

# Hire and Rental

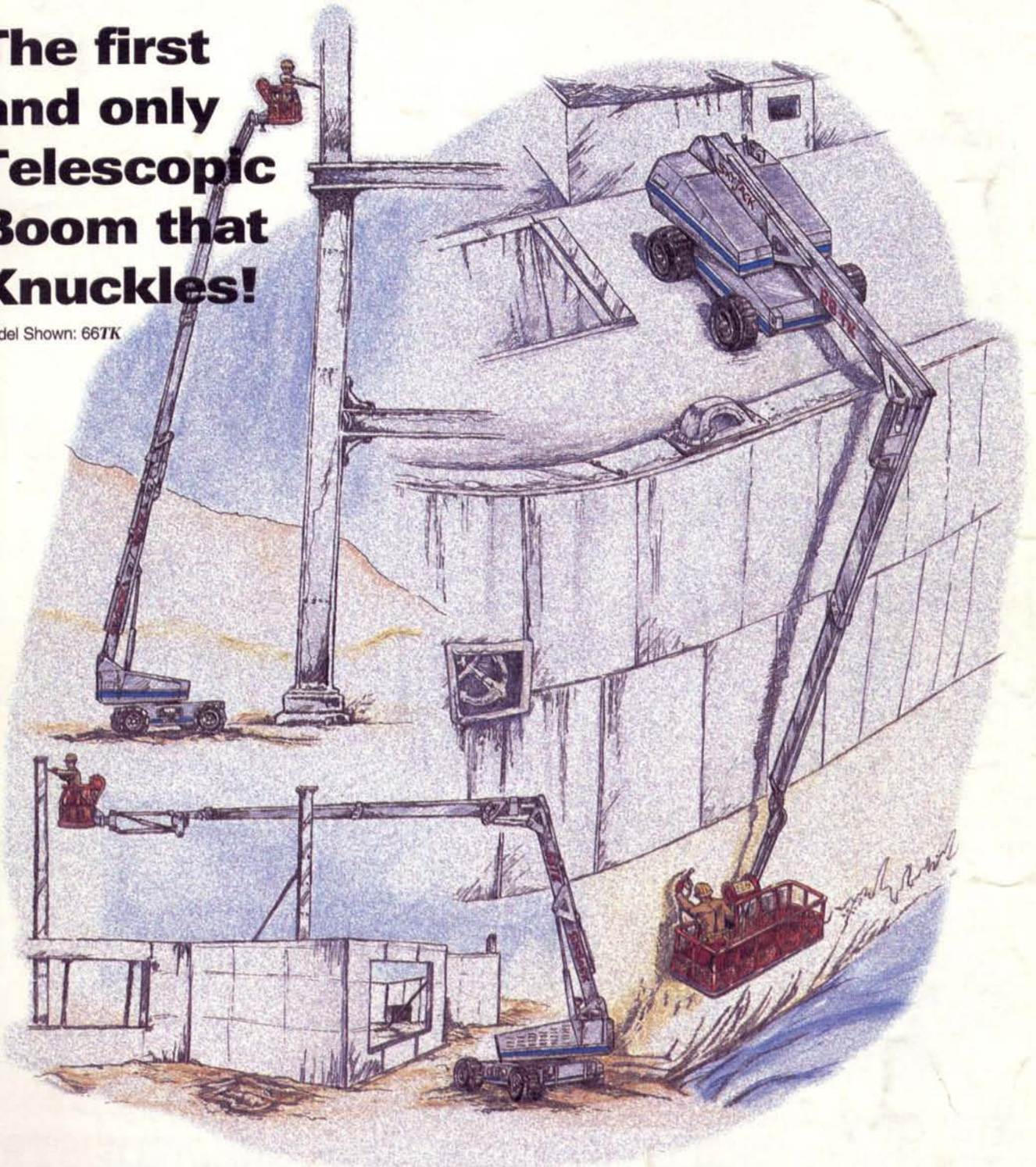
## Industry Quarterly

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL  
ASSOCIATION OF AUSTRALIA

NOVEMBER, 1997

**The first  
and only  
Telescopic  
Boom that  
Knuckles!**

Model Shown: 66TK



**SJB-TK Series**

<sup>by</sup> **SKYJACK**



# THE LEADING AUSTRALIAN OWNED SOFTWARE PACKAGE FROM TRILOGY

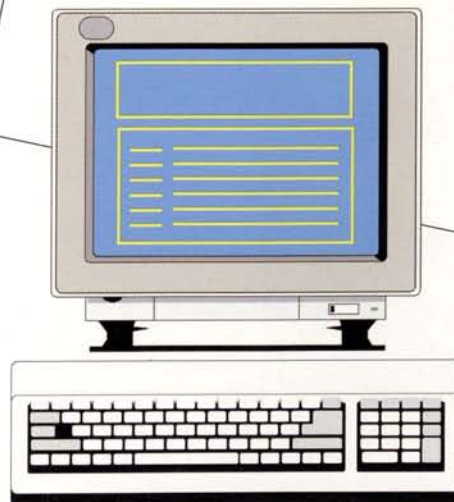
# TRACS

## THE AUSTRALIAN HIRE STANDARD



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

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



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## **PRESIDENT'S MESSAGE**



The past three months have been a very exciting and changing time for the National Hire Association

It was a highlight of my year to be involved with the very successful Convention held on the Gold Coast. Suppliers and members came together to make this convention the largest and most successful for the Hire Association in Australia. For those people who were unable to attend, you missed great displays of equipment. The speakers talked about attitudes to our businesses, our staff and our customers, and how they can help our businesses grow immensely when we foster good attitudes and share our visions for the business's future. To all those involved with the Convention, I personally wish to thank you for your support and efforts.

Following some difficulties in the operating structure of the Elevating Work Platform Division, it has been decided to restructure this division of our association. The EWP Division will become an incorporated body and control all its own finances and operations on a national basis. This will mean a more streamlined operation which will have the power and efficiency to provide services to its members. This will reduce work for all the state secretaries and will be controlled nationally so as to be able to focus on common issues throughout Australia.

The National Association has been prompted to undertake a review of its business plan and operating procedures. Over the next three months, the national delegates will keep all members informed about options and proposals being discussed. As the National Association is controlled by its members I would ask that you follow the correspondence carefully over the next three months and comment where ever possible to ensure decisions made have the voice of the members.

Following on from the success of the convention and some stronger signs from the business sector, I hope our industry can forge ahead over the next two years, with signs of increasing hire rates (some have not been able to change for years) and the removal of the ridiculous discounting wars so that our businesses can maintain good profitability, good equipment and good working conditions for all.

As we are fast approaching the Christmas season, I would like to wish everyone a Merry Christmas and a Very Prosperous 1998.

**PETER WALDEN**



# How does the Hire Industry rate?

The hire industry is very diverse, large and small companies compete in supplying a wide range of equipment over a vast range of areas.

Because of its diversity it is very difficult to assess how the industry is going.

Is the hire industry a good investment venue?

How does it compare to other industries?

What did the hire industry turnover for the year?

These questions are very difficult to answer because the hire industry as we know it, (equipment hire), is not a stand alone industry. It is part of the whole hire industry which includes, Office furniture hire, computers, household appliances, medical equipment and several other miscellaneous items which are available. Subsequently any data concerning the hire industry, which is collected contains the overall picture.

The one barometer that can be used to measure the equipment hire industry is the stock market, because many of the hire companies are public companies.

The two biggest, Coates Hire and Wreckair, are two examples. Coates were a part of the ANI Group, until floating in their own right in August 1996. Their shares were listed at \$2.00, but have since risen to \$3.60.

National Hire, who went public in July this year. Their shares were floated at 50 cents each, again the market quickly pushed their price up to 70 cents.

Wreckair, on the other hand is part of the Brambles group. But it was interesting to note that in Brambles takeover of the West Australian hire company, Cockburn, recently, the price Brambles offered, valued Cockburn at 30% more than the listed share price.

Austrim, an investment group, which has some of Australia's most astute businessmen as its directors, has become very involved in hire. It purchased AH Plant Hire in 1995. Through AH Plant Hire, they then purchased the Vic Roads Plant and Equipment, which included a hire back agreement. They then bought Reid Excavations, in New South Wales and followed by buying All Hire, the South Australian Governments road maintenance business earlier this year, proving their commitment to hire. Since becoming involved in hire, Austrim's share price has more than doubled.

Other hire companies listed on the stock market Moorland, Chieftan, Waco Kwikform, Oldfields and Loscam, have also shown steady growth over the last few years.

The markets assessment of the hire companies involved, is an obvious vote of confidence. It is an evaluation of hire as being an industry which is a sound investment, with good potential for the future. This is despite hire going through what could only be described as a flat trading period over the last few years.

It argues very well for the hire industry in the future.

Greg Kelson

## HIRE and RENTAL Industry Quarterly

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

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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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Official journal of the Hire & Rental Association of Australia  
November 1997

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# Vic hire company fined over death from faulty Sander

A South Melbourne hire company, Martin and Company, was convicted and fined \$25,000 over the death of Ewen McGilip in the Melbourne Magistrate's Court on 16/9/97.

The Court was told Mr. McGilip was using an electric floor sander, which was on hire from Martin and Company, while renovating a Northcote house when he received an electric shock, which killed him.

A fellow worker smelled something burning and saw Mr. McGilip thrown back. He could not be revived.

Evidence produced in court revealed the sander had been hired 41 times since its last repair, in 1995.

Tests conducted by William Leahy, from the office of the Chief Electrical Inspector revealed:

The sanding machine was faulty, resulting in the sanding machines metal body parts and handles becoming electrically live when connected to the electric supply.

An earth wire was not connected to the chassis of the sander, so household fuses were not activated.

The plant hire company did not conduct electrical safety tests prior to hiring out the sander.

The house was not fitted with a "safety switch"

(residual current circuit breaker) to protect persons against electric shock.

Leahy stated that, "In my opinion a safety check prior to the hire as per appliance safety tests short course at Barton University TAFE would have identified the lack of restraint on the power cable at the gland and the earth wire were not being connected. Use of either a Megger or a Safe-T-Check appliance tester would have identified the machine operated by Ewen McGilip was in an unsafe condition."

The court was told the company now provided an earth leakage safety device with each hiring and tested equipment regularly.

Company Director Neil Arthur Martin and company pleaded guilty to one count of failing to ensure a person is not exposed to risk, an offence carrying a maximum penalty of \$40,000.

The office of the Chief Electoral Inspector has circulated information to various building industry hire companies, throughout Victoria, outlining their requirements and obligations to ensure that electrical equipment is tested prior to each hire in accordance with AS/NZ 3760:1996.

## ADVANCED POWER PRODUCTS PORTABLE GENERATOR RANGE NOW EXTENDS TO THIRTEEN MODELS

Advanced Power Products has released an expanded range of portable generating sets powered by the new Briggs & Stratton Vanguard range of overhead-valve petrol engines.

The range embraces thirteen different models with power capacities from 1.8 through to 13.5kVA. This covers generators with sufficient power for small emergency power and lighting duties through a gradual increase to the larger capacities designed to power a range of heavy duty power tools and equipment making them ideal for tradesmen, rural and remote site heavy duty applications.

Individual models in the Advanced Power range are powered by Vanguard engines ranging from the smallest with the 4hp engine up to the largest 13.5kVA which employs the 18hp V-twin Vanguard engine. Vanguard is the new Briggs & Stratton overhead-valve engine range which offers more power, increased efficiency, easier starting and up to 30 percent quieter operation than comparable engines.

Peter Gilchrist, national marketing manager of Advanced Power Products, said that the generator range is manufactured in Australia to the most exacting performance standards and has achieved a significant share of the portable power generation market. The company's achievements have been

reflected in numerous Awards, the most recent of which was winning the Telstra Australian Government Small Manufacturers Award in 1996.



*The 1.8kVA model the smallest of the range*

Advanced Power Products is also independently quality accredited to ISO 9002 and supports all its portable generator models with a two year guarantee and a nationwide distributor network for sales and service.

Detailed technical information on the Advanced Power portable generator range of thirteen models from 1.8kVA to 13.5kVA in capacity, is available on request from Advanced Power Products, 33 Shepherd Street, Liverpool NSW 2170. Telephone (02) 9600 6555.



# Can the Australian Hire Industry handle the Olympic Games

When Juan Antonio Saramanch announced that Sydney would be the venue for the year 2000 Olympic Games it created a euphoria which spread throughout the nation.

The news that Sydney would host the biggest event in the world was welcomed by all. Especially pleased were those involved in the Hire Industry, which could safely rely on playing a significant role in making this great event happen.

There may have even been some who lamented that they were geographically disadvantaged because they were not situated in the close proximity of Sydney, thereby missing out on the opportunity to be part of the event.

But looking at it in the light of the day, it is not a matter of who in the hire industry will benefit from the event, But, can the Australian Hire Industry handle the Olympic Games.

Mr David Churches from SOCOG made the startling revelation as guest speaker at the New South Wales Hire Association meeting at Bankstown Sports Club in September that neither of the last two hosts ,Barcelona in 1992 or Atlanta in 1996 could supply the necessary equipment for the event and had to import equipment from Europe.

When you consider the size of the hire industry in the USA it gives you an insight into the enormity of the task that faces Australia in the year 2000.

Naturally Australia does not only have supply the necessary hire equipment for the Games, it must also service its regular customers during this period.

Another matter which compounds the issue is the fact that the Paralympics are held immediately after the Olympics. Although the Paralympics are not as big as the Olympics, they are bigger than the Commonwealth Games and the second biggest event staged in the world.

Although Australia has staged big events previously, the Grand Prix car race for instance, it has never attempted anything of this magnitude before.

The Olympic Games could be assessed as being the equivalent of staging 16 Grand Prix's at the one time for 16 days.

Although the year 2000 may seem like a long way away at the moment, the Games officially begin three years from Monday 14th September.

The construction of the stadiums and the necessary infrastructure required has already started. Already those sectors of the hire industry servicing the building and construction industries are becoming involved and their future involvement is assured. Even this section of the hire industry, which makes up the greater percentage of the industry, will be hard pressed to cope with the demand.

But as this development and construction will be spread over the three year period leading up to the Games it will no doubt have allowed those hire companies involved to prepare for and plan their equipment fleet accordingly.

The supply of the necessary equipment for the staging of the Games is a different story.

It could well be assessed as the construction of a temporary city, surrounding several games arenas, which must provide all the necessary equipment for the staging of the numerous events, while at the same time providing the facilities and amenities to cope with the expected 450,000 visitors daily.

The party hire and events section of the industry ,in Australia, although growing rapidly, could not reasonably be expected to supply all of the necessary equipment for the event.

