

Hire and Rental

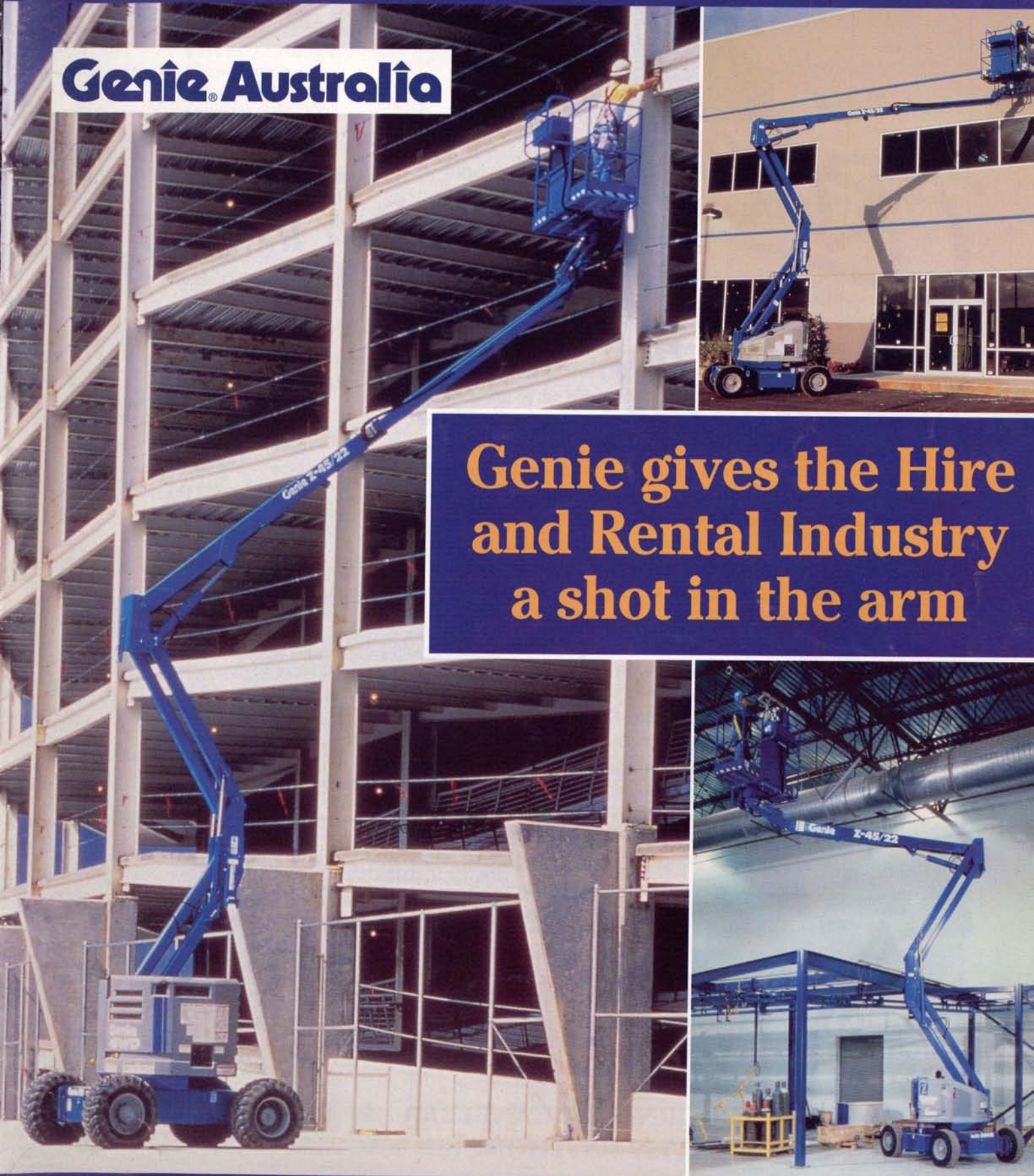
INDUSTRY QUARTERLY

Official Publication of the Hire and Rental Association of Australia

May 1998

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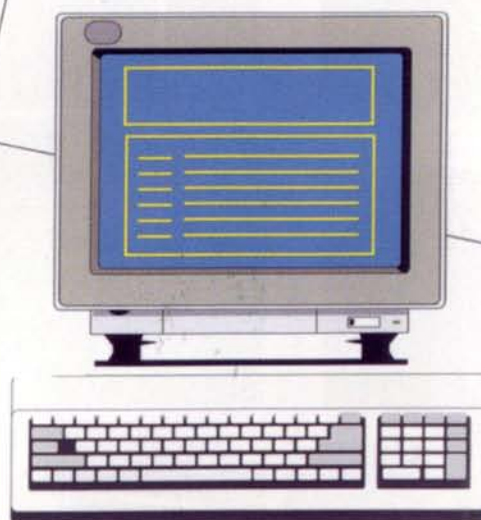
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Quarterly Revenue Report		
	Actual	Budgeted
July	\$ 752,231	\$ 790,000
August	\$ 941,386	\$ 850,000
September	\$ 892,237	\$ 990,000
TOTAL	\$2,585,854	\$2,630,000



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PRESIDENT'S MESSAGE



Since the last magazine we have had our National Association AGM. My thanks to the outgoing delegates for their participation and offer my welcome to the new delegates who have offered their time and services to the Association.

Several states have held functions recently. It has been pleasing to see a large involvement from suppliers and members to make these events a success, which indicate the strength of the Hire and Rental Association and its members throughout Australia.

The principle aim for the committee this year is to complete the restructure of the Hire and Rental Association in Australia. Over the coming months we will be communicating to members, via the State Committees, with proposals for the new business plan. Member feedback is crucial to this process to ensure that the National body serves its members in the most effective manner.

It has come to the National Committees attention, that communication between the state secretaries has been poor and could lead to an ineffective committee. We all know that in business, communication is an important key to success. Therefore we will be concentrating on improving channels of communication between State Associations.

I feel there will always be a need for state based Associations as government departments always seem to have their own Acts and Regulations. Standards Australia attempts to bring uniformity to the industry, but State borders and government departments bring differences via their rulings on these standards. Therefore our State Associations need to work with each other and government departments to build towards uniformity throughout Australia.

I recently met with the Victorian Convention Committee and they assured me that the Convention being held in May 1999 will be bigger and better than the convention at the Gold Coast. Please make a note for next year's calendar and budget.

Regards

Peter Walden

Banks finally target small business

From the Editor

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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The announcement that banks are reducing the business lending rate is an acknowledgement by the banking sector that they must address this area of lending in order to stay competitive in the changing market.

Banks are no longer the market leaders, but are becoming just one of the players in the finance sector. The increasing competitiveness is providing the end user with plenty of choices.

Where banks were once the one stop shop, providing savings, loan and investment facilities, they now find themselves in a position of having to reduce rates in order to compete with the "invaders."

While the home loan war has been progressing business lending rates didn't change. The main reason given for the lack of reduction in this area has always been because of the risk involved in these types of loans.

But this has been quickly forgotten as banks have moved to shore up this area of the market by reducing rates dramatically, to where some are suggesting is harbouring in the loss lending range.

Their action sends a clear signal to their opposition that they are prepared to fight to retain their share of the business lending market.

It is easy to understand the banks anxiety as they find themselves under siege from all sides, in areas where they once monopolised.

