option to purchase the equipment at an agreed residual value.

LONG TERM FINANCE

This type of finance is used to fund the purchase of assets such as the business itself, land, buildings, plant or machinery which will directly or indirectly contribute to profit over a period of years. Term Loans would be the most common way to structure long term borrowings.

APPLYING FOR A LOAN

You will need to supply information on:

THE BUSINESS

If you are buying an existing business, or you are already in business, a short description of your business - its history, past achievements, products and services - should be provided. Also include the number of staff involved, the location and a description of the premises, machinery, equipment, vehicles and other key assets.

If you are starting up a new business, describe the

products and services you intend to provide, how you intend to bring in business by marketing, and what you have of demand for your products/services.

YOUR HISTORY

You should provide details of your own educational and business qualifications, business experience (whether it relates to your present business or not) and past achievements.

AMOUNT AND PURPOSE

The amount and details of the purpose for which the loan would be utilised should be stated clearly in your proposal.

REPAYMENT

It will be important from the lender's point of view to be able to clearly establish how the loan repayments will be made.

FINANCIAL STATEMENTS

Projection of sales, cash flow, profits etc over the term of the loan should be prodded and, for an existing business seeking funds, the last three years' annual accounts. You should also include a monthly cash flow budget for the 12 months ahead with the loan repayments included.

Other information - Lenders may also require details of any current Debtors and Creditors and a valuation of stock on hand.

SECURITY

It is likely the lender will seek some form of security from you to protect the loan. Security requirements will vary between lenders and the type of loan sought. Some generally acceptable forms of security are:

- Real Estate
- Shares in Public Companies
- Surrender Value of an Insurance Policy
- Personal Guarantee
- Bill of Sale, or Debenture over assets other than Real Estate

The Office of Small Business in your state is always available to talk over business management issues. Call us to set up an interview with one of our experienced business advisers.

It's confidential and it's free.

Safety Cards

BRICK SAW

DANGER! Ensure the hirer shows you how to use the equipment. Read the instructions below **BEFORE** using this equipment.

Safety Equipment

The following protective equipment **MUST** be worn when using this equipment

- Safety glasses and/or goggles
- Ear muffs or ear plugs
- Dust mask if cutting operation produces dust
- Leather boots preferably with steel caps
- Close fitting clothing



Safety Instructions for this Equipment

- Apply light steady pressure to feed work past the blade. Excessive force should not be used.
- Use several shallow cuts, not one deep cut.
- Set the machine up on level ground to ensure both the machine and the operator are stable.
- Ensure an adequate supply of water on both sides of the blade. This will ensure there is no blade damage and will reduce dust generation.
- Always support the material to be cut on the table. Never hold the work to be cut by hand alone.
- Ensure that the ribbed mat is fixed to the table at all time as it provides a non skid surface to support the work.
- Ensure the rubber splash apron is fitted at all times as it functions to keep water spray off the motor.
- Do not allow waste water to accumulate under foot.
- Do not stand in line with the blade when starting the machine.
- Ensure the material to be cut will remain stable and will not move or fall while cutting.
- Never allow thumbs or other parts of hands in line with blade.

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NEW

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The special features of the tailored policy include:

- Cover for hire stock Australia wide - no complicated limitations.
- Automatic cover for all hire stock held - even if it belongs to others.
- Full reinstatement and replacement conditions apply for hire stock up to 3 years of age - most other insurers depreciate from purchase date.
- Accidental Damage cover freely available - even for stock whilst on hire.
- Theft cover automatically extended Australia wide - including items belonging to others for which you are responsible.
- Reinstatement and replacement conditions apply for stolen items up to 3 years age.

Tailor your own package by choosing any or all of these unique industry covers.

- Theft without forcible entry - most insurers will simply not give you this cover.
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- Liability automatically includes both Public and Products cover.
- Automatic extension where you give professional advice without a fee.
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The new AUS product is now available through your own local broker.

Want to know more?

Ring your nearest OAMPS office or

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