It would be impossible to list all the equipment that is expected to be necessary for the staging of the event. But, it is generally accepted there will be a need for approximately:

- 150,000 temporary seats.
- 100,000 square meters of temporary buildings
- 100,000 square meters of structure
- 10,000 metres staging
- 30 - 40 miles of fencing
- 84 Kilometers guard railing (marathon)
- Many thousands of temporary flag poles
- 30,000 thousands items of functional synage
- A huge amount temporary lighting
- Toilets
- Scaffolding
- Generators
- Air Conditioning

This short list is an example of the amount of equipment needed for the staging of this event. No doubt those involved in this side of the industry will be endeavouring to play as much a part as possible. But, because of the size of event they will be competing with overseas companies eager to be involved.

Following on the Olympic, the Paralympics will then start. Which will mean the area being used will need to be changed to provide numerous ramps for wheelchair access and the necessary facilities to stage these games will need to be put in place.

This again will place a huge strain on the resources of the Australian hire industry.

The biggest event ever to be staged in this country will no doubt provide a great deal of benefit to Australia.

Hopefully as many sectors as possible of the hire industry in Australia will also benefit through their involvement, in providing the necessary equipment to make this great event happen.



# CHOOSING COMPACTION MACHINERY IN VIEW OF STRICTER OCCUPATIONAL HEALTH & SAFETY REGULATIONS.

In an environment of strictest Health & Safety Regulations it becomes more than ever before, of utmost importance to every Hire Company, to know exactly what each machine is supposed to do on the job and to advise the customer of the correct machine to use.

Looking at compaction machines one particular group of compactors does not get nearly as much attention as it should: The LARGE PLATE COMPACTOR!

Increasingly compactors are asked by authorities for improved dry densities when compacting soil and very often it seems, that only the heaviest vibrating rollers will achieve the quality of compaction required. However, weight restrictions on compaction machinery are very often specified for the safety of operators and bystanders, per example on the edges of embankments or to protect the structural limits of design against overloading and subsequent damage. Other applications will not allow the use of heavy vibration rollers simply because of their size.

A high percentage of contractors involved with soil compaction, experience on a daily basis the advantages of operating large WACKER Reversible Compaction Plates, using them in exactly those applications where safety and structural limits might be compromised by heavy vibration rollers, and are achieving the required dry densities without problems.

In the 1970's comparison tests were run in Europe to find alternative compaction machines to heavy rollers for restricted areas. It was then that the industry realised the tremendous compaction force developed by the larger WACKER Reversible Compaction Plates. These produce the same dry density that heavy rollers would achieve with the same depths of layers and the same number of passes, but in restricted area conditions.

This is still true today, but in addition the modern WACKER Reversible Plate Compactor combines all the knowledge and experience of decades past with the

latest design technology and quality control. For example high frequency/low amplitude vibration action has replaced violent and self destructive low frequency/high amplitude operation. Accordingly, the effect on nearby structures such as walls etc., is reduced, but the depth of compaction, the service life of the machines and the safety of operation has increased extraordinarily.

In applications of soil compaction where large and heavy Vibration Rollers cannot be used, contractors often operate small, light Vibrating Rollers. This brings with it much thinner layers of soil and a tremendous increase in the number of passes to get anywhere near the required densities. Even the heaviest WACKER Reversible Plate Compactor, the Model: DPU100-70 (100kN Force, 710kg weight, 970mm width) weighs less than a light roller, but its performance is equal to the large Vibrating Rollers as far as compaction quality is concerned. Compaction results are achieved fast, efficiently, safely and at low cost!

With medium and large compaction plates Hire Companies have compactors available which can solve a very high percentage of their

customers daily compaction problems, without resorting to small to medium sized rollers, which can be hard to operate in restricted areas and might even come in conflict with present Health and Safety Regulations

The solution to unsafe work practices with large rollers are medium to large WACKER Plate Compactors.



*Wacker Reversible Plate Compactor  
Model: DPU 100-70 in action.*

For further information:

WACKER AUSTRALIA PTY LIMITED.  
VIC: 03 9547 4033, NSW: 02 9748 0366,  
QLD: 07 3208 9577, WA: 08 9445 2911  
SA: 08 3362 2331



# Mustang Option Two Lever Control System

The original Mustang models when released in the mid 1960s were designed with two lever controls for steering, and later when Mustang introduced Hydrostatic drive into its production in the early 1970s, the unique "T BAR" steering control set their production standards.

The "T BAR" control has several major advantages including neutral start, return to neutral, easier to operate, and offers improved rear steering and visibility to the operator.

The central location and one hand control of the "T BAR" allows the operator to better position his body to see the rear of the machine and the work area to the rear of the machine when reversing in open areas or restricted alley ways.

However a number of Skidsteer operators who have been familiar with a two lever control system wanted

to change to Mustang.

Skid Steer Loaders and now a twin lever control system is available for Mustang 920, 930A, 2040 and 2060 models. The only difference is that the 4 in 1 Auxiliary Control Lever is now mounted on the left hand or right hand steering control in lieu of the left hand side of the operator, beside the seat.

This is an outstanding feature on the new Mustang 2040 in that an optional Dual Lever steering/foot operated hydraulics or Dual Lever Steering/hand controls system is now available, which is not available with any other competitor at this time.

For more information on Mustang Skid Steer Loaders fitted with a 2 Lever control system

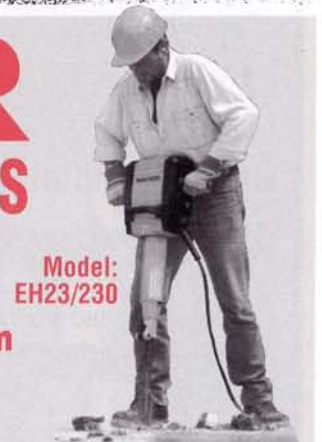
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Model:  
BH23

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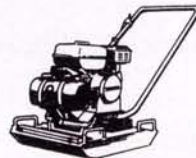
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# Makita's New Hammers

With the introduction of its new line of rotary and demolition hammers, Makita is leading the way with break through technology. Makita prides itself on its research and development and has further improved on these hammers reliability, safety, user comfort and most importantly, performance.

- These new hammers feature an unmatched power-to-weight ration which shows when after just thirty minutes of hammering in concrete with a hammer weighing just over 6kgs, 40.5kgs of 35mpa concrete was removed.

## The Mechanics

- The sharp of development with the new SDS max bits offers more direct pressure into the working material than the standard hex head tool point and with Makita's unique anti-vibration system coupled with a sixteen position quick release tool retainer, you can chisel at almost any angle.
- Idling mode: this special feature prevents hammering when the tool is not in contact with the material increase safety and efficiency.
- Speed control: the full wave electronic six-speed control with stop start feature allows heavy to light rotary and hammering work to be performed.
- Torque limiter: activated by a new type of ball-clutch system, thereby making the de-clutching torque very stable.
- Slide switch: Prevents finger fatigue from continuous use on model HM 1100C.
- Large trigger: Prevents finger fatigue from continuous use on model HR4000C.
- Lubrication system: The grease packed lubrication system means no hourly or daily lubricant therefore making these two very low maintenance.
- Electronic indicator: tells you when a service is required eight hours in advance by means of a red light.
- System back-up: specially designed carbon brushes will cut-out from power supply to the motor thereby preventing long term damages.

## Comfort and durability

- Dual construction: Metal housing completely encased with high impact insulation resin ensures durability and reduced vibration.
- Command and control: Large 300° "D" side handles with anti-vibration cushion grips and eight different forward and backward settings, together with a large rubber cladded rear "D" handle gives you complete control.
- Even balance: Ergonomic body design allows the tool to be held without the side handle (HM1100C).

As you can see these innovative new models are again examples of Makita ensuring that your hire business have only the best to offer your customers.

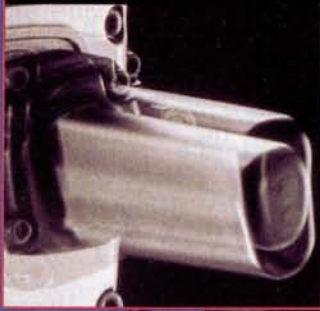
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# Owen Staines

## Following in his fathers footsteps

All Hire & Trading must rank as the oldest hire company in Brisbane. When Arthur and Carol Staines purchased All Hire Pty Ltd. out of liquidation in 1969 it had already been trading for several years as Painters and Trestles Hire Service.

At the time of the purchase Arthur was the Queensland Manager of a National Textile and Clothing Wholesale business, where 28 years previously he had began his working life. The experience gained from his involvement at management level was to prove invaluable as All Hire Pty. Ltd. was sadly in need of an injection of finance and management skills to prevent it's demise.

Having managed to persuade three of the employees, Col Connolly, Roy Elms and Frank Edwards to stay on Arthur set about turning the operation into a profitable one. The task was not an easy one, as it first meant replacing old and the purchase of new equipment, plus introducing a new business strategy. All Hire can boast that it has been debt free ever since. Of the original staff, Col Connolly is still employed and the others remained until retirement.

Originally supplying to home handy man and small contractor the business grew and Arthur reinvested the profits into the business, increasing the size and the range of the equipment. But as the product range grew it become apparent they would need larger premises. In 1971 a vacant block of industrial land was purchased and in 1973 new premises for the business were erected. But unfortunately, the premises had not taken into account the growth of the business, as it took advantage of a building boom. The equipment range increased, but the floor space diminished, even a mezzanine floor built in the warehouse failed to provide enough space for the ever increasing range of equipment. It was decided to purchase an adjoining property and enlarge the

premises to twice its original size to house the the extensive range of equipment, as All Hire endeavoured to live up to it's name. Naturally, During the building phase it was business as usual, except that everybody had to wear hard hats to avoid being hit by concrete, as walls were demolished and the building was reconstructed. Further properties at the rear and further down the street have since been purchased for future expansion.

From his initial involvement in the hire industry



*Peter Waden, presents the Annual Presidents Award to Owen Staines and wife Cathy, at the recent National Convention held on the Gold Coast.*

Arthur was always actively involved in the Hire Association. He is a former Queensland State President on two occasions, while his wife Carol served as state secretary. Arthur was also one of two Queensland representatives on the committee that formed the inaugural Hire Association of Australia in December 1972. He received the 1985 National Presidents Award from

Victorian President, Ron Williams aboard the "Oriana" Convention cruise which was largely organised by Arthur.

In 1977 Arthur's son Owen joined the business. Having worked for 7 years with the State Electricity Authority. He started in All Hire's service and maintenance division and even now he is often found "playing" in the workshop. Owen gradually advancing to the running of the business as Arthur and Carol took a less active role.

All Hire has two other electricians on staff, both working on maintenance as well as the front counter. One of these. Brad Hall completed 2 years of his apprentice under Owen in 1988. Both Brad and Owen have since became qualified small engine mechanics.

As the business grew so did the opportunities. Market trends saw All Hire diversify its range, adding industrial maintenance equipment, mini loaders, access equipment and heating and cooling equipment to their range. They also added a service

division to cater for repairs for other firms equipment as well as becoming a sales and service agent for Wagner Spraytec spray painting units.

Owen is a continual visitor to the ARA Convention and is a keen reader of overseas hire magazines, always on the lookout for new products which will add to the range of All Hire. Even the dreaded junk mail is carefully scrutinised before discarding in case it may present a new idea.

A recent innovation has been the installation of fold-a-way loading platforms under the kerbside of their Dyna 200 delivery trucks. this was possible because the chassis have been stretched by 4 feet to allow planks and trestles to be carried flat on the back of the trucks.

Following in his fathers footsteps Owen has always been deeply involved with the Hire Association. Serving as a Queensland committee member and Treasurer for several years and being part of the organising committee for the three previous Conventions held in Queensland

He served on the organising and review committee which developed the certificate of Hire and Rental Operations Course CN H46. which was funded by the Australian Government Traineeship Scheme in 1990. One of All Hire's staff, Leif Sween successfully completed the course over the twelve months period, which included an initial three weeks at college followed by two days weekly at college for twenty five weeks. The remainder of the period was spent on the job. Unfortunately this scheme was discontinued due to a lack of Government funding for this accredited course which can give young people a sense of direction.

Owen also served as the liaison officer with the Occupational Health and Safety Council resulting in the production of Operation/ Safety Sheets and Equipment Service Schedule, to be used as industry standards in Queensland.

Owen's wife Cathy worked as Secretary of the Queensland Hire Association from 1985-1989 and has been working as staff reliever following her introduction to the business in 1989. In 1983

Owen and Cathy bought a share in the business consolidating their commitment.

Owen's tireless work for the hire industry was acknowledged at the 1997 National Convention on the Gold Coast, in September, when he was awarded the Annual Presidents Award for service to the industry, the same award his father received in 1985.

Owen sees the Hire and Rental Association as a wonderful institution, which over the years has done much to foster co-operation and interaction between its members and their customers. On a national level he has for many years been an advocate for the appointment of a paid director/lobbyist who could give incoming Committees of State representatives a level of expertise and continuity which can't be achieved effectively with the annual changing of the National Committee.

Some of the directors duties could include working with the industry magazine, organising the National Conventions, therefore saving large fees which are currently being paid to outside organisers, following up and organising policy directions. This person working in conjunction with a strong National Committee could lead

the Hire Industry to a stronger and more professional future.

Throughout its existence, All Hire has amassed a huge range of equipment, with a staff of 11 needed to ensure things run smoothly. It has always operated from the one branch. The feeling being that this provides a more "finger on the pulse" situation whereby the overall operation can be better monitored, and a better service provided to the customer.

Owen and Cathy, when absent from All Hire are confident with the knowledge that Andrew Howard, Assistant Manager and staff, supported by the recent upgrade of it's computer system will capably continue to run the business as usual.

All Hire's methods must be successful, as it is one of the most respected hire operations as well as the oldest in Brisbane.



*All Hire, the current premises, after several renovations due to expansion.*



# Electronic communication – Are you on line?

**W**eb sites are becoming an integral part of the business scene. In Australia, those that have embraced electronic communications via the Internet, have been amazed at the response that this avenue brings.

While this method of communication by business is still in its infancy in Australia, use is growing rapidly. It has already established itself as the new form of business communication overseas.

The opportunities that this method provides, as against traditional communications, are numerous. A company may set up a web site which contains a list of its goods and services available, or any other message it wishes to convey to the marketplace. This information is then available to all who visit their site. Equally, it can be electronically mailed to each of their individual clients – the information able to be changed at will, hourly if necessary.

This compares favourably with traditional methods of advertising products or services in periodicals or the Yellow Pages, where the listing of an abbreviated message of the companies products or services are a considerably more costly exercise.

Advertising on the Internet does not reach the same volume that the other two avenues do, and it is not suggested that it will take their place in the near future. However, it sets up a communication avenue between companies and their clients which can be utilised for the benefit of both parties – as well as for any new interested parties.

E-mail (electronic mail) is another form of electronic communication and has the potential to replace traditional postage. It allows companies to convey any correspondence to their clients or potential clients, via their computer, such as invoices, statements and normal business communication documents and newsletters. They can also check their e-mail every day for any incoming correspondence.