Colonial Mutual, who found a passageway to banking through their acquisition of the State Bank, are already offering an all-finance facility to small business.

Wizard Financial Services have introduced a small business loan service which is under the banks rate.

Retailer, Coles Myer, have announced that they are looking at getting into banking, while others of a similar ilk are also examining their options.

Last but not the least we have AMP, who will go public later this year. They have already applied for a banking license and will have a huge cash cache just looking for somewhere to be invested.

Although, the competitiveness can only help the business sector, it is unlikely business lending rates will reach the low ebb of the home mortgage rate. But, they may be further reduced, as those involved fight for a share of what is estimated to be \$40 billion market.

For once the winners here will be the small business sector. Ignored for so long by the banks they now are in the happy position of being able to sit back and wait until the dust settles and reap the benefit of the latest looming interest rate war.

You can rest assured that they won't have to go knocking on doors to find the best business loan rate available.

The small businessman is about to become the top of many peoples shopping list.

Greg Kelson

Hire & Rental Industry Quarterly

Official journal of the Hire & Rental Association of Australia

May 1998

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Front Cover

Genie give the Hire & Rental
Industry a shot in the arm

From the world's first and best mini loader manufacturers comes our latest model



Jaden has just released its new "Kanga Loader", designed to take the company into the next century. With a 17 year heritage going back to the design of the world's first commercial mini loader in 1981, Jaden has upgraded to the Kanga to increase capacity, accessibility, reliability, safety and ease of operation, while retaining the features which have made the Jaden so popular with operators in a wide range of industries.

The Kanga offers substantially improved hydraulics with increased reservoir capacity, improved filtration (with pressure and return filters), and two hydraulic accessory outlets fitted as standard, for greater flexibility with attachments. Steel hydraulic lines replace flexible hoses, for a neater installation, cooler operation and greater reliability. A choice of 20hp diesel or petrol engines is available.

A new wider frame allows easier access to the engine for maintenance, without increasing overall machine width. Drive chains are fully enclosed, with automatic tensioners, while all linkage pins are fitted with greasable, hardened bushes.

Machine operation is simple by incorporating all controls on a single panel, while operator safety is enhanced through incorporation of perforated non-slip metal step tread for the operator to stand on.

Lift capacity has been increased to 150kg, with safety overload protection. The self-levelling bucket linkages prevent any load spillage and ensure simple operation while enhancing operator safety. A wide variety of other attachments, including a new angle backfill blade and a purpose-built stump grinder, mean that the Kanga can be used in virtually any application which requires hydraulic power in confined spaces.

Improved standard features include:

- Improved lift capacity to 250 kg with overload protection.
- New wider frame allows easy access to engines for maintenance and assembly without increasing overall machine width.

- Steel hydraulic lines replace flex lines for neater, cooler, more reliable service
- Increased hydraulic reservoir capacity
- Increased fuel capacity by 25% to 46 litres
- Improved hydraulic filtration with pressure and return filters
- 2 auxiliary hydraulic power outlets fitted as standard equipment for even greater machine flexibility
- All controls on single panel ensure maximum ease of operation
- All linkage pins with greasable hardened bushes
- Totally enclosed drive cabins with automatic tensioners
- 20 Hp engine (petrol or diesel)



Safety features include:

- Lift overload protection
- Self levelling bucket linkage prevents any load spillage
- Enclosed drive chains
- Life time perforated metal step tread ensures no operator slip
- Simple controls layout

New attachments include angle backfill blade and purpose built stump grinder, plus all the other conventional attachments such as carryall-leveller, trencher, post hole and tree planting augers, etc.



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Kennards

Have come a long way in 50 years

Kennards Hire is celebrating fifty years in business this year. Their recent acquisition of the 15 branch Richard Stevens Hire has taken their number of branches to 56. Making this full family owned business by far the biggest privately owned hire company in Australia.

Kennards performance over the years was acknowledged when it received the Achievement in Business Awards at the 1997 Australian Quality Awards.

This is quite an achievement for a business which began on a whim in a country town in New South Wales.

In 1948 Walter Kennard was operating a produce store in Bathurst, supplementing his income by the sale of machinery and petrol. When asked by a customer for the loan of a new Lightburn concrete mixer one day Walter, on the spur of the moment replied; "I can't loan it too you but you can hire it." A deal was struck and the hire of equipment was added to the business.

The combined business operation proved quite successful. So much so that in 1950 Walter sold the business and he and his wife, Theo, went overseas on an extended holiday.



A young Andy Kennard

On arrival back in Australia in 1951 Walter moved to Mosman where he again set up a hire business, operating out of the family home.

The family Austin A40 utility was used as the delivery van, even having to add a trailer on the back to cope with the call for concrete mixers, wheelbarrows and similar items of equipment.

Walter's wife Theo, took phone orders and did the bookkeeping, while children, Neville, Joan and

Andrew got an early education in the hiring business, earning pocket money cleaning, repairing and loading equipment.

The postwar housing renovation and extension boom fuelled the progress of the business. But the range of equipment soon outgrew the house and an ultimatum from Mrs. Kennard saw the business moved to leased premises in Dickson Avenue, Artarmon.

Later the business moved into premises in Herbert Street, Artarmon, from where a branch still operates today.

The hire industry at this time was just starting to take shape. There was limited opposition, with only two other hire businesses of any note operating in Sydney.



The Kennard crew pictured in Sydney in the 1950's. Testing out a roof rack. Neville is standing on the far left, while Andy is kneeling at the right.

Such modern day industry aids as ready mixed concrete was unheard of, thereby providing a ready made market for supplying concrete mixers and associated products to the home handyman, renovator and contractor.

But although this allowed the hire business to thrive, the mainstay of the business at the time was the manufacture and sale of roof racks.

While overseas Walter had noticed how roof racks were becoming so popular. On arriving back in Australia he set up a business manufacturing and selling roof racks, which was to prove very fruitful over the ensuing years.

The combined business operation thrived until in 1960 Walter's son Neville, who had been working in the business bought a half share in the hire business and took over the running of it, allowing Walter to play a less active role, culminating in Walter retiring in 1965.

In the early 1960s Neville contacted brother Andy, who was in America at the time, with an offer to join him in the hire business. Andy stayed in America, gathering as much knowledge of the hire industry as possible, before returning to Australia in 1964 and



Kennards first hire branch in Queensland at Bundamba.

joined up with Neville to run the hire company.

The next few years saw the beginning of the expansion of Kennards. They first concentrated on consolidating their presence in the home handyman market in the Sydney area, before opening a branch in Newcastle in 1967, later adding branches in Rydalmere, Alexandria, Moorebank and a branch in Brisbane in the mid 70's.

Kennards grew with the industry over the years until, In 1991 Neville sold his interest to Andy to concentrate on developing Kennards Self Storage

Andy continued to run the business until retiring in 1995, by which time Kennards had acquired 18 branches.

The main expansion of the company has occurred in the last three years, through acquisitions, as Kennards has purchased multiple branch companies. Before the purchase of Richard Stevens Hire it had 41 branches throughout New South Wales and Queensland.

One of the most important acquisitions of recent years was the purchase of the GKN's hire branches from 1992-1994. The deal added 18 extra outlets. But probably the best asset gained by Kennards was Peter Lancken.