A company may wish to do a mail out promoting a particular product. Normally this would entail the typing up of letters which would be posted out to each individual client, thus incurring the cost of postage. Via the net, the company can e-mail to their mail-list of clients, as well as putting the information on their web site.

A further advantage is that the system is accessible all around the world. All that is required is a telephone line, a computer and a modem and connection can be made.

The advantage to hire companies is that they can have a full list of their equipment range and their respective hire rates available on their Web site. Clients can check the availability of stock and cost via the internet and order any equipment accordingly. Hire companies can also check the availability of equipment and price from their suppliers' web site – keeping them in touch with any new products that may come onto the market.

New software is allowing firms in the USA to install video demonstrations and safety instructions for their products on their Web site. The interest from hire companies is growing rapidly, with four times more American hire companies on the net than there were last year.

The Internet has no barriers which provides access from and to any country in the world. What is the cost of a Bobcat in America or a Scissorlift? What are the latest prices on the Stock Exchange in New York? How do hire rates in America compare to ours? All this information is available via the internet, you can simply search for the relevant site using a "search engine" which indexes most of the world's web pages.

Opposite is a copy of a page from the Web site of National Hire, which was designed by Trilogy Business Systems. It shows the location of National branches, which are connected to the UBD street map. If you click on any of the branches, the road map coinciding with the location appears, showing how to reach the destination. Their following pages contain a description of their equipment range. This is only one of the many facilities which are available.

At the moment, it is the newest form of communication between a company and their clients. It allows them to keep in touch with what is happening in their industry, both here and overseas, while also providing an avenue to seek any information which may be beneficial.

Internet access isn't costly as it is available for as little as \$2 per hour, or a monthly flat rate for unlimited access of \$30. The hourly cost only applies while you are actively connected.

The Internet offers many benefits to the business world at present, even at this early stage. But these benefits will increase dramatically in the future, as more companies become aware of the potential and computer technology introduces more on line service, as it targets the business sector.





National Hire Services Group Includes:

National Hire

Portaloo

Site Shed Rentals

High Life Rentals

 Rosehill

SYDNEY

 Marrickville


 Arncliffe


 Bexley

 Hillsdale

 Caringbah

Wollongong

 North Wollongong

 Port Kembla



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RENTALS

**PORTALOO**

**SITE-SHED**  
RENTALS

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Fax: (02) 9878 4332

**PORT KEMBLA**  
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**(02) 4275 1777**  
Fax: (02) 4274 0714

## National Hire

**HILLSDALE**  
CNR. SMITH & DENISON STREETS

**(02) 9666 4777**  
Fax: (02) 9666 3701

**NTH WOLLONGONG**  
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**(02) 4229 7322**  
Fax: (02) 4229 3983

**PORT KEMBLA**  
1 FLINDERS STREET

**(02) 4275 1777**  
Fax: (02) 4274 0714

**WILLOUGHBY**  
66 PENSURST

**(02) 9958 5822**  
Fax: (02) 9958 0655

**ARNCLIFFE**  
CNR. ALLEN ST & PRINCES HWY

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Fax: (02) 9597 5725

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560 FOREST ROAD

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Fax: (02) 9150 5711

**CARINGBAH**  
CNR. PARRAWEENA  
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CNR. MEEKS & M'VILLE ROADS

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Fax: (02) 9516 1693

## Portaloo - Site Shed Rentals

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1 FLINDERS ROAD

**(02) 4275 1777**  
Fax: (02) 4274 0714

**I Need Some Info**



# Verandas and Vibrators

You may well ask what do verandas and vibrators have in common apart from the letter 'V'. The answer, they had nothing in common until 1964. That was the year when Flextool's founder Robert Miller successfully lodged an application for an Australian patent for an improved design of concrete vibrator which utilized a cantilevered rotor design.

Just as cantilevered verandas on shopfronts replaced traditional designs supported by verandah posts, so also have cantilevered vibrator rotors taken over from earlier designs.

Concrete vibrators of the type employing a pendulum rotor with an epicyclic action take engineering designs beyond their usual limits.

A single self-aligning bearing supports the vibrator rotor at one end only. Self-aligning bearings are intended to cope with small amounts of misalignment which are usually static. In a pendulum vibrator the bearing has to cope with dynamic misalignment that changes 11,000 times per minute.

The other end of the rotor rolls around inside the barrel. The epicyclic motion of the rotor produces approximately four vibrations for each revolution of the flexible drive shaft. As the rotor relies on friction for its drive it is unlubricated.

Not only is the bearing highly stressed but also the rotor. The unique feature of the Flextool design was that it moved the rolling band away from the end of the rotor, resulting in a cantilevered design with the overhand counterbalancing the forces and thereby reducing the stress not only on the bearing but also on the rotor.

Why is it so important to reduce the stress on the components?

A concrete vibrator employs centrifugal force produced by the rotor for its effectiveness. Here is a mathematical relationship between centrifugal force and rotational speed with the force increasing with the square of the speed.

If the speed of the petrol motor on the drive unit is increased by 10% from 3,000 to 3,300 the force increases by 21%. Similarly if the speed of the petrol motor is increased by 20% from 3,000 to 3,600 the force increases by 44%.

This is not an uncommon occurrence as concreters often fiddle

with engine governors. So you can see that small increases in motor speed lead to large increases in vibrator forces with increased potential for wear and failure.

The innovative cantilever design of the Flextool vibrator effectively minimizes the impact of such problems and maximizes vibrator life.

Recognizing the benefits, the principles have since been adopted worldwide by overseas manufacturers. Another example of Australian innovation literally shaking the world market.

For further information, please contact

Flextool (Aust) Pty, Ltd.

191 Wellington St Collingwood, VIC 3066

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

Branches all states.

Free call outside metro area: Aust: 1800 801 108

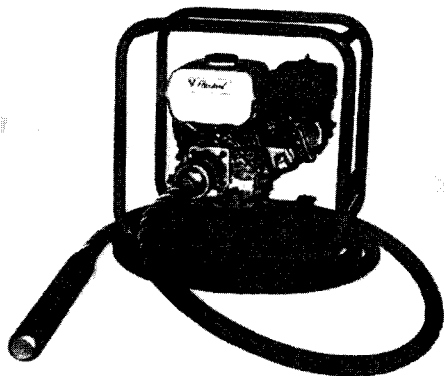
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## Innovation Not Imitation

### Flextool Vibrators

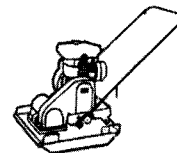
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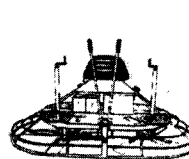
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# **New narrow aisle Work Platform combines compact size, up-and-over reach**

**C**ompact 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 m<sup>2</sup>).

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 topmounted 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.

**Grove Manlift Pty Ltd.  
Australian National Headquarters  
9 Altair Place  
Penrith 2750**

**Tel (047) 229 222 Fax (047) 229 202 Mobile 018 222 054  
Service John Moore 019 922 204**



# New Safety Manual produced by Hire Association

The Hire and Rental Association of Australia has produced a revised edition of the Safety Manual.

The new edition incorporates all the changes that have occurred in industrial safety legislation over the last 5 years. Failure to know about these extensive changes can lead to crippling penalties and even imprisonment for individuals responsible for breaches which result in serious injuries or fatality due to work-caused incidents. No longer does the company alone bear the weight of the law, but also officers of any organisation which is found guilty of a breach.

The Australian-wide standardisation of OHS legislation has led to extensive changes, which are all covered in the new manual.

## Personal Responsibility

The trend is for OHS authorities to use personal responsibility as a measure to reduce workplace fatalities, injuries and ill health. Holding companies, (ie., 'bodies corporate') responsible does not work, and is having practically no deterrent affect on reducing the toll of lives, injuries and costs. The extent to which this is done depends partly on the politics of the State Government in power at the time of formulating or changing regulations, but every manager and director can be sure of increasing

personal liability for safety, the same as there is for environmental and financial issues, regardless of state politics.

**Managers and those responsible in any way for workplace safety can no longer live in blissful ignorance of shortcomings in any aspect of their organisation's OHS program.**

Directors and managers can not escape blame by delegating safety responsibility to others. They can delegate duties but the overall responsibility remains with senior management

The position taken by the courts is that management should have known about breaches if they were doing their job probably. Management must ensure that the whole program is implemented and effective. Directors and managers are held personally responsible.

Therefore it is in the interests of all directors, managers and those who have anything to do with Occupational Health and Safety to be aware of the far-reaching changes in industrial safety legislation that have taken place throughout Australia in the last five years.

The new manuals can be purchased from the Hire & Rental Association.

*An application form is featured below.*

## HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:  
CONTACT YOUR STATE ASSOCIATION

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

Contact:	
Company:	
Address:	
	Postcode:
Phone:	

DATE

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

CHEQUES SHOULD BE MADE PAYABLE TO: HIRE & RENTAL ASSOCIATION

# SkyJack's TK (Telescopic/Knuckle).. the boom the industry will measure itself by

Skyjack is proud to introduce to their Boom Lift series the TK66 and TK46. The TK Series is the only boom lift that can telescope, Knuckle and has a below ground reach. In the past, three machines were required to complete the tasks that now require only the TK.

The below ground reach makes working over bridges, wharves and many other difficult situations more accessible. The TK elevating work platform series is the only self propelled machine with these three capabilities.

Skyjack has been manufacturing scissor lifts in North America for 15 years and now equals or betters it's competitors in this range. They look forward to claiming the same success with the addition of the TK

Series to their boom lifts.

The TK series of self-propelled boom lifts is a world first in the elevation platform industry. The boom consists of a telescopic boom assembly and the Knuckle assembly which enable the boom to reach work where no other boom has worked before.

Designed for the most rugged terrain and the capability to work up to 37 feet (11.28m) below ground level, this machine is ideal for many applications.

In December this year the TK 46 will be optioned with a rotating jib.

**Prime Equipment is the Australian distributor for SkyJack Elevating Work Platforms with dealers in all states.**

## The "TK" is BIG on standard Features:

- Telescopic or Knuckle Boom (You make the choice)
- Working heights to 72 feet
- Fully proportional drive & boom controls w/load sensing - pressure compensated system
- Driveable at full height (0 - .8 mph)
- 6 or 8 foot platform standard - 10 foot - optional.
- 600 lb. unrestricted platform capacity
- End mount platform w/recessed top rail
- Powered platform rotation (180 degrees)
- **5 & 6 ft. Hydraulic Boom Jib**
- User friendly control console
- High torque, energy efficient drive system
- 360 degree continuous turret rotation
- Drive speeds from 0 - 3.5 mph
- 30%+gradeability
- All function 12V DC auxiliary power
- Engine anti-restart protection
- Engine monitoring gauges (base)
- **Continuous Drive & Steer Directional Sensing**
- 110VAC outlet on platform w/GFI
- Dual axle spring applied, hydraulically released internal Parking Brakes
- Operator, parts, & service manuals
- 5-1 -4 Warranty (The Industry's Best)
- ANSI and CSA compliance

## Specifications:

	46TK	66TK
Platform Height	46' (14.02m)	66' (20.12m)
Working Height	52' (15.85m)	72' (21.95m)
Jib Length	5'(1.52m)	6'(1.83m)
Platform Capacity (Unrestricted)	600lbs. (272kg)	600 lbs. (272kg)
Platform Size	30"x96"	30"X96"
Pivotal Height	24' (7.32m)	26' (7.92m)
Horizontal Reach (Centerline of Rotation)	25' (7.62m)	44'(13.41m)
Horizontal Reach (Clear Reach)	21' (6.40m)	40'(12.19m)
Horizontal Reach (Telescopic)	40'(12.19m)	59' (17.98m)
Reach at-0 Elevation	25' (7.62m)	37' (11.28m)
Travel Speed (Stowed)	0-3.5mph	0-3.5mph
Travel Speed (Elevated)	0-.8mph	0-.8mph
Gradeability	30+%	30+%
Turret Rotation (Continuous)	360 degrees	360 degrees
Stowed Height	7' 5" (2.26m)	9' (2.74m)
Stowed Length	28' 2" (8.59m)	29'3" (8.92m)
Overall Width	8'(2.44m)	8'(2.44m)
Power Source	63hp gas	63hp gas
Tailswing	3'10" (1.17m)	4'4" (1.32m)
Hydraulic Tank Capacity	50 gal.	50 gal.
Fuel Tank Capacity	50 gal.	50 gal.
Inside Turning Radius	8'6" (2.59m)	8'6" (2.59m)
Outside Turning Radius	12'6" (3.81 m)	12'6" (3.81m)
Wheelbase	8' (2.44m)	8' (2.44m)
Hydraulic Pressure	2500 psi	2500 psi
Tire Size 46TK	14 X 17.5	
Tire Size 66TK		15 X 19.5
Ground Clearance	12 1/2 in.	12 1/2 in.
Terrainability Scale	12.0	12.0
Vehicle Weight	16800lb./7620kg	34000lb./15422kg

All Enquiries:

**Prime Equipment Sales,**  
14 Neil St. Gladstone Qld.4680  
P.O.Box 59 Boyne Island Qld 4680  
Ph: 1800 677 463 Fax: (079) 786 066  
(079) 78 6000 Mobile: 0419 734909



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## Tommy Tucker Trestles wins Award for Plank Clamp

**T**ommy Tucker Trestles has been specialising in the manufacture of trestles and planks since 1980. During this time they 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 they launched a new product called Plank Magic, the 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%.

The Plank Clamp won the Award of the best new product at the trade show during the recent 1997 Hire and Rental National Convention and Trade Show held on the Gold Coast in September.



## 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

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FAX: (07) 3290 0155  
8 KENWAY DRIVE, UNDERWOOD, QLD. 4119

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# The Gold Coast proves worthy host for 1997 Convention

The Gold Coast lived up to its reputation, weather wise, as Conrad Jupiters played host to the 1997 National Hire Convention and Trade Exhibition from September 1 - 4.

The popularity of the venue was emphasised by the increase in exhibitors and attendees, with delegates from all states of Australia, plus visitors from New Zealand and South Africa making up the numbers. The very professionally organised effort by the Convenors made this years convention the most successful of recent years.

Monday saw the activities commence with a yard tour taking in some of the local hire yards including, Coates, Kennards and Moreton Hire as well as a visit to Jaden Mini Loaders operation at Burleigh Heads.

While those aspiring to emulate Greg Norman were given the opportunity via a golf competition at Royal Pines golf course.

These events were followed by the official opening of the Hire Exhibition at 6.00pm.

Tuesday saw the conference go into full swing, with seminars conducted in the morning, while the Trade Exhibition was open all day.

The first of the Keynote Speakers, Hayden Sargent, spoke on having a positive attitude in business, which helps you to achieve goals.