Formerly Managing Director of GKN, Peter joined Kennards after the sale. He took over as Managing Director of Kennards when Andy retired in 1995 and has been the driving force behind Kennards rapid expansion over the last three years.

Over the years Kennards have positioned themselves very well in the marketplace. They have practiced two very basic business principles, know your market and do what you do, well. They have concentrated on the small to medium contractor and

MILESTONES

1948-1951

Walter Kennard begins hiring concrete mixers in Bathurst, NSW. The family moves to Sydney, where the business continues from the garage of their Mosman home. Walter made deliveries in a little Austin A40 ute.

1952-1965

The business moves to leased premises, firstly at Artarmon, then Greenwich, before a permanent home is found in Herbert Street, Artarmon. Walter Kennard retires, and hands over to sons, Neville and Andrew.

1965-1980

Rydalmere, Alexandria and Moorebank branches are opened in Sydney, along with Lambton and Belmont in Newcastle.

Queensland is opened up, with branches at Bundamba and Oxley (later relocated to Rocklea).

1981-1990

Branches are opened at Mona Vale, Lakemba, Campbelltown and Guildford in Sydney, Edgeworth in Newcastle; Virginia in Queensland.

1991-1995

A major expansion through the acquisition of sites from GKN Rentals, and moving into new locations. New branches include Wetherill Park, Burwood, Brookvale, Hornsby, Bankstown, Girraween, Kellyville, Penrith, St Marys, Windsor, Rozelle, Goulburn, Bowen Hills, Coopers Plains, Burleigh West, Belconnen, Fyshwick, Phillip.

1996-1998

A buy out of Jonkers Hire in Queensland provides branches at Springwood, Goodna, Brendale, Beenleigh, Labrador and Nerang. In NSW, new centres open at Gosford, Wollongong and Waverley.

DIY market with remarkable success, and are the market leaders in these areas. This has placed them in the position of being able to continually reinvest in

the business, thereby fuelling the growth of the company over the years.

They are a classic example of the old adage that "little fish are sweet." Their average hire invoice is \$100, while the average hire time is one day.

Asked to pinpoint the reason for the success of Kennards, Andy Kennard claims, "listening to customers and working very hard to satisfy their needs, is the main reason."

Other reasons include: "We recognised we would only grow if customers were happy with our equipment and service, so we work hard to attain high standards and are always looking to improve existing equipment and find new items."

"We aim to employ good people, train them well and look after them, so they remain with us for a long time."

"Or management team travels a lot, looking at hire centres in other parts of the world, to see what we can bring back to benefit our customers."

Asked to list some of the most popular items of equipment hired by customers over the years Andy nominated, Aluminum Scaffolds, Tarpaulins, Electric Jackhammers, Demolition Saws, Water Blasters, Genie Hoists, One tonne "utes", Bicksaws, Air compressors & Jackhammers and Cherry Pickers for tradesmen.

While Electric Jackhammers, Water Blasters,

Wallpaper Steamers, Floor Sanders, Petrol Chainsaws, Electric Drain Cleaners, Box Trailers, Ladders, Lawn Aerators and Moving Vans were the most popular with the DIY sector.

But he gave a special mention to Water Blasters and Electric Jackhammers.

"We hired our first water blasters 25 years ago. At that time they had very low pressure, about 700psi, compared to the 4000psi of today", recalls Andy.

"They were big and cumbersome and not user friendly."


"Initially they were used by contractors for brickcleaning,, but they become more widely used as they were refined".

While he rates the development of the electric jackhammer as one of the biggest breakthrough in his time.

Asked about the changes that have occurred in the industry, Andy cited the rationalisation and the professionalism of the industry, especially in the last few years.


"Our industry has matured over the last five years. Greater competitiveness has forced companies to become more professional in the way they run their business and to use more professional people."

As to the future, Andy looks forward to Kennards being just as successful for the next fifty years.



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The next industrial revolution

By Robert Gottlibsen

Last year an event took place that will affect every business in the world and, over a decade, will start a new industrial revolution. The developed countries decided to limit carbon output and reward corporations that create products that absorb carbon. Ever since the last industrial revolution, we have based our businesses on carbon fuels such as timber, oil and gas. Australia is one of the world's big carbon-fuel producers.

In the week after the Kyoto agreement, there was a lot of emotion. Now that the dust has settled, we can see that this decision will have enormous long-term significance, and will cause a revolution in the strategies of many leading companies, including BHP, CSR, NAB, BTR, Email, Boral, QBE, the motor companies and all those in similar industries.

The Howard Government skillfully negotiated a rise in Australia's carbon quota at a time when most other developed countries agreed to reduce their carbon output. In effect, Howard gave us a great commercial advantage. There will be considerable soul-searching as to how we use it.

The nations agreed to a series of phased-in carbon reductions. In gauging the effect, I have been helped by Paul Gilding, managing director of Ecos Corporation.

"The Kyoto treaty was based on either of two assumptions. One is that carbon emissions are contributing to the greenhouse effect, which will cause climate changes that could devastate small island countries and many coastal regions. The second was that there was only a chance that this would happen, but we couldn't afford to take the risk. The rejected assumption was that, although the earth may be warming, it is not necessarily caused by carbon emissions and may not cause harm.

The proponents of the latter notion included some of the world's largest and most powerful companies, including Exxon, the US subsidiary of BHP, and Texaco. They misread the play and so they will now need to completely re-evaluate the assumptions under which they are doing business.

Before the Kyoto conference, the value of energy assets such as coal, oil, gas and uranium were subject to the normal laws of supply and demand. Next century they will be influenced by a force of equal power—carbon quotas. Similarly, the demand for major building and manufacturing materials such as steel, aluminium, concrete, bricks, timber and plastic will also be affected by the carbon required to make them and, in some cases, the amount of carbon required by

the equipment that is made with them.

Burning coal emits large amounts of carbon. Since Kyoto, thermal coal assets in Queensland and New South Wales, which have already been downgraded because of bad work practices and low prices, face further hits. Large chunks of the Queensland coal industry are for sale and those companies that have high book values on their mines will need to write them down. Using the latest technology, carbon emissions from coal can be reduced, but unless the technology can be made cheaper, it reduces coal's competitive position. Oil assets will also be reduced in value but not as much as coal. Gas emits carbon too, but because it is far more efficient than coal or oil, it will have a big increase in demand. Accordingly, gas is likely to rise in value.

Uranium, in theory, is a big winner. The anti-nuclear camps forced many nations to adopt coal. The

difficulty with uranium is that, at least in developed countries, finding a site for a nuclear power station is incredibly difficult and the long-term cost waste storage affects the economics of the material.

Nevertheless those countries with efficient nuclear power plants have a wonderful advantage. An even greater advance applies to hydro-electricity. There will be enormous effort into alternative sources of energy, including solar, wind and tidal power. Great advances have already been made in solar power.

But the effect of carbon quota will be more fundamental than simple shifts in energy generation. We are going to re-examine the materials and methods used to make almost every piece of machinery, including cars and household appliances. In theory, aluminium is a total disaster because it is virtually solid electricity, which requires a great deal of carbon to generate cheaply (unless it is produced from hydro or nuclear sources). But aluminium is light, so in a car it might save energy, offsetting the cost of making it. Steel also looks bad because, on present practice, it requires a vast amount of energy to make and, because of its weight, it requires a lot of energy to propel.