Craig Lovett, the following speaker, is a prime example of someone who seized opportunities when they presented themselves.

In a short space of time, through hard work, Craig built his company, Cleanevent, into one of the most successful in the venue industry cleaning service in Australia, culminating in his company winning one of the major contracts at the 1996 Atlanta Olympic Games.

A two hour long round table workshop session followed. These workshops, introduced at last years convention, allowed participants to discuss a choice of industry related issues with fellow hiremen and were very well received by all present.

## Trade Show

The afternoon was an interruption free trade exhibition period.

This years exhibition was a credit to the exhibitors and organisers. Those attending were treated to a vast array of equipment, with all areas of hire represented, from party hire through to access equipment. The general hire equipment was spread over two spacious exhibition halls providing easy access and traffic flow, while the access equipment had a separate outdoor area. Those on

hand were given the opportunity to view the new products available, as well as taking advantage of some of the special deals on offer.

The task of selecting the best stand at the show must have caused some headaches for the judges as there were many who would have been worthy recipients, and the overall presentation of the stands was very high. The access equipment was one area of hire which had an

abundance of equipment on show, covering the full scope of its range.

Most exhibitors reported good traffic flow as well as good sales through their stands over the two full days of the exhibition.

The outdoor equipment exhibition, held in the afternoon, was a new segment of the convention, Situated in a park within walking distance of Jupiters. It gave exhibitors the opportunity to demonstrate their equipment in action.

For two hours visitors saw Trenchers, Post Hole Diggers, Rollers, Pressure Washers, Scissorlifts, Booms, Bricksaws, Compactors as well as Power Tools put through their paces, while also having the opportunity to discuss the performance of the equipment with suppliers.

This segment was extremely well received by exhibitors and delegates and filled an obvious need in the convention program.

Wednesday mornings speaker sessions were aimed at the party hire and event hire section of the industry..



*The friendly, efficient staff of ICMS, the convention organisers, L/R Sam, Nola, Jackie and Jason.*



# At the 1997



*Flextool's stand*



*Dembicon Stand*

*The award  
winning  
Crommelins  
Machinery stand*



*Hitachi stand*



*Genie  
stand*



# Trade Show





The first speaker, Peter Kinnane, related some of his experiences over 17 years in the marketing department of Qantas, involving the staging of some of the major events during this period, which served him in good stead when he started his business. "Off Site Connections" in the Event Hire industry.

Marlene Morahan, the following speaker is a remarkable woman. Forced to overcome the tragic death of her husband, Kevin, in 1978, Marlene built Moreton Hire into one of the most successful party and event hire businesses in Queensland, while rearing 6 children.

Her performance was acknowledged when Marlene was awarded the Special Achievement Award at the 1995 Queensland 400 Summit Conference.

An hour long round table workshop session followed, concentrating on the Event Hire section, with both speakers and those present engaging in discussions relative to this area of the industry.

Wednesday afternoon again gave delegates the opportunity to visit the trade show, while those interested were treated to a Themeing Session, as Events Hire Teams prepared the ballroom for the evenings activities.

### Gala Banquet

The Gala Extravaganza Banquet, which brought the convention to a close, Wednesday evening, was an opportunity for the industry to let its hair down - or up in some cases. Dress was definitely informal, with the dining area set out in the theme



*Richard Crommelin from Crommelins Machinery, is presented with the Best Stand at the Trade Show award by National President, Peter Walden*

of some Australia's most famous movies.

With the opportunities to dress to suit the occasion, from costumes provided, some of our better known hiremen revealed hidden talents.

Suffice to say if there is ever a sequel to Priscilla, Queen of the Desert, the hire industry could well supply the whole cast.

### Presidents Award

National President, Peter Walden, took the opportunity to bring the conference to a close, while presenting the Annual Presidents Award to Owen Staines, from All Hire, Brisbane, for service to the industry,



*Peter Walden, presents the Annual Presidents Award to Owen Staines and his wife Carol, for service to the industry.*

Crommelins Machinery, from Western Australia won the Best Stand at the Exhibition Award. While Tommy Tucker Trestles was awarded the best new product at the trade show award for their Plank Clamp.

With the formalities over, it was left to all to enjoy the evening over dinner and a few drinks and they certainly did that.

It was a fun filled night, enjoyed by all, as the entertainment came thick and fast, and a fitting finale to an excellent convention and trade show, which was generally acknowledged as the most successful of recent years.

Due to a re-scheduling of convention dates there will be no convention next year.

The next convention will be held in Melbourne in May of 1999.

Details will be supplied when available.



# How hire rate discounting is strangling the industry

A survey, conducted recently of the hire industry, requesting operators to nominate the three main issues affecting the industry at the moment, received the overwhelming response that the main issue affecting the industry at the moment is the discounting of hire rates. Although the hire rate issue is not new, from reports received discounting has never been so wide spread or so rampant.

It is hard to identify where hire rate discounting starts, some put it down to the industry being overserved. But the practice is generally started by the few and eventually reluctantly adopted by the majority in order to compete. Unfortunately these reduced rates become the benchmark for future dealings. Hire rates are very easy to drop but a lot harder to raise. Some involved in the practice generally state that it is a matter of survival. But is it?

The cost of running a business continues to rise yet some companies continue to reduce rates. The hire industry is dependant on getting a reasonable return on investment in order to replace equipment, which must wear out eventually. The only winners are the end users, who will pay as little as you will allow them to. Replacing the equipment isn't their concern. You don't need to be a mathematical genius to work out if you are discounting rates by 50%, as some are, you have to hire the equipment twice as many times to receive the same return and it wears out twice as quickly. But the limited return from these predatory rates makes it very difficult for operators to purchase new equipment. Therefore it becomes a self defeating exercise, where eventually the operator finishes with a yard full of worn out equipment, trying to compete with their opposition who have the latest equipment with all the latest technological advantages.

Historically, discounting is a pathway to ruin.

Other industries have had their discount kings, Bob Ansett, is a classic example. He decided he would discount car hire rates and take over the market. He finished bankrupt.

Compass Airlines was another with similar ideas. Their cut price air fares were the way to future wealth. The shareholders needed a compass when the company collapsed.

It is impossible to justify selling goods or services under their value. The environment created by this behaviour does not only affect the hire operators. Manufacturers and suppliers of equipment to the hire industry, who were approached for information in researching this article, told how their returns are being so squeezed by the depressed market created by this

practice over the last few years, they are also receiving a minimal return on their investment.

It may be that Australia could go down the same path as America, where hire rate discounting had so reduced the return on capital investment some manufacturers found it a more viable proposition to enter the hire business with their products. This has led to the manufactures in the USA now having a substantial market share of the hire industry and it is growing rapidly. Atlas Copco, one example, recently bought Prime Rentals, the fifth biggest hire company in America.

It would be very difficult to compete with your supplier.

Indications are that the Australia is heading into a period of prosperity. A recent report by BIS Shrapnal showed that total building commencement, alterations and additions to buildings were on the rise, and it is forecast that these rises would continue through 1998. The hire industry has a history of riding on the back of building and construction booms. But if there is a boom who will benefit if the present hire rate was continue? In order to take advantage of these boom periods you must be

receiving a reasonable return on your investment. Rates can't be raised simply because there is more demand for equipment. The discounted rates set the benchmark, and they prove to the end user that the previous rates were too high anyway.

Asked to comment on the hire rates issue, Jim Brown, from Coates Hire, said, "unfortunately rate discounting has been a problem for quite a while. It is the single most damaging issue affecting the industry at the moment. But it is probably more prevalent in today's low inflation environment"

Peter Lancken, from Kennards Hire, made the comment that hire rate discounting prevents the industry from raising it's standards, and was one of the reasons it continued to struggle. It is primarily a negative action which disallows these companies involved making the necessary reinvestment to allow their business to grow. Peter went on to say that Kennards had a strict rule, if the price offered did not come within their rate structure, the equipment stayed in the yard.

Because of the competitiveness of the hire industry it is evident there will always be rate discounting. But when rates are reduced to such an extent that they are threatening the viability of a business, while at the same contributing to the erosion of an industry, surely it is time for commonsense to prevail.

It is a self remedying situation which only the industry as a whole can address.

**"Discounted hire rates set the benchmark for future transactions"**



# First Ditch Witch 3700 goes to Bassman Hire

**D**itch Witch Australia have just supplied the first 3700 Hydrostatic DITCH WITCH TRENCHER to be sold in Australia to BASSMANN HIRE in Grange NSW.

Allan Bassmann (father), David Bassmann, who are painters by trade and owning a lot of equipment like trailer mounted hoist, aluminium towers and hand tools. They decided to start up their own hire business in (r)ange Over the past twelve year their business has grown. In this time they owned a Ditch Witch 2200 mechanical drive trencher that was up graded to the 3500 hydrostatic trencher in 1994 The response from their customers on this unit was over-whelming. Hence the need for a second trencher. So they purchased a Ditch Witch 3210 mechanical drive trencher locally. But the



*Bassman hire take delivery of the first Ditch Witch 3700 sold in Australia*

customers were so used to the comfort and easy of operating the 3500 hydrostatic trencher their customers would always asked for it instead of using the mechanical drive trencher. So when David phoned the Sydney office asking for information on another hydrostatic trencher, we informed him there was a new model out. We offered him and his lather a demonstration of the NEW 3700 HYDRO-STATIC TRENCHER.

After seeing how well it performed they decided to trade in their 3210 Ditch Witch there and then. Making Allen & Loved the proud owners of the first of many DITCH WITCH 3700 to be sold in and around Australia.

## All Enquiries

**Ditch Witch Australia**  
P.O.Box 52  
Marayong 2148  
Tel: (02) 9671 3733  
Fax: (02) 9676 7648

## Upcoming events

### 42nd Annual A.R.A. Convention and Rental Trade Show

Orange Country Convention Centre  
Orlando, Florida  
Feb. 16 -19, 1998  
Contact: A.R.A.  
1900 19th St. Moline, IL 61265  
Tel: (800) 334 - 2177;  
Fax: (309) 764- 1533

### Civenex 1998

Royal Melbourne Showgrounds  
Epsom Road  
Ascot Vale, Victoria  
March 26 - 27  
Contact: Chris Barry  
Ph: (03) 9686 3833  
Fax: (03) 9690 4217

### BAUMA 98

25th International Trade Fair  
March 30th-April 5th.  
New Munich Trade Fair Centre  
Munich, Germany  
Tel: +49 89 5107 209  
Fax: +49 89 5107 172

### IMEA 1998 Engineers Field Day

Penrith Panthers  
Penrith, NSW  
2-3 April 1998  
Contact: Malcom Forbes  
Tel: (02) 9267 6677  
Fax: (02) 9283 5255

### Hanover Fair '98

April 20-25  
Hanover, Germany.  
Tel: + 49 511 890  
Fax: + 49 511 893 2630

### APEX 98

International Exhibition and Conference  
for the World's Access Industry,  
September 1988, MECC,  
Maastricht, The Netherlands  
Tel: +44 1892 784088  
Fax: +44 1892 784086



# Association News

## New South Wales

### **National Plant Standards**

The August meeting of the Association saw Brian Russell and Stephen Lynch from Workcover New South Wales, as guest speakers explain and answer questions on the impending National Plant Standards which are expected to be introduced in September 1998.

### **SOCOG member guest speaker**

Over 100 members were present at the September meeting of the New South Wales division which featured David Churches, the Director of Event Planning with the Olympic Co-ordination Authority, as the guest speaker. David's outline of what is involved in the staging of the Games, plus the immense amount of equipment needed to make the event possible was an eye opener. It outlined the wealth of opportunities that will be available to those involved in the event hire industry.

## South Australia

### **New Address for SA Association**

The South Australian Hire association and EWP Division have moved. Their new address is;  
Hire & Rental Association(SA Region)  
C/o SA Employers Chamber of Commerce  
136 Greenhill Road  
Unley 5061  
Tel: (08) 8300 0115  
Fax: (08) 8300 0001

### **Stamp Duty**

The Association has raised a number of issues regarding stamp duty on hired goods with the State Commissioner of Taxation. In South Australia stamp duty is paid twice on goods which have been re-hired by a hire firm. Goods hired between hire firms is therefore subject to stamp duty as well as being applicable when hired to end user/customer.

### **Visit South African Firm**

The Vice-President and some members of the South African Contractors Federation visited some South Australian members prior to attending the National Convention in Queensland in September. It was interesting to compare some of the practices adopted by South African hire firms. A broad range of South Australian operations were visited.

### **Christmas Function**

The Christmas function for South Australian

members will be held at Jolly's Boathouse Restaurant in Adelaide on Saturday, 15th November, 1997. This is a very popular quality restaurant on the Torrens River.

## Queensland

Queensland was the host state of the 1997 convention, held at Conrad Jupiters on the Gold Coast. The Convention attracted record attendance and was generally recognised as the most successful of recent years.

Owen Staines, from All Hire, in Brisbane was awarded the Annual Presidents Award for service to the industry.

The Queensland Hire Association has a new postal address:

P.O.Box 118  
Ferny Grove  
4055  
Tel: (07) 3851 4055  
Fax: (07) 3851 4788

On a sad note we mourn the death of Bruno Varnerin, of Mt. Isa Hire Service who passed away on the 15.10.97.

## West Australia

### **New president for WA**

Peter Welsh, from Hi Lift, is the new West Australian President.

The new committee is:

### **President**

Peter Welsh  
Hi Lift

Mike Taman  
Taman Tools

### **National Delegates**

Richard Crommelin  
Crommelin Handy  
Hire

Val Baxter  
Cockburn Hire

Barry Martin  
Belmont Hire Service

Peter Jeffreys  
Allens Hire service

### **Councillors**

George Harris  
Wacker Australia

Glen Axford  
Star Marquee Hire

### **EWP National Delegate**

Lindsey Phillips



The West Australian hire industry was saddened to hear of the untimely death of Barry Carvel of Gidgegannup Hire. Our condolences go out to his family and friends.

### Welcome

#### New Members

Michael Collins  
Taylor Woodings Services  
P.O.Box Z5486  
St. George's Terrace  
Perth 6831

Michael & Christine Fontanni  
Fonty's Hire  
P.O.Box 673  
Manjimup 6258

Mr. Geoff Tucker  
No Fuss Events  
P.O. Box 1023  
Clayton South 3189

Mr. Andrew Field  
Mt. Isa Hire  
78 Wall Street  
Mt. Isa 4825

Mr. Peter Goucos  
Piber Nichols Pty.Ltd.  
26 Wingfield Road  
Wingfield 5013

Mr. Jim Salmon  
St. George Party Hire  
P.O.Box 47  
St. George 4487

Mr. Cec Maddox  
Plant Hire Services  
GPO Box 1412  
Brisbane 4001

## HIGHER PRESSURE MEANS MORE HIRES

**SPECIFY AUSSIE PRESSURE WASHERS  
FOR YOUR FLEET**



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INDUSTRIES**

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**Fax: (02) 9894 4240**

## Parklands Now Distributors For Amazone Groundkeeper Machines

Parklands Trading Co., better known for its wide range of power equipment products under the Tanaka, Murray and Oleo-Mac brands, is now offering the unique Amazone range of Groundkeeper equipment. Parklands has recently been appointed as exclusive distributors for Australia by Amazone Works of Germany.