Cement is a high-energy material, so the use of concrete in building will be reviewed. Bricks also require vast amounts of energy. Timber may regain popularity as a building material. Trees grow by extracting carbon from the air, so will attract carbon credits. Cutting rainforests is a disaster but new plantations grown to absorb carbon will be wonderful assets for those who use carbon. The timber or plant-generated carbon credits will be bought by carbon

*Next century the value of assets
(and demand for materials) will
be influenced by carbon quotas*

users

Plastics will have a huge increase in popularity because store carbon and can be recycled. Unlike paper they are not easily broken down into their carbon components. Plastics made from ethanol produced by plants provide a double bonus. Like tin the ethanol absorbs carbon from the air, so will gain credits.

None of this will happen overnight but it provides an insight into the revolutionary new world that companies will have to adapt to. We are in fact going to rebuild the industrial infrastructure create big opportunities, as well as some very large carbon disasters. The opportunities for small enterprises to develop new technologies and methods will be enormous. Many big companies will simply not cope with the change.

THINKING AHEAD

One of the greatest deals of the past decade was the sale by Victorian Premier Jeff Kennett and Treasurer Alan Stockdale of the state's brown coal-based power generation. Brown coal emits more carbon than black coal. Victoria would receive a much lower price today. Similarly, NSW coalbased power-generation has been substantially reduced in value and is an opportunity missed. However, NSW coal used to generate power is very high quality and is among the most carbon-efficient coal in the world. In addition Pacific Power has been an Australian leader in alternative energy forms.

To meet its Kyoto commitment, Japan will have to dismantle much of its steel industry. Australia, which has dreamed of making steel for Japan, can take over the task because we have negotiated an increase in our carbon quota. But should we really use that carbon quota to invest in industries that are going to be phased out? If we are smart we will use our increased carbon quota to enable us to produce materials for the future. For example, if (and I emphasise "if") the weight advantages of aluminium are going to make it a 21st-century material, then that is what we should make. And, perhaps we should convert our gas to plastics and offer aluminium and plastics as a package. We can further enhance our carbon quotas by massive tree planting. Other primary industries, such as dairy farming, will need to compete against a rival use for land.

NEW REALITIES OF BUSINESS

Now let's go inside some Australian company boardrooms and look at some alternative strategies.

BHP has an even greater challenge than reducing costs. If it is to be a world-class resources company it must move into carbon-absorbing businesses such as timber. It must decide whether carbon-intense steel plants like Port Kembla have a future. CSR has been trying to sell its most valuable asset, timber. It is lucky there have been no buyers. Sugar absorbs carbon in its

growing phase, and CSR will need to return to its old business of generating the raw material for plastic, ethanol, from sugar cane.

Boral has similar potential to use its timber marketing business to go into the carbon-absorption business. It is also in gas. However, it will need to evaluate the long term future of its concrete and brick businesses. Pioneer will need to make similar decisions. James Hardie's fibreboard could become one of the world's great energy-saving materials. Email needs to look at the entire appliance business in terms of carbon usage. Toyota is one of the world leaders in low-carbon cars. General Motors and Ford will need to substantially revamp their strategies to catch up. Amcor currently sees itself as a paper and packaging company but it has a substantial carbon absorption business in its timber-growing interests

Shell was smart enough to winkle ICI's polypropylene business out of the newly floated company but ICI still has the makings of a wonderful plastics business if directors can think about the long-term future. Global companies like Du Pont and Monsanto are very excited by the prospects.

LOOK TO THE FUTURE

QBE is a substantial re-insurer. If the greenhouse theory is right, then underwriting risks in coastal areas will be increasingly dangerous. Banks will need to consider companies' carbon outputs when they look at their long-term lending commitments. A company may have a great position in the market now, but will find its increasingly out-moded if it produces too much carbon.

Qantas and Ansett are protected initially because airlines are not include in the treaty. But it is only a matter of time before we begin to consider the carbon cost of transport. Retailers need to think about any energy-efficient products they are selling.

This sort of discussion could continue for a long time. If it was written three months ago, it would have been put down as environmental extremism. But, led by the United States, the countries of the world have made a treaty. The rules are not yet set but they soon will be. Whether companies like it or not, these are the operating assumptions that will be considered next century. The sooner we embrace them the more prosperous our companies will be.

A WAKE-UP CALL

Because most world investment managers don't consider anything that is more than 18 months away, this has not been a factor in most investment thinking. But later this year the institutions will wake up and companies need to be ready with the answers.

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Coates Hire to acquire Shorco

Coates Hire Limited has announced that it had executed a heads of agreement to purchase the assets of Shorco Hire. Settlement is expected to take place 1st. July 1998, subject to certain contract conditions such as completion of due diligence.

Shorco Hire is the largest supplier of excavation support equipment, trench safety systems, barriers, barricades, safety equipment and associated products such as pumps in Australia.

Shorco Hire operates from seven locations around Australia, four in NSW and in Queensland, Victoria and South Australia. They have a highly respected name in the industry and are well positioned to take advantage of the current buoyant conditions as Australian Industry places more focus on Occupational Health and Safety issues, especially around excavations.

The vendor, Peter Geelan, will continue to manage the business under Shorco's existing name along with the current employers and existing branches, but will take advantage of the Coates branch network and the synergies this will bring to enable growth. Mr. Geelan will as part of the consideration, take up shares in Coates Hire Limited.

Coates Hire Managing Director, Mr. Jim Brown said, "Shorco will complement the existing Coates

business forms part of our strategic plan, and takes us into new products and markets and should increase Coates sales by more than \$20 M in 98/99."

Further with the company's commitment to strengthen its management capacity in line with its recent growth, Coates have announced the following appointments.

Mr. Peter Emmerson has taken up the role of General Manager- Southern region, effective 30th. March 1998. Mr. Emmerson held several senior within Wreckair whom he joined in 1991, including Commercial Manager, State Manager for Victoria and more recently acting Western Australia State Manager, responsible for the amalgamation of Wreckair and Cockburn Hire. Prior to his roles within Wreckair, Mr. Emmerson was senior Manager with the Business Advisory Services Division of Arthur Anderson, where he spent 12 years.

Mr. Barry Cerda-Pava, who has 25 years with Coates and apart from his recent role of General Manager for the Southern Region, was also responsible for the original start up of the Indonesian operation, will relocate from Melbourne to Corporate Head Office, to assume the General Manager-Business Development role.

Lincoln's rugged, reliable Weldonpower 350+.



Hire and rental equipment has to be tough to take all the abuse customers throw at it. So the products you buy to service the rental market have to be the best. So make it easy - choose Lincoln welding products.

We've been serving the Australian hire and rental industry from its beginning.

The Weldonpower 350+ is a new technology heavy duty engine driven welder which is ideal for the the hire and rental industry because it's powerful enough to handle the biggest jobs and it's got plenty of design features for easy operation:

- 40-375 DC constant current and 375A DC constant voltage welding output
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- Solid state output contactor gives reliable, durable performance.
- Fuel saver engine idler saves your customer money.
- Engine protection system protects your investment against serious damage.
- Suitable for GMAW, GTAW, FCAW or MMAW.
- Made in Australia with 2 year warranty

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Yanmar upgrades earthmoving range

A complete new range of Yanmar construction Equipment, covering mini excavators and rubber-tyred loaders, along with crawler carriers are now available in Australia through Tutts-Tat Hong. Common features of the new range includes a high degree of operator comfort, ergonomic design, fuel efficiency and high level of commonality and interchangeability of parts among different models.

In addition, this product range is highlighted with a new modern colour scheme for mini excavators.

Yanmar Excavators

Yanmar's mini excavators line-up is now one of the most comprehensive in the 1-7 Tonne operating weight class, with 10 new machines being released.

Design features include:

Advanced three-pump hydraulic system, allowing a faster and smoother working cycle working time.

Neater hydraulic hose routing, and rear-slanting engine bonnet for greatly improved all-round visibility.

"walk-through" type operators compartment for easy access to the seat from both sides on the canopy models.

Rigid rear side protection to security guard the vulnerable rear bonnet section.

Increased digging power for optimum performance.

Factory air conditioned cabin available on the V1050-1 models.

The range includes five new models, Known as the super "V10 series" with zero tail swing for working in extremely confined spaces.

They achieve this with a very compact body design, with long crawler TRACKS than conventional excavators which gives improved balance, and possess increased engine output combined with larger hydraulic cylinder diameter to give overall greater digging strength and break out force. All models are available in rubber or steel track versions except for the V1015-1 model.

Yanmar Rubber Tyred Loaders

Yanmar is also offering two new mini loaders, known as

the V3-3 and the V4-3 which are now available with 0.4m³ Bucket capacity respectively.

All units offer 40 degrees articulated either side, with hydrostatic 4WD allowing travel speed to be infinitely controlled by the accelerator pedal.

In addition, the V3-3 and V4-3 have a single loader control lever and a "feather touch" mono lever for high/low speed forward and reverse.

Optional FITTINGS include ROPS cabin with air conditioning, four in one buckets, Back hoes and quick attach frames for buckets, pallet forks, post hole diggers and other hydraulic accessories.

Yanmar Carriers - Dumpers

Yanmar now has seven new models in this range, the C10R - 1 (1000 kg capacity), C20R (2000 kg capacity) and the C30R - 1 (2500 kg capacity), C50R - 2 (3500 kg capacity) and C60R - 2 (4500 kg capacity), C80R - 2 (7000) and the C120R (11000 kg capacity).

All units are powered by Yanmar Diesel Engines, except the C80 and the C120 models and all come with crawler tracks as standard.

According to Rod Hale, National Product Manager with Tutts - Tat Hong in Sydney, the Australian contracting market will follow Japanese and European trends towards the increased use of mini excavators and loaders.

"Over the next twelve months we expect demand for these machines to expand with general contractors as low interest rates make it commercially viable for them to purchase outright additional equipment rather than to "HIRE In" equipment.

In addition to the expanded Yanmar range, Tutts - Tat Hong also market Mustang Skid Steer Loaders, Kawasaki Loaders and Sumitomo Excavators.

For further information s contact:

Tutts - Tat Hong

6 Ferngrove Place

South Granville 2142

Tel: (02) 9780 7200 Fax: (02) 9780 7290



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(08) 8243 1422

Genie gives the Hire and Rental Industry a shot in the arm.

Genie Industry's decision to expand its operation in Australia has provided the hire and rental industry with an internationally respected name and a quality product.

Genie, based in the United States expects to open its new Australian headquarters and showroom in the first week of June this year.

Genie has been for many years the world leader in the production of innovative, effective and reliable material lifts, portable and aerial work platforms, scissor lifts and self-propelled telescopic and articulated booms.

Genie's ability to build a machine to do the job will supply the hire and rental industry with greater choice and flexibility and the wherewithall to solve any problem faced by the customer.

Technical backup and spare parts dependability are vital components of any hire or rental agreement and it is in this area where Genie truly excels. Apart from being the most



Genie Z-45/22 DC

innovative machine available, the spare parts and backup service make it the most hireable.

Genie first came to the world's attention in 1966 with the introduction of a portable, pneumatic material lift. Three decades down the track and with a string of design breakthroughs behind them, Genie can justifiably consider themselves the leader in the field.

Genie realises however that being the biggest and the best means little if they cannot become a team with their customers. Team-work and co-operation with the hire and rental industry is Genie's first and greatest priority and will continue to remain so.

The Genie range of articulating Z booms are the result of thirty years of innovation and exhaustive research and development. They provide the ultimate in elevated work platform versatility with up, out and over positioning capabilities.

Many options are available including two and four wheel drive, a rough terrain package, narrow access models that roll through standard double doorways and take your choice from gas/lpg, diesel, electric, bi-fuel and tri-fuel capabilities.

Working heights in the Z range vary from 7.9-20.1 metres (26 to 66 feet) and horizontal reach from 2.4-10.4 metres (8 to 34 feet).

The complete Z range of articulating booms are available now for immediate delivery, backed up by plentiful spare parts and the technical service support that has made Genie a household name in the hire and rental industry in America and Europe.

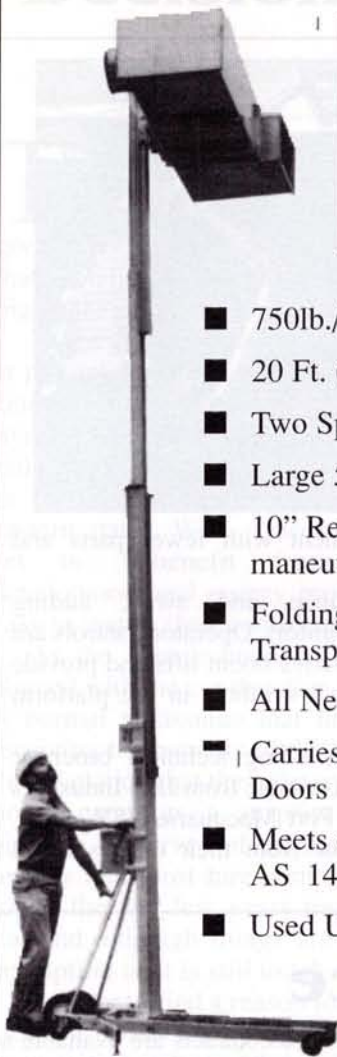
The secret to Genie's success in the United States and on the Continent is the company's ability to provide a safe, reliable and suitable work platform for every contingency.

The Australian General Manager of Genie, Chris Goddard said, "The short term prognosis on Genie's future is very favourable if the interest in the product to date is any indication. In a tough industry where respect is hard won and even harder retained, Genie has won a lot of friends very quickly. The product is tried and proven and the technical support and spare parts backup is like nothing seen in this country before. Our firm promise is this; we will work hard to become an integral component of the hire and rental industry rather than just a supplier to it."



Genie Z-45/22 IC

720 Contractor Lift



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Rocklea 4104

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Fax: (07) 3274 1489

- 750lb./ (340 kg.) Lifting Capacity
- 20 Ft. (6m) Lifting Height
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SUMNER

Multipurpose Contractor Lift Ideal for Rental fleet

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

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

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

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

Active Hire

1478 Ipswich Road
Ipswich 4106

Tel: (07) 3277 8566

Fax: (07) 3274 1489

EURO ACCESS HOP-UP ACCESS PLATFORM

Abbey Equipment Pty. Ltd. a division of the Major Engineering Group is pleased to announce the Australian release of the Euro Access range of Hop-Up personnel access platforms, a new and unique concept in vertical access platforms.