The Groundkeeper range features a unique patented key lock blade which allows the user to easily install the blades by hand, without any tools. The rotor has 120 or more small flail knives, which give a better cut than the more conventional knife blades. The rotor is at least 1200 mm long (depending on the model) and is easily accessible.

The flail knives are available as either cutting, scarifying or combination cutting and scarifying blades. The Groundkeeper is believed to be the only lawnmower offering the option of scarifying. This helps maintain turf in good condition to eliminate thatching, moss growth and improve the access of water, air and fertilizer. All residue is collected directly into the hopper.

The Groundkeeper also features a unique roller which ensures the evenness of working depth, with the aesthetic effect of providing alternating green strips on the turf.

Another feature of the Groundkeeper range is the very low power requirement. Any compact tractor with a PTO shaft and 18 hp is enough to pull a rotor with 1200 mm cutting width.

Full parts and service back-up is provided by Parklands Australia-wide network of branches and distributors.



# News in brief

## **Austrim continues to expand**

Austrim, the parent company of AH Plant Hire, made it's third purchase for the year when they acquired Champion Compressors, the Melbourne based manufacturer and importer.

The \$2.35 share price paid by Austrim valued Champion at \$18.3 million.

Champion, which has been operating for 25 years, turned over \$31 million last year and is the manufacturer and importer of gas and electric compressors, air drying and filtration equipment and other industrial equipment.

This was the third acquisition this year by Austrim. who had previously purchased All Hire, the South Australian Government road maintenance business, as well as their take over of engineering group, Hawker Richardson recently.

These acquisitions followed on from their purchase two years ago of the Vic Roads Plant and Equipment from the the Victorian Government.

The new acquisition is expected to compliment Austrim's other recent purchase of engineering group Hawker Richardson.

## **Brambles buys Cockburn Hire**

Brambles has purchased Cockburn Hire with an offer that was hard to refuse. Brambles offer of \$1.93 per share on top of dividend payments of 7 cents per share to shareholders valued Cockburn at \$67.9 million, 32 per cent above it's listed share price of \$1.51.

Directors were quick to respond in announcing they would advise shareholders to accept the offer. Stating that the acquisition of Cockburn by Brambles is a very good outcome for Cockburn's shareholders, employers, customers and for the future development of the business.

While major shareholder Chieftain securities which owns 19.3 of Cockburn also announced it intended to accept Brambles offer.

Cockburn, is West Australia's biggest hire company, with 32 branches throughout West Australia and the Northern Territory

It is expected that Cockburn would be combined with Brambles own equipment hire division, Wreckair.

## **Robotic platform on the way**

A revolutionary aerial platform which can be controlled by the movements of an operators body, leaving his/her hands free to work, is being developed by a US company.

The highly automatic self propelled platform is equipped with adaptive control management systems (ACMAS). The operator will carry a sensor on his back which will translate body movement into body controls.

The adaptive control systems were originally developed for other industries, but were seen to be very adaptable to the access industry, as they allow the operator to control the platform and work at the same time.

The Centaur series of platforms will be mounted on a skid steer chassis, with platform heights of between 20feet and 30feet(6.1 metres and 9.1 metres) and 45 to 60 feet(13.7 metres to 18.3 metres) models.

The company, Pacific Rim Robotics, in California, are also developing cage "modules" for specific use, such as camera work, painting and descaling.

The first of the models are expected to be released next year.

## **Atlas Copco Buys Prime Rentals In USA**

Atlas Copco North America, has purchased Prime Rentals, in the USA at a cost of \$1.16 billion.

Prime Rentals, are the 5th biggest rental equipment company in the USA. They currently operate 122 rental equipment locations in 14 states. Prime, rents more than 100 different types of equipment. It has a customer base of 40,000 customers ranging from Fortunes 500 companies to subcontractors and homeowners. Total revenue for 1996 was \$330 million.

Atlas Copco North America, a subsidiary of Atlas Copco, Sweden,who manufacture and sell compressors, construction and mining equipment, power tools, assembly systems and motion control products

The acquisition by Atlas Copco is seen as a move to increase it's already formidable presence in the hire industry, which is a great avenue for it's vast range of products, services and accessories.



# PRELIMINARY SITE CONTAMINATION INVESTIGATION

Contamination Can Cause Considerable Costs (CCCCC). Remember the importance of the 'Five C's'. It may, not be easy to detect or predict, but some assessment of the potential risk is considered essential. Persons who are not trained and qualified can only make an initial assessment about whether specialist help is needed.

## Definitions:

'Contaminate' means 'to render unsafe or unfit for use'. A definition of 'contaminated soil' used by the Environmental Planning and Assessment Regulation, NSW, is:

"Contaminated soil means soil that contains a concentration of chemical substances (including substances listed in the Australian Dangerous Goods Code, (ADGC), that are likely to pose an immediate or long term hazard to human health or the environment. Soil is considered unsafe if it is:

- (a) unsafe for habitation occupation by humans or animals; or
- (b) degraded in its capacity to support plant life; or
- (c) otherwise environmentally degraded."

A preliminary audit would require the following investigations:

- Is there a documented site history including evidence of prior contamination?
- If there is evidence of prior or existing contamination, what has been done about it?
- Are there any current work orders or directives issued by any Environmental Authority?
- Is diesel oil or petrol stored on site?
- Is there any unaccounted discrepancies between quantities delivered, used and current stocks of fuel stored on site?
- If fuel is stored, is it held in underground or above ground tanks, or in drums?
- Is there any physical evidence of fuel leakage from any source?
- Are all above ground storages and all filling and dispensing points bunded according to Australian Standard AS 1940 - 'Storage and Handling of Flammable and Combustible Liquids' and EPA, Water Authority or local Council?
- Is there any other storage of environmentally hazardous materials, for example, kerosene, mineral spirits, detergents, degreasers, cleaners, paints and solvents, batteries, etc?

- Any physical sign of leaks, spills breakages that could release hazardous materials to the soil?
- Any spills of any hazardous materials that were not contained on sealed surfaces and escaped to soil or drains?

Note that underground installations - tanks, pipes' valves etc. may develop slow leaks over a long period of time and be hard to detect. A risk assessment may be needed in some cases according to age of the installation, corrosion protection, leak detection system, soil condition, water table, proximity to water supplies or catchment and to populated areas. Such assessment should be done by an expert in this field. (See Underground Tank Leak Rating System' in Appendix)

**IF THE SITE IS, OR HAS BEEN CONTAMINATED, OR THERE IS ANY REASON TO SUSPECT THAT IT COULD BE CONTAMINATED, IT IS IMPORTANT TO FIND THE CAUSE AND SEEK LEGAL ADVICE. YOUR LOCAL CHAMBER OF MANUFACTURES CAN ASSIST TO DIRECT YOU TO APPROPRIATE HELP.**

**IF CONTAMINATION IS OCCURRING NOW, TAKE IMMEDIATE STEPS TO PREVENT IT AND CONTAIN IT WITHIN YOUR PROPERTY BOUNDARIES WHILE SEEKING FURTHER ADVICE.**

*The information for this article was taken 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**

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

**HIRE & RENTAL  
ENVIRONMENTAL AWARENESS  
A GUIDE for the HIRE & RENTAL INDUSTRY**

**ORDER FORM**

Contact Name: .....  
Company: .....  
Address: .....  
Post Code: .....Phone: .....

Please supply: .....ENVIRONMENTAL AWARENESS GUIDE/S .....@ \$50 EACH  
Cheque for: \$ ..... Made out to HIRE and RENTAL ASSOCIATION is enclosed



# Changes - a view from the inside

In our last issue we looked at what we consider are some of the changes that are occurring in the hire industry, and the affect they are having. As a follow up we sought a view from the inside and approached hire operators for their views on how the industry was changing

Mal Barnett, from Carnegie Rentals in Victoria, who is primarily involved in do it yourself hire, sees the industry as becoming increasingly more competitive. Mal also cites the necessity of complying with Occupational Health and Safety regulations, while undoubtedly making the industry safer, places a great deal of pressure on operators. This pressure is even more emphasised, when operators, like Mal, who are servicing the DIY market need to have the knowledge of the safety requirements for each item of equipment in a product range of 7000-8000.

But he feels DIY is an area of hire as being one which still has scope for growth

Des Whelan, of Whelan Access, in Victoria, sees the industry as a maturing one, which has become very competitive, with some areas tending to be over serviced. This competitiveness has probably contributed to the emergence of more specialist hire operators over the latter years.

Des feels that the Governments privatisation and outsourcing of public work has enhanced opportunities for hire in Victoria.

He sees certain areas of hire, such as access equipment will continue to expand in the future.

Steve Donnelley, of National Hire, in Sydney, feels the Hire Industry should be entering one of its boom periods. With building and construction being at its highest level since the mid 80's, in New South Wales and low interest rates, should see the industry reaping the benefit of such an environment. But instead it is being strangled by hire rate discounting. The predatory rates which are permeating throughout the industry are the greatest drawback to the growth of the industry.

Steve can see parallels with the American Hire Industry and Australia's. Discounting of hire rates so depressed the market in the USA that manufacturers found it was more viable for them to enter the hire market with their products. This led to the situation whereby the manufacturing industry has gained valuable market share in the hire industry in the USA.

Owen Staines, from All Hire, in Brisbane, feels that an influx of interstate hire companies over recent years to Queensland, probably following the

population migration that has been synonymous with the sunny state, has caused some areas of hire to become over serviced, resulting in some very competitive hire rates in certain areas.

John Mason, from Betta Hire, in Queensland, after 20 years in the hire business, feels that the competitiveness of some areas of involvement such as access equipment has caused an oversupply. While the market in contractor hire, formerly one of the standbys of the industry, has deteriorated due to more contractors buying equipment in order to be competitive. The low interest rates prevailing at the moment has also made this option more appealing. But John feels this is still opportunities in the DIY market.

Former National President, Richard Crommelins, from Crommelins Handy Hire in Western Australia feels that the hire industry is undergoing changes in many areas, making the following points;

The customer of today is much more demanding. They expect customer friendly, well presented stores, where they can obtain the latest equipment, along with professional advice from well trained staff. Customer service is still the mainstay of any business

Increasing competition makes it necessary for hire companies to differentiate themselves from their opposition.

Keeping in touch with regular customers is essential as they are the life blood of your business.

Know your competitors fully, their strengths and weaknesses.

New legislation has arrived, making it necessary to have trained staff to cope with the obligations that accompany them.

It is important to keep up to date with what is happening in the industry, both here and overseas.

Richard sees our industry heading into exciting but challenging times. Change is happening all around us and it is how we recognise this change and how we deal it will determine where our business will be in 5 years time.

While an overall survey of the industry seems to indicate that each state has its own trading environment, the most predominate issues which seems to be affecting the industry is that of increased competitiveness, which is placing a great deal of pressure on hire rates. Plus the necessity of complying with the increasing list of regulations. But most operators approached look to the future of the industry with a great deal of confidence.



# INSURANCE

## Insurance by AUS No. 1

*Association Underwriting Services (AUS) is committed to educating members of the Hire and Rental Industry to ensure they have a better understanding of how insurance and risk control can be a useful management tool in business.*

*This article will concentrate on Liability exposures. In our opinion Liability is the greatest exposure faced by the Hire and Rental Industry and many articles will be written on this subject.*

## LIABILITY – ARE YOU PROTECTED?

Many people in business focus on insuring the material items they can see and touch. These material items may not be as critical to the survival of the business as the exposures they cannot see and touch. For example Liability exposures.

Often it is easy to insure the material items for their correct value and these items are generally easily replaced with little or no interruption to the business.

In addressing Liability, the following questions need to be answered.

1. What type of Liability exposures are faced by the business.
2. What type of Liability insurance protection can be purchased.
3. What level of cover is adequate to protect the business.
4. What effect under insurance would have on the business.

### 1. What type of Liability exposures are faced by the business?

Managers need to examine the activities performed by their business. For example, the typical Hire and Rental Business performs the following activities:

- a) Property Owner and/or Occupier
- b) Supply of goods (ie hire equipment) and/or services.
- c) Repair and maintenance of goods
- d) Retail/Sale of new and/or used goods

- e) Training for a fee
  - f) Catering ie supply of food – party hire
- ### 2. What type of Liability insurance protection can be purchased?

The two most common and necessary types of Liability insurance are Public and products Liability Insurance.

**Public Liability insurance** protects the business against legal liability for any unexpected or unintended damage to property or bodily injury to third parties arising in connection with the business activities. It is principally concerned with liability in tort ie civil wrong, for which the remedy is a common law action for damages.

**Products Liability insurance** protects the business against damage to property or bodily injury to third parties arising in connection with the supply of goods to customers.

Many managers of hire and rental businesses believe the manufacturers of the hire equipment provide protection in this area.. This is not the case.

These two insurances generally protect the majority of the liability exposures faced and are critical for any Hire and Rental business.

Public and Products Liability cover the majority of liability exposures these covers but not all. Some of the excluded exposures generally include:

**Product Recall insurance** protects the business against claims arising out of or resulting from the withdrawal inspection, repair, replacement or loss of use of goods or of any products or property which are withdrawn from the market or from use because of any known or suspected defect or deficiency in them. Kraft Peanut Butter is a recent example of a product that was recalled due to contaminated ingredients used during the manufacturing process.

Managers would need to consider the severity of this exposure and if this form of insurance protection is cost effective. The manager may find that the chance of loss and the severity of loss from this exposure is small and the cost of insurance high. The manager may elect to self insure, ie manage the risk to ensure if a loss occurs it is minimised and the business could war the cost if any loss arises.



Where training is provided to third parties and a fee is charged, cover is generally excluded under the Public Liability policy. The manager would need to consider Professional Indemnity Insurance.

**Professional Indemnity insurance** is a special form of cover which is designed to protect professionals for actions taken against them either by their client or a third party for any breach of professional duty arising from an act, error or injury in the performance of their professional duty.

A professional is anyone who offers services or advice in a specialised field, is qualified to provide such services or advice and hold themselves out to be professionals in their field. For example, training persons in the use of Elevated Work Platforms.

The manager may obtain a quotation for this insurance but find the cost expensive. The manager would then analyse the value to the business in providing training ie it may be the turnover from training is less than 1% and the cost in protecting against this exposure is too great. The manager may decide to cease training for a fee but continue training at no cost to the customer ie value added service.

Note – Cover is provided under the AUS Hire and Rental Business Insurance Liability Section for professional advice or service where no fee is charged.

There are many other specialised liability insurance available including:

- Directors and Officers Liability
- Environmental Liability
- Product Guarantee
- Aviation Liability
- and more ...

### 3. What level of cover is adequate?

Unlike material items where the value is known it is difficult to determine an exact amount to insure for. Rising litigation costs, delays in finalising court actions and the increased value of settlements enhances the need to ensure the business is well protected.

AUS has set a minimum Limit of Liability at \$5,000,000 and greater Limits are encouraged. If you are tendering for business most Government bodies require a minimum of \$10,000,000.

Cover is generally purchased in \$5 million lots and the higher the Limit of Liability the cheaper the additional \$5 million lots.

For Example: Standard Hire Business with Turnover of \$200,000.

\$ 5 million	Premium	\$1,800.00
\$10 million	Premium	\$2,250.00
Difference in Premium:		\$ 450.00

### 4. What effect would underinsuring have on the business?

Worse case scenario, the business closes and assets sold, owners personal assets may be sold to meet losses not insured, emotional trauma suffered, etc.

### Summary

The main points to remember as a manager of a hire and rental business are:

1. **Identify** what liability exposures are faced by **YOUR** business and ensure you have managed these exposures to minimise the effect of a loss on your business.
2. Each business is **unique** and while it is great to discuss with others in your industry what their insurances are and what they are paying remember their cover may not be adequate for **YOUR** business.
3. Take time to **discuss** your exposures with your insurance broker and ask **what is not covered** by your insurance arrangements. This will assist you to manage these risks accordingly.

The next article will address Liability and Risk Management.

**Alison Butler**  
AUS  
GPO Box 1796Q  
MELBOURNE VIC 3001



# Trade Tips

## Filtration

A major part in any hydraulic system is the filter. Failure to to attention in servicing or construction of a system to this component can lead to a very costly exercise of component replacement due to abnormal wear.

**Filters** are referred to in micron ratings which is the micrometer "UM." A standard for measuring particulate contaminants in lubricating and fluid power systems.

Micrometer ("UM")

1 Micron = 0.000,039 inch

10 Micron = 0.0004 inch

### **Nominal Rating**

An arbitrary micrometer value, based on weight percent removal, indicated by the filter manufacturer.

**Absolute Rating.** The diameter of the largest hard spherical particle that will pass through a filter under specified test conditions. This an indication of the largest opening in the filter element.

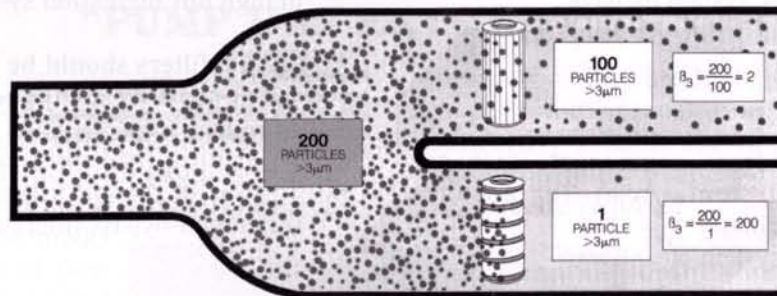
**Filtration Ratio (BX)** The ratio of the number of particles equal to and greater than a given size (X) in the influent fluid to the number of particles equal to and greater than the same size (X) in the effluent fluid.

### **Beta (B) Ratio**

The separation capability of a filter is presented as a filtration ratio beta sub x (Bx) defined as "the ratio of the number of particles greater than a given size(x um) in a given volume of influent fluid to the number of particles greater than the same size (xu m) in the same volume of effluent fluid"

Filtration ratio Bx =

Number of upstream  
particles x um and larger  
Number of downstream  
particles x um and larger



**Wear:** In a hydraulic system or even an engine in our motor cars can be classified as follows:

### **Type**

Abrasive Wear  
Erosive wear  
Adhesive wear  
Fatigue wear  
Corrosive Wear.

### **Primary Cause**

Particles between adjacent moving surfaces.  
Velocity cause impregnations in a surface.  
Metal to metal contact  
Particles damaged surfaces subject to repeated stress  
Water or chemical contamination

As stated in previous articles wear in hydraulic pumps is critical for they are one of the most dirt sensitive components. Clearance size particles increase the rate resulting in greater leakage, higher temperatures, low oil pump pressure and reduced efficiency. That is why we always have a strainer fitted to our hydraulic tank pick up line.

### **Contamination**

Occurs when foreign objects enter a hydraulic system through companantry like cylinder rods where an extended rod may be carving a slight film of oil which in turn is able to capture contaminants from the surrounding

atmosphere. When the rod re-enters the cylinder housing, system fluid rinses the particles from the rod into the hydraulic system.

Objects can also enter a system during the expansion and retraction of the reservoir if the breather for it is of poor quality or non-existent. Also through component replacement when we undo hydraulic lines and fittings and don't pay attention to cleanliness.

**Water contamination**

Occurs when fluid breakdown, such as additive precipitation and oil oxidation.

- Reduced lubricating film thickness
- Accelerated metal surface fatigue
- Jamming of compounds due to ice crystals formed at low temperatures
- Seals leak allowing water to enter the system
- Condensation of humid air
- Inadequate reservoir covers - poor seals.

\* when oil becomes milky in appearance, the saturation limit at the oil temperature has been exceeded, indicating that both dissolved and free water are present

**Filter Placement**

**Filter Flushing**

- To remove contaminants that will cause catastrophic failure
- To remove wear causing particles prior to system start up
- To extend "in-service" filter element life

**Pressure Line**

- To stop pump wear debris from travelling through the system
- To catch debris from a catastrophic pump failure and prevent secondary system damage
- To act as a last chance filter to keep dirt out of circuit

**Return line**

- To capture debris from component wear or ingress returning from circuit To promote general system cleanliness
- To promote general system cleanliness

**Air breather**

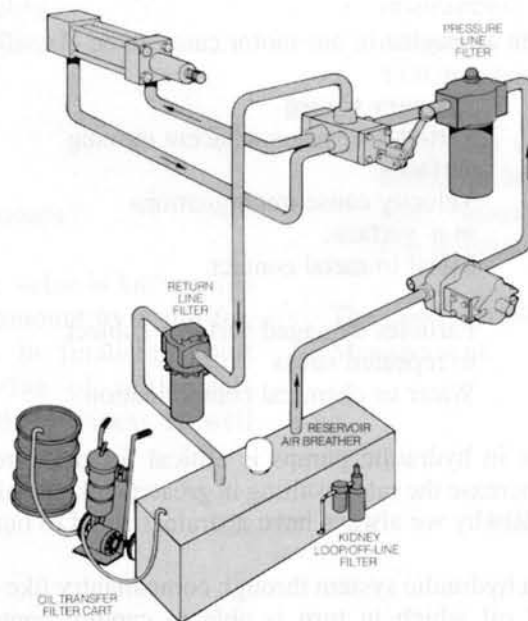
- To extend filter element service life
- To maintain system cleanliness

**Kidney loop/off-line**

- To control system cleanliness when pressure line flow diminishes (i.e. compensating pumps)
- For systems where pressure or return filtration is impractical
- As a supplement to in-line filters to provide improved cleanliness control and filter service life in high dirt ingress systems

**Additional filters should be placed ahead of critical or sensitive components**

- To reduce wear
- To stabilize valve operation (prevents stiction)
- To protect against catastrophic machine failure (often non-bypass filters are used)

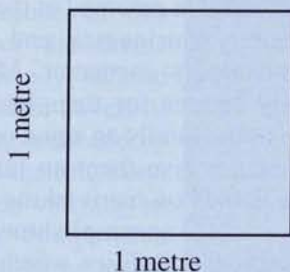




# FOR SALE

## EX-HIRE EQUIPMENT

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CARPET TILES**



**Further information contact  
Gary Buxton  
Moreton Hire  
Ph: (07) 5581 3500**

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Witch**

**1010 -12 HP Petrol  
Hydrostatic Drive**

**600 mm Deep  
100 Wide Cut.**

**Good Condition \$4,300. 00**

**Contact**

**Beaudesert Hire**

**0755 411 133**

## "PUMP HAS EXTRA THUMP"

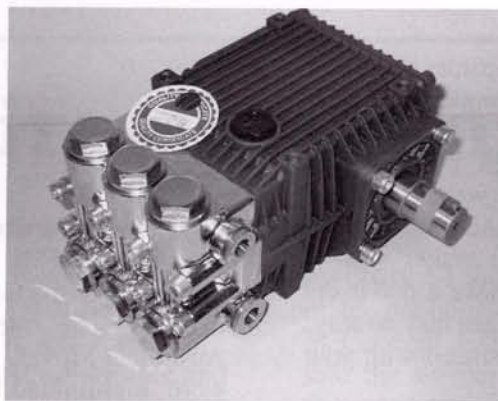
A new "Big Berty" high pressure triplex piston pump; the pump with more "thump" than conventional pump products has been released by Australian Pump Industries. Manufactured by Bertolini, world leaders in the design of triplex style plunger pumps, the new model features a combination of flow and pressure that makes it ideal for heavy duty industrial or public utility style cleaning applications.

Called the Model KK307, the pump features a maximum pressure of 210 bar (3000psi) and a flow of 33 lpm. This unique combination of flow and pressure provides the impact that results in cleaning efficiencies not previously available.

Product manager, Hamish Lorenz said, "Pressure alone isn't what gets the job done in the most efficient and time-saving way. If the pressure from the machine isn't backed up by the right amount of flow to provide "impact force", then the user won't get the optimum performance."

Ideal applications for the new pump include sewer cleaning, building and construction

applications like brick cleaning, roof restoration or pavement preparation. The pump is also particularly suitable for 'in place' cleaning in the food or chemical industries where high flows and pressure are required.



*The Big Berty Pump has big flow and pressure*

The KK Series has a double die cast aluminium symmetrical crankcase with excellent internal cooling characteristics and high rigidity. Plunger rods are from tenifer reinforced stainless steel and valves are stainless steel for corrosion resistance.

Oversized, straight roller bearings provide extended working life and the exclusive double-seal system provides enhanced reliability even in high temperature applications.

Further information, including a complete guide to accessories for use with the new pump, is available free of charge from Australian Pump Industries' Distributors in all states.

Further information regarding this press release can be obtained by contacting Hamish Lorenz on

Telephone (0) 9894 4144.



# THE PARTY EVENT OF THE YEAR

At the 1997 Hire and Rental Conference on the Gold Coast this year, for the first time, special attention was paid to Party and Event Hire Companies, their ideas and needs.

TWO keynote speakers - Peter Kinnane from "Off Site Connections" and Marlene Morahan of "Moreton Hire" presented two different aspects of the party and event hire business.

Peter, a relative newcomer to the Event business, nevertheless has a long history of sales and marketing with QANTAS and has extensive experience in setting up major events and obtaining sponsorship for them. When Peter started his own business recently, it soon became obvious that his job would be made easier by an alliance with similar companies who could provide specialized services to meld into the event co-ordination that "Off Site connections" was offering to clients. Peter's first task was to seek out and secure locations on private properties where he could have sole access for the staging of his events, which allow a level of control and security thus ensuring originally. This arrangement also eliminates problems which arise when using public places or company owned theme parks.

He then approached supply companies, such as equipment hire, catering, and entertainment agencies with a proposal that they work together and thus benefit from the mutual business generated by all. This arrangement is working particularly well and Peter urges other small businesses to look at the advantages of aligning themselves with others in their area.

Peter's theme "It's getting hard to make a dollar out there" is acknowledged by us all, but there may be ways to ensure that the dollar you make is shared with your allies.

Our other keynote speaker was Marlene Morahan founder of "Moreton Hire". Marlene spoke from the heart and touched many in the audience when she related her early years in the business, first with her husband Kevin, then later after his death, her decision to retain the business (mainly because there was nothing much to sell) and to try to make a living for herself and six children.

Marlene explained that the hardest decision of all was for her eldest son Peter to give up his university studies and come into the business. He was later joined

by his brother Neil and his sister Tricia making the decision to go with the business, and these three now head up the different divisions of Moreton Hire. Peter is head of Moreton Hire Gold Coast, Neil is head of Moreton Hire Brisbane and Tricia is head of the Events Division.

Quite a lot of discussion emerged at the Conference Workshops on family businesses and the special problems these businesses encounter. Moreton have developed a family charter for their business which allows all children of the family an equal opportunity to participate but does not give them an inherited right. This right must be earned on merit taking into account accomplishments and abilities which will benefit the company and not just the individual.

Marlene indicated her desire to lead a quieter easier life, but it will be hard to imagine Moretons without Marlene.

## The Theme Team Event of the year.

The Party/Event Hire afternoon workshop session was well attended with three theme teams formed under experienced team leaders:

Irene Barrass  
Carolyn Daniel  
and  
Marion Powell

These teams worked under the direction of Neville Cannon and Bill McKeown who co-ordinated the themeing for the Gold Coast glitzy Gala Extravaganza evening. The overall theme of the evening was Australian Movies and within that theme three movies were highlighted in each third of the Southport Ballroom. These were

Babe  
Priscilla, Queen of the Desert  
and  
Crocodile Dundee

Each of the theme teams were given an equivalent supply of appropriate props with which to create a themed entrance to the ballroom. Centre pieces, overlays, masks, hats, balloons and chair covers were the responsibility of the theme teams and the whole exercise was conducted in real conditions with staging,



*The beautifully laid out Priscilla area for the Banquet, created by the theme teams.*



lighting and hotel catering staff, working in the same area, to set up the room with limited turn around time.

The hands on situation was true to life, when some of the overlays were delivered late and several frantic phone calls had to be made to ascertain their whereabouts. This meant that the centre pieces and tables could not be set as planned, thus upsetting the pre-arranged work schedule. Because of this delay, one of the theme teams generously offered to help with chair covers of their opposing team and by the end of the afternoon all teams were working as one so the competitive nature of the theme teams was lost but the overall result was spontaneous and much more rewarding.

Pre-dinner drinks were served in the Gallery and delegates were surprised by the dramatic entry of three Priscillas riding on top of a scissor lift down the length of the gallery.

On entry to the ballroom delegates had to undergo strict security checks before being interviewed by Llza Gimme, the celebrity columnist from the New York Times who was in town for the 1997 Golden Sun Awards. These interviews were flashed onto the screen in the ballroom so those delegates who entered first had the best view of the celebrity interviews.

One of the main celebrities of the evening was Babe

- beautiful Babe who arrived wearing a skin tight pink and silver sheath with a red choker collar. Tendered by her minder, who was always at her side, Babe was undoubtedly the star of the show. Curiosity about her

weight was rife with delegates guessing whether she had put on weight since her last appearance.

Delegates danced to the beat of the Hip Hop Horns and the costumes provided by Alan Marsden of International Costume Hire on the Gold Coast allowed delegates to let their hair down and really enjoy the evening.