What makes the Hop-Up so unique is that they have a number of features not found on vertical personnel platforms currently available on the Australian market. Features such as, the units ability to be towed from site to site behind a small family sedan. Its large two man 215kg capacity basket which because of its generous size and its ability to articulate independent of the vertical lift, allows personnel in the basket to gain easy access to vertical work faces without having to stretch over the side of the basket. It also has a variety of power sources including AC or DC

power and air operation if the equipment is to be used in hazardous areas such as petrochemical installations.

The Hop-Up provides easy and safe access for personnel involved in maintenance and construction work and is available in either a 6.3 or 7.3 metre working height.

The overall compact design and easy manoeuvrability of the Hop-Up series of personnel platforms allows for easy access through a standard door opening and the platform comply fully with the requirements of Australian Design Standard AS1418. 10.

For more information about the Hop-Up Series of Personnel Lifts Contact:

Abbey Equipment on

Tel. (03) 9551 8866

Fax. (03) 9551 5723.

The new JLG 450 Series articulating boom

The new JLG Industries 450 Series Articulating Boom Lift will be available in Australia mid year following its world-wide preview at the American Rental Association Show in Orlando, Florida in late February.

The new JLG 450 Series is a 13.7 metre (45 foot) articulating boom lift which reflects significant new design and performance features. These include more horsepower including choice of a diesel or a dual-fuel (petrol-lp gas) engine, faster time to full height and less boom deflection.

The new model reflects JLG's unique computer-aided design capability which simulates structural loading of a new boom lift before a prototype model is built, as well as testing parts tolerances, assembly operations and even component strength before any production takes place.

The 450 Series also incorporates a three pump hydraulic system powered by a Deutz Diesel or Ford 2.5 litre dual fuel engine which generates 65 horsepower or 86 percent more horsepower than previous base engines providing more power than any other 45 foot articulating boom lift.

The improved design of the articulating boom increases torsional stiffness and bending rigidity resulting in less vertical deflection and 50 percent less lateral deflection of the basket when elevated. A



redesigned turntable element with fewer parts and greater stiffness

reduces basket bounce and sway, adding significantly to operator comfort. Operator controls are identical to the JLG 600 Series boom lifts and provide easy to identify operational symbols in the platform basket.

Further information including technical brochure with full specifications is available from JLG Industries (Australia), PO Box 972, Port Macquarie NSW 2444. Telephone 065 81 1111 or from their offices in all states.

High pressure service

One of Australia's most progressive manufacturers and suppliers of pressure washers has opened a dedicated Service Centre to support users of steam cleaners and high pressure water blasters. The Service Centre is a reflection of a perceived need for both breakdown and preventative service for the thousands of Aussie Eco-Clean high pressure cold and hot water machines operating throughout New South Wales.

Australian Pump Industries Aussie Eco-Clean brand of high pressure water blasters extends from small hobby machines right through to the largest production line engine drive and hot/cold steam machines on the Australian market. The new division is staffed by experienced and qualified engineers, capable of providing both emergency breakdown and preventative maintenance programs.

The Service Manager, Steve Bogan, said "Most high pressure water blasters, particularly steam cleaners, are used as production machines. Breakdowns are expensive and often exceptionally inconvenient. For example, failures of high pressure cleaning equipment can cause delays in delivery of construction machinery or motor vehicles, can stop a production line or can put a cleaning contractor out of business."

The service facility is competent and equipped to service both high pressure cleaning equipment and industrial water blasting machinery. "We can service 20,000psi piston pumps, designed for wet sand blasting or super high pressure pipe cleaning equipment," said Bogan.

Economically priced service contracts are available to suit both Aussie Eco-Clean and other brands of high pressure water blaster equipment. Apart from that, Australian Pump provides a pump rejuvenation program and can offer replacement guns, lances, hose assemblies and other attachments at the lowest costs in the market.

*Steve Bogan
heads up a
specialist team
of pressure
washer service
people.*



For further information on the new high pressure water blaster service centre is available from Australian Pump Industries, Aussie Eco-Clean Service Division on 02 9894 4144 or fax on 02 9894 4240.

Decision time for the hire industry

The recent report by BIS Shrapnel showing the construction industry is in the midst of its strongest growth period in twenty five years is good news for the Hire Industry. BIS Shrapnel predicts that spending in the industry would reach an all time high next year after four years of growth.

When you consider the projects that are in progress at present, the infrastructure surrounding the Olympic Games, the Optus fibre optic/coaxial cable network, Sydney Eastern Distributor, Alice Springs to Darwin rail link, Victoria's City Link freeway, plus an increase in public and private sector spending among the eastern states. With Queensland and West Australia set to benefit from mineral development and energy projects. It is easy to justify their confidence.

As the Hire industry is so closely aligned with the construction industry it is normal to assume that hire is also receiving the benefits of the boom. But the revelation that the industry was in a boom came as a surprise to most hiremen. A survey of the hire industry reveals that most hire companies have found the last few years trading a bit flat and although things are improving. The general perception is, it is still tough out there.

In order to find a reason for this paradoxical state of affairs it is necessary to go back to the last boom in the construction industry, the mid 80's.

This was an era of unprecedented growth in the economy with most industries reaping the benefit, not the least of these was the construction industry. Coincidentally, the hire industry experienced its most buoyant times and it looked for a while as though the boom would never end. Unfortunately it always does.

The recession which followed caused the industry to be oversupplied bringing about a rationalisation. Those that survived found there was very little work about and the marketplace much more competitive. As is usually the case in these circumstances hire companies reduced hire rates significantly, began looking for ways to cut costs, while waiting for market conditions to improve.

All industries are at the mercy of the economy, having to survive slumps in turnover at some time or other. What generally occurs is there is normally an industry leader who sets the pace, Coles and Woolworths, are an example in the retail industry. In similar circumstances the industry looks to the market leaders to increase costs of products or services at the appropriate time and then follows suit. As conditions improve prices of goods or services gradually increase keeping pace with the economy.

One of the problems with the hire industry is where

Coles or Woolworths can control the retail market because they have such huge market penetration, the hire industry differs in that it is so diverse and fragmented. The small hire company with six scissorlifts or six skid steers can have as much influence on the market as the hire company with 100 in the same area.

Unfortunately the recession lasted longer than was expected and the recovery was very slow in coming. But it was during this period that the seeds were planted the results of which are being felt now. Because of the economic conditions reduced hire rates

became the order of the day, the hire industry like all others was hurting, no one was game to raise rates.

By the time the economy recovered the low inflationary environment had set in creating circumstances which were seen as being not conducive to raising rates. In fact, at the time when rates should be rising hire rates are being discounted so drastically that the hire industry is started to resemble a discount store. It is these predatory

rates that are undermining the growth of the industry.

In affect the hire industry has painted itself into a corner. By restricting the increase in hire rates it now finds itself on very dangerous ground. The next few years promise to be the most productive for hire companies for the last ten years. But unless there is a change of attitude very few will benefit.

The construction industry has a long history of boom - bust cycles. With the hire industry generally reaping great benefits from the boom periods. We are now in the midst of a boom, but the industry is being strangled by the predatory hire rates. If these conditions continue, when the downturn comes - and it will - the effect could be calamitous. Hire rates will again be reduced plunging the industry into a black hole it may find very difficult to recover from.

In order for any industry to grow prices for goods or services must rise to keep pace with increasing costs, even in low inflationary periods.

If the industry is going to progress someone must step forward and raise hire rates and the industry must then follow suit.

Until this is done we will not know where the hire industry is headed, to being a viable industry which returns a good profit on investment, or an industry which has contributed to its own demise by shooting itself in the foot in failing to comply with fundamental business principles

**The next two years
promise to be the most
productive for the hire
industry in the last ten
years. But who will
benefit?**

Overseas News

New computer chip to deter thieves

An innovative company has produced a computer chip which will prove a great advantage to hire companies.

At the recent English Hire and Rental Trade Show a company launched a computer chip which is installed in power tools. The chip monitors the amount of hours run, records the registered owner, signals when service is due and a host of other information. The potential of the chip is enormous. It can record how long the machine worked on individual jobs. If a customer says it only went for 1 hour then broke down, the machine can be interrogated to prove how long it was in use. As well, several other items of information which will prove very beneficial to hire companies and manufacturers can be monitored.

But one of the main attributes of the chip is it is traceable at any time. If a machine is stolen it can be traced to its whereabouts immediately.

This technology, which has been used recently in the successful tracing of stolen automobiles, is only in its infancy and will no doubt become better and cheaper as time goes by.

Buying spree continues in the USA

The buy up of small companies continues, as the major hire companies in the USA continue to expand through acquisitions.

Following the purchase of Prime Equipment by Atlas Copco for a record \$1.16 Billion, Prime continues to make acquisitions. Its latest purchase Mite-E-Lite Corp in Arizona bought its list of branches to 163 in 20 states.

But Rental Service Corp, with 53 new locations this year and 25 pending will surpass 170 branches by the end of the year, making it the biggest hire company by number, (for the moment).

Not to be outdone HERC (Hertz Equipment Rentals Centres) the No.1 ranked hire company on the top 100 list, last year, has just announced a franchise program as part of its expansion campaign.

The franchises will be offered in the United States, Puerto Rico and Canada. will include the opportunity to purchase equipment from major manufacturers through a special equipment purchasing program.

ARA announces members buying program

The American Rental Association launched its new MBA buying program for its members at the recent ARA Convention in Orlando.

The buying program, which is aimed towards the smaller hire companies, is seen as a counter to the spate of takeovers by major hire companies in America of recent years.

By joining the program for an annual fee the members will become part of a buying group which should be able to rival the buying power of the majors, therefore making them liable for the discounts enjoyed by these large hire groups.

The move has been met with scepticism from within the industry. Some manufacturer's voicing the opinion that equipment is already discounted to the bone.

While others not sure that the ARA has the knowledge or the experience to handle such an operation.

Small hire companies on the other hand generally give it a vote of approval, as they struggle to survive in a marketplace where small companies are being swallowed up by the giants of the industry.

Caterpillar enters the rental market

Caterpillar joined the list of manufacturers involved in the hire industry in the USA when they announced their intention to set up a hire network throughout their existing dealerships.

They plan to organise the hire network primarily through their 72 North American dealers with the aim of having 185 locations by the end of 1998, eventually increasing the outlets to 310 by 2000.

Caterpillar has proved its commitment to the enterprise by announcing it will even divert from its usual heavy equipment end of the market by developing new products more hire orientated such as, skid-steers, mini-excavators and compact wheel loaders. They also intend to broaden their product range to include attachments.

Their intention is to add other hire equipment to the range with the view to establishing a one stop hire operation.

The move is part of a plan to take advantage of what Caterpillar sees as the shift in the pattern of equipment acquisition, from purchasing to rental.

Can small hire companies survive?

The hire industry in Australia has a history of growth.

While most hire companies started as mums and dads operations it has seen companies like Coates, and Wreckair grow to be multi branch operations operating in all states of Australia. But the majority of the industry is still made up of one and two branch operations

Because of the diversity of the product range the hire industry has always offered the opportunity for companies big and small to compete against each other in the marketplace,

But indications are emerging that the small hire companies are finding it increasingly difficult to compete in the modern day market place. Looking at the industry over the last few years we find more and more examples of the bigger hire companies expanding their operation by the acquisition of smaller companies. In some cases this rationalisation has been very timely as the small operators have found that competing in the very demanding marketplace today is becoming increasingly harder and they have willingly chosen to accept an offer and look for other areas of investment.

This practice isn't only confined to Australia. Universally hire is obviously seen as a very sound investment. The American hire industry is awash with takeovers and mergers, as the bigger operators are on a spending spree, buying up any smaller operations available.

The Australian hire industry has become a very competitive market. Having just slowly emerged from the effects of the recession where companies have been forced to trim operating costs. They now find themselves in an environment of low inflation, which looks certain to prevail in the foreseeable future. Margins have been drastically reduced, in a marketplace which is changing dramatically.

Technology is producing better, more sophisticated equipment which is creating a more discerning customer. The customer of today is no longer looking for equipment that will do the job, they want the most cost effective equipment possible, which they know is available somewhere, at a reasonable price.

Hire is an industry which continually reaps the benefit of the manufacturing industry, any product may become part of a hire range. Consequently the market is becoming technologically driven, with manufacturers competing with each other to improve on each others products in both established and new markets. Today's latest equipment may be superseded in a few months. Placing a great deal of pressure on

operators to keep pace with the changes.

A look at different sectors of hire highlights the difficulties facing the small operator.

Access equipment, for instance, is one area of hire which has shown enormous growth. The introduction of elevating work platforms has seen utilisation expand dramatically over the last decade to be one of the most active areas of hire. New areas of involvement continue to be found as manufacturers produce bigger - and smaller - more sophisticated machines, opening up new markets. While this enhances the opportunities, EWP's have become part of the equipment range of almost every hire company in the country. This has created an intensely competitive marketplace, placing great pressure on hire rates, forcing those involved to be operating on slim margins.

As utilisation of EWP's is mainly involved in the construction industry, small hire companies face the prospect of the high capital cost of equipment to be involved in an overcrowded marketplace which is producing limited returns, to supply to an industry that has a historical boom-bust record.

This is not the best long term investment scenario.

Portable Buildings is another growth area of hire over the last decade but, it is a specialist area of hire, which again is mainly tied to the construction industry and certainly doesn't lack competition.

The area of hire that has always been a reliable standby for the small hire company in the past is the building contractor. In previous years the contractor has been the bread and butter to some hire companies, and in some cases still is. But the market is diminishing as the trend has shifted to using sub contractors, who generally have their own equipment. Again this is one of the most competitive of all areas of hire.

One area of hire that seems to be going well is home handyman hire. Possibly the high cost of tradesmen is seen as a very good reason to do it yourself when it comes to renovations, This type of hire naturally is generally localised, with most of work coming from those who live in a close proximity to the hire yard, and is probably the best avenue for the small hire company. But it leaves very little room for expansion. Besides, some items of equipment are being manufactured so cheaply that it is sometimes more economical for the end user to purchase the equipment.

Diversifying your operation by being involved in several areas of hire is seen as one of the best ways to survive, But this always depends on how far the capital investment will stretch. Also, because of the

new products continually entering the market it is even more difficult keeping up with equipment changes in several areas.

Of course there are the niche markets. But they generally have a limited life as such. Once it is discovered there is a market it doesn't take long before it becomes another very competitive arena.