As an exercise in Party Event Planning it was an undoubted success. The theme teams were enthusiastic and willing participants, the delegates made an effort to dress to their themes, and the Conrad chefs excelled themselves with a themed



*The stars of the Show. Three unnamed hire men , who dressed for the occasion in Priscilla Queen of the Desert costumes., arriving for the Banquet. You may have to give up your day job boys, if there is a sequel.*

menu to match the movies.

But the most enjoyable part of the evening was the tired and weary characters who staggered down the next morning to return their costumes. The glamorous girls of the night before looked a sorry sight in the light of day!!!!

*Nola Miles-Clarke  
ICMS  
Event Convenor*

## Event hire companies merge

Two rival Perth companies who service the State's \$350 million a year exhibition and convention industry have decided to join forces

Concept Exhibitions and Perth Hire/Furniture and Sales have merged to provide the ultimate one-stop shop for creating successful exhibitions. The companies, who will have a combined turnover in excess of \$5 million, say the merger will provide more choice and better service for their clients in the exhibition and convention industry.

"Today's announcement of the merger is great news for the industry," said Perth Expo Hire Chairman, Mr. Arthur Prior.

"The combined value of our stock is now in

excess of \$4 million. No other company in Perth can match the huge range of equipment we can provide."

Concept Exhibitions Director Robin Rudaizky, said the merger would benefit the clients of both Companies.

"We are in a position to combine the strengths of the two companies, both of which are leaders in the field.

"By merging, we will also be able to keep our prices at a competitive and cost effective level."

The new company will operate under the name Perth Expohire and Furniture Group. All operations will be based at Perth Expo's conveniently located headquarters in Belmont Avenue, Belmont.



# Series II Clipframe now 10 M wide

**W**ith 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 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!

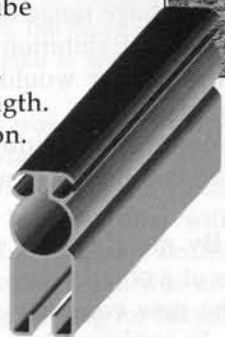
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40 Mirrielees Rd, P.O. Box 2571, Tauranga, N.Z.  
Ph 64 0-7-578-8022 Fax 64-0-7-578-8978



## New Supersander from Hiretech

An exciting development for the Floor Sanding Hire Market was launched at the recent Gold Coast Hire Convention. The Super Sander from Hiretech has been developed to satisfy the demand in Finishing Sanding.

Hiretech manager, Jerry Krusza, said, "benefits to the hire industry are brought through the close links with the manufacturer hiretechnicians in England. A 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 surfaces for clear recoating. Features include powerful orbital action and vacuum dust pickup."

"Because of the versatility and ease of use of the Supersander new re-finishing markets are opened in professional and home - owner markets. The ease of use and range of uses are surprising owners who report excellent utilisation."

**For more information call Jerry  
at Hiretech on;**

**Phone: (02) 4735 6688  
Fax: (02) 4735 6682  
Mobile: 0417 256 920**

## Stolen Equipment

### New JLG Scissorlift stolen in New South Wales

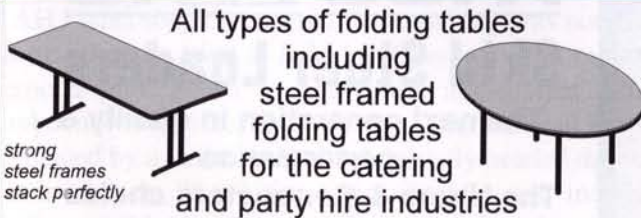
A brand new JLG Scissorlift has been stolen from a construction site in Sydney while on hire from Hurricane Hire. The details are:

Date: 27/8/97  
Description: New JLG Scissorlift  
Colour: Standard JLG colour  
Model: 2646e - 8MTR  
Serial: 0200034779

The Scissorlift was last seen in the Roseberry area, Sydney.

Contact: Louie  
Hurricane Hire  
(02) 9821 2066

# Folding Tables & Chairs



The US standard in party hire chairs - the McCourt Folding Chair



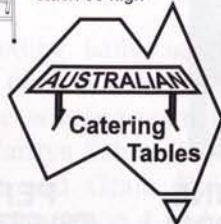
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# 720 Contractor Lift

**Australian Distributor**  
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**Rocklea 4104**  
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- Meets or exceeds AS3990 & AS 1418
- Used Units for sale also



**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 downtime for repairs or servicing. They fully comply with or exceed the relevant Australian Standards".

### Active Hire

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## TRILOGY'S 1997 TRACS USER CONFERENCE

**T**riLOGY held its 8th annual TRACS User Conference at Jupiters Casino on the Gold Coast on the 21st and 22nd May. The conference was once again a huge success with customers travelling from all around the country to attend.

Most customers arrived on the Tuesday night before the conference in order to acquaint themselves with all the "facilities" at Jupiters. Trevor McFarlane of Kerrs Northside (Geelong) seemed determined to make the most of his "once in a lifetime" opportunity and not too many minutes were wasted on such mundane matters as sleep! The conference began with the customary Training sessions on Wednesday morning and at around midday a bus transported us to the magnificent Palm Meadows Golf Club for the "Annual TRACS Golf Challenge". For some this is undoubtedly the highlight of the conference.

As usual there was no shortage of laughs and the afternoon provided many highlights - some even related to golf. It was a slow start for most as they tried (some in vain) to shake off the effects of the night before. One positive was that most were incapable of lifting their heads so there weren't too many "air swings" in the early stages. However, once the drinks cart made a couple of passes the heads started to lift, the swings got a little wilder and we started discovering parts of the golf course nobody knew previously existed. And what about those water hazards! Grant Friis has assured me that if we play this course again next year his scuba diving gear will be replacing most of the clubs in his bag. In fact I have heard a rumour that Grant is negotiating with Julian Laws (Paramount Hire - Cairns) about renting some space in his bag as Julian only requires one club to get around the course - a putter! Rodney Adams (AH Plant) soon discovered that coaching was not his forte when he tried to help Liz Friis line up a rather crucial putt. Much to everyone's amusement, but unbeknown to either Rodney or Liz, her ball had been replaced by a "trick" ball which initially headed down their chosen "line" for approximately six inches before suddenly veering off at right angles. The bemused looks on their combined faces when they discovered there were no gremlins in the green was well worth the trip alone.

In amongst trick balls, exploding balls, scuba diving and the odd broken club there was actually some reasonable golf played. The winning team of Ben (Victor) Malady - Donpra, Marilyn Schott (Park Hire), Phil Bouley (AH Plant) and Grant Friis (Trilogy) played well enough to come in at 4 under

par for the day. Trevor McFarlane won the award for "Most Golf Played" (he is a better drinker than you Gary) and Julian Laws for the "Longest Putt" - a monster 150 metres straight down the middle of the fairway!

Dinner on Wednesday night took the form of a barbecue on the pool deck. A great evening of excellent food, wine and conversation was made that little bit more interesting by the introduction of a trivia competition. I'm sure there are still some people out there poring through encyclopedias trying to find out where the reproduction organs of a snail reside or whether human brain cells are indeed replaced. This last one really worried the people who didn't know what they would be known as if their IQ was below 25?!

Conference day was Thursday - the main reason everyone was here. The format for the conference was altered slightly this year when, by popular demand, we re-introduced the Group Discussion sessions. These sessions were run in the afternoon and proved to be very informative for both customers and Trilogy alike. It is quite amazing the number of problems which get resolved and ideas that come out of these sessions. The highlight of the day though was undoubtedly the announcement of the new release of TRACS. This is one of the best updates of TRACS in years, with many new features added and plenty of enhancements to existing functionality. The long awaited Management Information System (MIS) was also released at the conference and this new module has been very well received by those companies requiring enhanced reporting facilities.

Trilogy's Technical Director, Andrew Clements, once again had the whole conference spellbound with his Internet presentation. Concentrating mainly on the communications aspect of the Internet he demonstrated what an effective tool the Internet can be when used correctly. We are currently working with several Hire companies establishing Internet services for them. We provide a range of services, including the design, setup and maintenance of Web sites and anyone requiring information or assistance can call Bruce Davies on (02) 9330 0403.

Most people stayed on for Thursday night as well so that they could really let their hair down. The bar and dance floor in Fortunes Nightclub took a real hammering and I understand there is still a "wanted" poster pinned up in the entrance with the picture of a tall, blonde bloke from Geelong on it.

They didn't think his offer of 2 months free rental of a generator set was a fair trade for his bar bill!



# 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 directly from**

**Noel Arnold & Associates - Tel (03) 9890-8811.**



# SAFETY CARDS

## CHAIN 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:



Goggles or face shield



Ear muffs or ear plugs



Dust mask if in confined area



Leather gloves



Hard hat if falling trees in work area



Leather boots with steel capped toes



Close fitting long sleeve shirt and long pants

**REMEMBER:** In the event of death, serious injury or a dangerous occurrence you must notify Workcover on 132 360 (toll free). For further information or if in doubt over the use of this equipment contact the hirer and ask for instructions

### Safety Instructions for this Equipment

- ▲ Never operate the chain saw without a front hand guard. In a kickback situation (where the saw jumps or jerks up or backwards) this guard helps protect your left hand or other parts of your body.
- ▲ Start chain saw while placed on ground or stable surface.
- ▲ Hold the chain saw firmly with both hands and maintain a secure grip. Using a loose grip can cause kickbacks.
- ▲ Be aware of the location of the guide bar nose at all times. Never let the nose of the guide bar contact any object. Be especially careful when cutting small, tough limbs, small size brush and saplings which may easily catch the chain.
- ▲ **DO NOT** cut above shoulder height.
- ▲ Use extreme caution when re-entering a previous cut.
- ▲ Be alert for shifting of the log that may cause the cut to close and pinch the chain.
- ▲ Stand to the side of the cutting path of the chain saw.
- ▲ Never attempt to cut anything but timber.
- ▲ Cut only one log at a time.
- ▲ Plan your work, ensure that work area is obstacle-free and, in case of felling, an escape path from falling trees.
- ▲ Do not attempt to plunge cut i.e. Cutting timber having a diameter more than twice the length of the chain saw guide bar, if you are not experienced with these cutting techniques. Cut with a correctly sharpened, properly tensioned chain at all times.
- ▲ Begin cutting and continue at full throttle.
- ▲ Do not carry chain saw while it is operating.
- ▲ Use the chain guard (scabbard) when machine is carried or not in use.

### Fuel Safety

- ✘ Avoid breathing fuel vapours. When handling fuel always ensure you are in a well ventilated area.
- ✘ Do not smoke or bring any fire or flame near the fuel whilst refuelling or operating the machine.
- ✘ Always shut off the engine and allow it to cool before refuelling. Relieve fuel tank pressure by loosening the fuel cap slowly.
- ✘ Select bare ground for fuelling and move at least three metres from fuelling spot before starting engine.
- ✘ Wipe up any spilled fuel and check for leakage.
- ✘ If fuel gets spilled on clothes it is very important to change clothes immediately. Flammable quantities of fuel may stay on clothes after a spill longer than expected. Operation of machines when clothes are wet or damp from gasoline is extremely dangerous as the operators clothes may catch fire and cause serious or personal injury.
- ✘ Always ensure the fuel cap is secured tightly. Check for fuel leakage while refuelling and during operation. If a fuel leak is suspected, do not start or run the engine until the leak is fixed and spilled fuel has been wiped away.

### General Safety

- ✓ This equipment is heavy. Take care when handling.
- ✓ Do not use machinery if you are tired or under the influence of alcohol or drugs or predisposed to any injury that may be aggravated.
- ✓ Check controls for proper response. Shut down the machine if a fault is detected.
- ✓ Equipment must only be used for the purpose for which it is designed.
- ✓ Never force a tool or attachment to do a job for which it was not designed. When using attachments, ensure they are fitted correctly and practise the operation before beginning work. Always use recommended accessories only.
- ✓ Always keep guards in place and in working order. Never use equipment unless it is fully and correctly assembled.
- ✓ Do not wear loose clothing, gloves, neckties, rings, bracelets or other jewellery which may get caught in the moving parts.
- ✓ Do not overreach. Ensure proper footing and balance when working with the tool.
- ✓ Never permit children, other people or animals to loiter near the work area.
- ✓ Do not fool around while operating, always keep the machine under control.
- ✓ Never leave a machine running while unattended.
- ✓ Do not use or continue to use faulty or damaged equipment. Check the condition of the machine at the end of each day and report any damage or defects.

This information has been developed by Noel Arnold & Associates in association with the Victorian Workcover Authority to assist with the safe use of this equipment.



# Prime Minister Opens All Access Applications' New Facility at Tomago

The building of a new 2000 square metro covered facility in Tomago is a substantial investment for a small business like All Access Applications Pty Limited. And, it was a privilege to have Australia's Prime Minister, John Howard MP, agree to officially open these new premises.

Mr Howard spent some time with the staff at All Access Applications meeting everyone in the company and seeing demonstrations of Genie lifting equipment. His friendliness and message to small business was fully appreciated by everyone including the many customers, suppliers and trading partners that were present for this important day in the growth of All Access Applications in the Newcastle region.

## Company Background

All Access Applications Pty Limited began operating in 1991 starting with the hiring out of scaffolding equipment. A lucrative business that opened up opportunities for the company to expand. One of these opportunities was an introduction to Genie Industries, a USA based company who are now their major trading partner.

Aluminium Scaffolds (Newcastle) Pty Limited and Ace Hire Australia Pty Limited continue to be successful but it is the Genie side of the business that has the most opportunity for expansion. They currently employ 26 staff at the Tomago site, combining this with their agents and distributors nationally people dependent on the success of the company number 40. Within the next few years All Access Applications are anticipating an employee increase to around 50 at Tomago alone.

Genie are a world leader in the production of material lifts, portable aerial work platforms, scissor lifts and self-propelled telescopic and articulated booms. The company began in 1966 with the introduction of the Genie Hoist, a portable, pneumatic material lift and quickly gained recognition with additional material lifts and a series of aerial work platforms, each one representing a breakthrough in product design. Thirty years later, Genie remains at the forefront of innovative design and quality production.

All Access Applications have forged a strong relationship with Genie and with their backing and support they have set themselves a clear goal to becoming one of Australia's leading lifting equipment supply companies. The company's aims are admirable and it is a reflection of the confidence Genie Industries have in All Access Applications that they have granted distribution exclusivity across all products.

A national network of agents and distributors have been appointed to ensure that Genie customers receive

a high level of service. Having a local representative means that they can get the help they need when they require it and that the servicing of the equipment can be carried out locally.

The range of Genie lifting equipment is extensive with a lift for every conceivable lifting requirement. Right from the small manual lift for moving loads of up to 91kgs through to heavy duty lifting machinery like the 85 foot telescopic boom for industrial applications.

Customers include hire and rental companies where tradesmen obtain Genie equipment to complete their jobs easier, construction companies, shopping centres, clubs, hotels, theatre complexes, hospitals, office blocks, schools, local councils, government ..... basically anyone who has a lifting requirement.

In fact, with the Prime Minister of Australia presiding at the official opening it should be noted that there are two Genie Aerial Work Platforms used to carry out maintenance and cleaning tasks at the Parliament Buildings in Canberra.

## Where to from here?

All Access Applications will continue to develop so that they are constantly able to meet the needs of their customers. They have already lodged a building application to extend the current facility by an additional 400 square metres.

The facility as it is today provides warehousing, offices, a container unloading bay and a fully equipped servicing area well stocked with spare parts. Regular maintenance work is completed on site as well as 10 year total rebuilds that keeps the Genie equipment in tip top condition.

Within six months an overhead crane will be installed in the warehouse area to assist with unloading and servicing of large machinery.

When the facility has expanded by the additional 400 square metres All Access Applications will install another service department and a specialised spray booth that will enable the spray painting and customization of Genie units to specific customer requirements.

But, already they are looking further ahead.....

Within 5 to 10 years All Access Applications hope to have a manufacturing facility on the Tomago site for aluminium products. This is anticipated to be the springboard to developing an export base. And, they are investigating the possibility of a bond storage facility.

This company may be considered a small business today, but with an annual turnover of \$18 million and growing steadily at 30% per annum they are a force to be reckoned with.



# New Zealand report

**Wow  
Fantastic**

These were two words heard frequently around the Convention site in Christchurch at the beginning of August. They originated from our Australian Keynote speaker Winston Marsh who for nearly four hours (over 2 days) kept Delegates and a number of Associate Members intrigued with his very professional presentation. In his own words what he had to say was common sense but put in the perspective of his presentation one could not help come away from those sessions with fresh attitude. Those who attended the Convention were the beneficiaries of his wit and wisdom - those who did not make it were the losers

The 1977 Convention has been judged among the best ever hosted by the Association. Excellent workshops, speakers, venues and a great Trade Show in a newly constructed Convention centre all contributed to the success and enjoyment. Not forgetting the great social events and the pre Convention trip to the West Coast on the Tranz Alpine Express.

Our special visitors were four Past Presidents of the American Rental Association and their wives. Their willingness to be involved and contribute where appropriate was greatly appreciated and we acknowledge with gratitude their decision to come on down and Join us (as well as taking the opportunity to see some of our tourist attraction as well.

## SPONSORS

An important component of any Convention is the support given Companies as Sponsors and we highlight with sincere appreciation that support from the following Companies.

JLG Industries Ltd  
Compair NZ  
Kubota Tractors/C.B. Noorwood Ltd  
Chainsaw & Outdoor Power  
Bertolini Australasia  
Loadlift Equipment  
Atlas Copco NZ Ltd  
Floorlines  
Accent Tools Ltd  
Titan Plant Services Ltd  
Snorkel EWP Ltd  
Power & Marine

## PRESIDENTS COMMENTS

As at the time of writing we are eagerly waiting the impending launch of HIREPRO to the public

This campaign is the result of an enormous amount of hard work from Immediate Past President Warren Egen. Warren's foresight in identifying an industry , opportunity coupled with his determination in guiding the concept through its various evolutionary stages is that all may ultimately benefit, is a tribute to the commitment he has to our industry and for that he deserves our admiration and gratitude.

I am further delighted to report Warren will continue his role with his portfolio for the next twelve months to enough the future success of the programme.

I hasten to add that this initiative is but one of many Warren instigated during his times as President a legacy from which we shall all benefit from in the years ahead.

Your Directors are shortly to hold their first Board meeting for the year ( since Convention) an event which will signal new directions in strategic planning with particular emphasis on development of industry training initiatives

Training is an issue long neglected not only by the Association but more particularly by the smaller to medium size companies lacking the size and infrastructure necessary to undertake a formal education process.

I have long been an advocate of the thought that there are only two prime ingredients to a hire company: Product and People, and given the technological sophistication and general reliability or modern product and its availability to anyone with a Cheque book, it follows that the only sustainable competitive advantage remaining lies within the human resource sector.

Those of you who fall within the category of small to medium sized operations would do well to heed the message, for clearly this is where your future lies.

As the year progresses, I look to meeting many of you again as I move around the Zones and in particular to glean the wealth of knowledge and new ideas you may have with regard to ensuring the future long term viability of our Industry.'

**Kevin Gallichan President.**



## ELECTION OF OFFICERS

The following changes were made to Officers of the Association at the AGM.

### President

Kevin Gallichan Hamilton

### Zone 2 Director

Mark Laing Feilding

### 4th Director

Tony Rush Feilding

Warren Egen continues as Director for Zone 1 for another year. With these changes it is important that we record our sincere appreciation firstly to Warren who for the last 3 years has been President of the Hire & Rental Association. Through his leadership and commitment he has taken the Association to new heights both nationally and also on the Intentional scene. Few members will know the commitment in time Warren gave to the Association and therefore Industry

We also acknowledge the work of Paul Booth as both President and Director, over the last 6 years.

In both cases our expressions of appreciation include Lynn and Geraldine ( respectively) for their support and involvement.

## 1997 ASSOCIATION IMAGE AWARDS

24 companies were initially nominated for these Awards from which 8 Companies were named as finalists and faced further Judging prior to the announcement of winners at the Awards Banquet. For the records we record the winners etc. And extend our congratulations to all concerned.;

### Zone 1 Winner

Handi Hire, Nelson

### Runner Up

Abell Hire Ltd. Christchurch

### Zone 2 Winner

City Hire Napier

### Runner Up

Hiremaster Party Centre, Napier

### Zone 3

### Winner

Network Hire. Te Awamutu

### Runner up

Hirepool Ltd. North Shore

### New Zealand Image Award Winner

City Hire Centre, North Shore.

A special congratulation to John, Frank and Lil Tickner for collecting both the Zone and National awards. As part of their prize they have won a complimentary registration to the 1998 Convention in Wellington.

### Hirepo

A national awareness campaign aimed at the general public was launched by the Industry at the 1997 Annual general meeting. The campaign which is the culmination of a year of consultation with Members will revolve largely around a Television advertising programme. Two 30 sec Industry advertisements, one covering General hire and the other Party hire have been produced, headed by Dave Cue, a well known television personality. The adverts. will be shown in two blocks covering October /November and again January ~ February, the programme will then be reviewed as to whether it will be repeated the following spring / summer period. An essential supplement to the TV advertising is a HIREPRO booklet substantially sponsored by Trade Suppliers, which through the TV media the public will be encouraged to call into a participating Hire centres to collect. Associated with the booklet is a series of ' Do it yourself brochures.

### CONFERENCE 1998

The 1998 Conference will be held in Wellington at the Queens Wharf Event Centre from Tuesday 28 July - Thursday 30 July. Potential Exhibitors are invited to register their interest as soon as possible

# Commercial Lease

Most businesses will start life in leased premises. While you may have rented a place to live before, renting a place to conduct business requires some different considerations.

The terms of a lease are negotiable. The lease you end up with will depend on the state of the property market and on the negotiating strength of the parties concerned.

## Before Moving In:

- Obtain a copy of proposed or existing lease
- Discuss with a solicitor the implications of every clause in the lease
- Remember that no mandatory controls currently exist on leasing commercial and industrial premises, except beyond contract law. Conditions under which you occupy the premises must be contained in your lease.
- Make sure the location has adequate security, access and that essential services such as waste disposal are available.

## What Will It Cost?

The lessee must pay for the preparation costs of the lessor, as well as his/her own. The lessee is responsible for government stamp duty on the lease.

The cost of legal advice before you sign may be small compared with possible losses arising from a badly worded or misunderstood lease.

## Who and What?

The lease should identify exactly the premises and all parties to the lease.

## Start to Finish

The date for commencement of the lease and the date of expiry should be clearly stated, plus any options for extending the period of the lease term. The term of the lease is important. A long lease may reduce flexibility but improve security. A shorter lease with an option to renew might be preferable, although this will depend on economic conditions and your choice of premises.

## Lessor's Responsibilities

Check that all services you expect, as agreed to be provided by the lessor, are written in the lease or as a schedule annexed to it.

## Lessee's Responsibilities

Most leases hold the lessee responsible for keeping the premises, fixtures and fittings in good repair. This may also include periodic painting.

Many leases provide for payment of all or a proportion of costs of rates, insurance, maintenance and so on. Make sure these are clearly stated and obtain an estimate of your share, as they are additional to your base rent.

If you vacate the premises before the lease expires, you may still be liable for payment of rent and ongoing costs.

## Permitted Uses

This is a most important clause - it affects your right as a lessee and as a business person.

The permitted use clause refers to the main use to which the premises is to be put - it is usually interpreted strictly and could restrict you from diversifying your business.

Does your intended business comply with zoning regulations? Are there any statutory requirements with which you must comply? (Development Applications, Health or Building regulations)

Does your lease permit you to undertake any alterations necessary to your business?

Are there any restrictions in the lease concerning hours of opening which may be contrary to those you need to keep?

## Assignment and Sub-letting

The lease may prohibit you from assigning or subletting. Even if you do assign your lease, you may be liable for rental and ongoing costs if the assignee defaults during the term of the lease, if this is written into the lease.

## Goodwill

Check if you are liable to pay the lessor a percentage of the goodwill when you sell your business.

## Renew or What?

At the end of the lease term, your options are:

- Renew lease  
-this will probably involve an increase in rental



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#### Lessor's Responsibilities

## Hyster takes new shot at 1.5 - 3.0 tonne 'hoop'

Billed as 'The Lean Mean Handling Machines', brand new fork truck models - IC and electric have just been released by Hyster.

Designated the 'Delta X' range, the 2.0-3.0 tonne versions seek to capitalise on Hyster's long and exclusively lift truck experience in materials handling design and technology. Choice of IC options includes LPG, gasoline and diesel.

A short wheelbase version, the 'Beta X' offers IC trucks of 1.5-2.0 tonne capacities.

Completing the picture are the new 'Delta X' four wheel battery electric models in the 1.5-2.5 tonne range, which retain the transistorized engineering, electronic steering and diagnostics which have proved so popular on the earlier (XM) Hyster series. Lift height goes to 6 metres.

All the new trucks, including the battery electrics have pneumatic tyres.

#### New 3-year warranty for Delta X

In a radical departure from previous policy, Hyster are offering the option of a 'no ifs or buts' 3-year warranty.

Says Hyster, "The 3-year warranty is hard evidence of our commitment to, and confidence in, the design, engineering and manufacturing quality of Delta X".

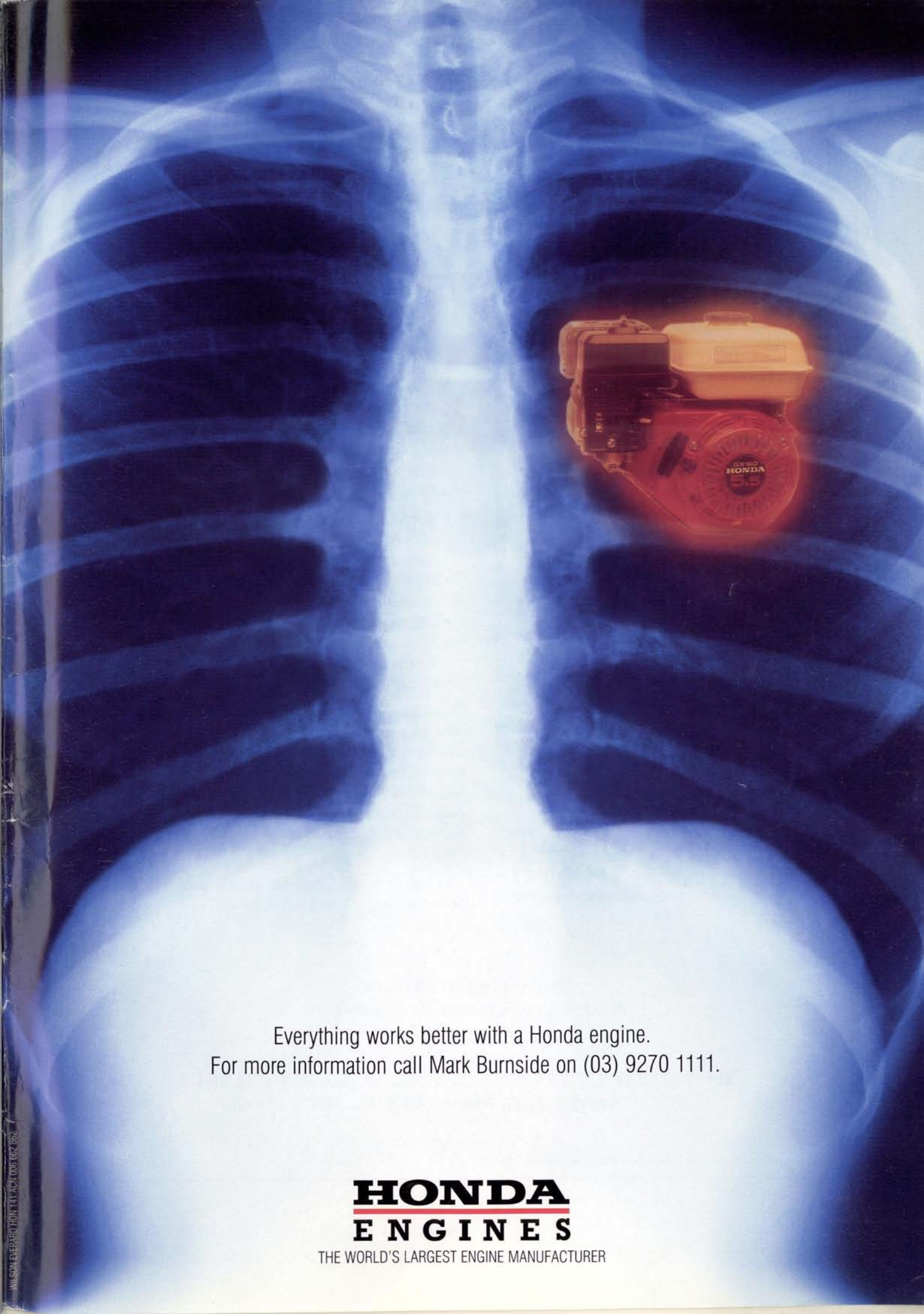
They went on to identify the cost and productivity benefits of the new range.

"Not only is the initial purchase price keenly competitive, but so are the low running costs and the

productive output of the Delta Xs. Like all other Hyster trucks, the Everyday Low Pricing Policy applies to Delta X parts. Source approved Hyster parts from your Hyster Dealer and we guarantee nobody can offer you a better regular price. If you find one, the Hyster Dealer will match it, then discount by a further 10%. You win all the way!"

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