With low inflation bringing low returns companies are forced to find new ways to improve the bottom line. You can only cut operating costs so much. This has created a very competitive market.

This competitiveness has a deepening effect on the marketplace. Discounted hire rates have become the order of the day, as companies battle to maintain - increase market share by trying to increase volume. This behaviour has created a buyers market, with the end user being used to discounted rates, further decreasing the already low returns.

But capital equipment costs and operating costs continue to rise

Although there are several small operators who have cemented themselves into the hire industry over the years through building up a successful operation, who will continue to play a part in the future. Overall the small operator today faces the prospect of minimal return on his capital investment, diminishing areas of involvement,

increasing cost of running his business, plus the inability to compete financially with the bigger operators by investing in newer more sophisticated equipment, or marketing his business. While operating in a marketplace that is getting more competitive and demanding every day.

The hire industry was born out of mum and dad operations but, while it has matured into a huge, diverse, healthy, competitive industry, some of the small operations have not progressed with the times.

Subsequently, it appears likely that further rationalisation will occur in the industry which will reduce the number of small operators involved.

Without doubt the hire industry will continue to grow. Its diversity which has made it part of so many areas of industry will insure this growth. While new products will continue to come into the market, increasing opportunities.

Unquestionably, there will always be a place for the small well run hire operation with its personalised service, especially in the right area. But, indications are that the industry will continue to be very competitive, where only those with a well managed, very sound business, who have enough market share to guarantee a good cash flow which will allow them to keep pace with industry trends and changes, will continue to thrive.

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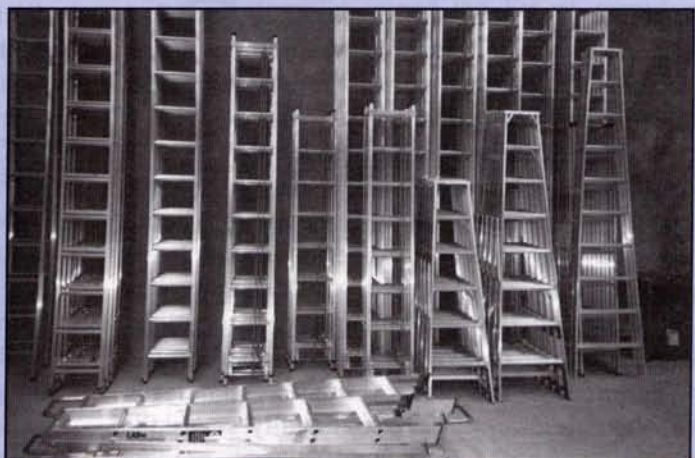
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Tommy Tucker Trestles wins Award for Plank Clamp

Tommy 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 its 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.



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Elevating Work Platform Association of Australia

The Elevating Work Platform Association Of Australia is now a separate national association.

As it is still part of the hire and rental industry, the EWPAA has been invited to provide a regular column in this journal. This is the first column so we will outline what the Association is, why it was established and its relationship with the Hire and Rental Association. In subsequent columns we will cover EWPAA programmes and other activities.

The EWPAA Story:

The history of the EWPAA may be "old hat" to some readers and new material to others. Knowing the past is often important in understanding the present. The aim of the following is to give the readers an understanding of both.

The EWPAA was first established in April, 1987. It was the initiative of the principals of a small group of manufacturers and renters of EWPs.

These people were concerned that the industry was growing rapidly across Australia in an unco-ordinated way. There was no forum to discuss issues affecting the industry, no industry based training programmes, second hand equipment (some of doubtful quality) was coming into the country from overseas and, generally, the industry was showing signs of being spoilt whilst still in its infancy.

They foresaw that by setting up an association with participants from all segments of the industry as its members, these problems could be addressed in a focussed and co-operative way.

The key objectives were (and generally still are);

- to set high standards of safety for the equipment and its operations,
- to establish self-regulation in the industry thereby discouraging governments from over regulating it,
- to show that the EWP is a "tool of trade" and not specialised equipment which should only be operated by one industry group,
- to foster co-operation between manufacturers, suppliers, users and renters,
- to develop and implement a training and instruction programme which met the duty of care requirements of the Occupational Health & Safety Act in each state,
- to have representation on government and other committees so that the industry has an input into regulations, codes of practice and Australian standards.

Programmes were put in place to meet these objectives and they continue albeit in updated forms as they are amended and refined to meet the changing circumstances.

By 1990 the EWPAA had grown to the extent that its membership comprised of all the major suppliers and

rental companies in Australia and some of the smaller ones with EWPs.

Whilst members from each state were involved, the majority of them were based in either Sydney or Melbourne. The lack of success in attracting more members from other states was of concern and one of the initiatives being introduced to remedy this was to set up EWP groups in each state. This was proving difficult to implement and whilst it was being pursued, another proposal came forward.

Merging with the HRAA.

Early in 1994 it was proposed that the EWPAA be merged with the Hire & Rental Association of Australia (HRAA) at national level. This was approved by members of both Associations and it became effective on 1 September, 1994. An EWP Division of the HRAA was formed to manage and co-ordinate the programmes transferred from the EWPAA.

In parallel with the HRAA (National) each state Hire and Rental Association (State HRA's) established an EWP division. These State HRA-EWP Divisions were the operating centres for the EWP programmes with the national EWP Division providing co-ordination.

In some ways these State HRA-EWP Divisions reflected the previous EWPAA initiative of setting up state groups. However, they were much more structured as they were part of State based associations which are independent legal entities.

A major benefit of this arrangement was the State HRA offices and their membership were fully established in both metropolitan and country areas. Through these structures and good leadership the EWP Divisions grew rapidly to the extent that their membership increased to about three times that of the previous EWPAA.

For the first time it could be said that the EWP programmes were reaching the majority of owners and many of the users of this equipment in all states, including country areas.

Unfortunately, the merging of the two associations also had some disadvantages. This organisational arrangement proved to be cumbersome, slower to act and less efficient than it was previously as a single national association. As a result, towards the end of 1997 it was decided that the EWPAA would be re-established as a separate national association - a return to the pre September, 1994, structure.

The New EWPAA.

The EWPAA was re-established on 1 January, 1998 and it was formally incorporated on 2 February, 1998.

The challenge for the new association is to use the advantages of having a single national association to benefit all members, whilst retaining the membership

coverage obtained through being part of the HRAA.

The advantages of a single national association, compared with a federation of state based association, can be summarised as;

- the organisation structure is more streamlined,
- the Executive Committee can make decisions directly rather than having to seek a consensus of States,
- further to the above, the single association can be more responsive and quicker to act on problems or opportunities,
- it is easier to maintain national uniformity in the programmes offered to members,
- there is only one set of accounts and one set of records (including card registers),
- stationery stocks can be centrally controlled.

To ensure that members do not become isolated and to facilitate their involvement and input into the EWPAA and its programmes, EWPAA member groups or committees have been formed in each state. These committees meet regularly so that contact is maintained, local issues can be addressed, new members recruited and new initiatives and opportunities for improvement can be put forward to the Executive Committee. To support this linkage, the Chairperson of each State Committee is automatically a member of the Executive Committee.

Whilst all members have direct access to the Executive Officer, members of the Executive Committee and the technical Consultant, these State EWPAA Committees are the forum where members can canvas issues which are important to them and the industry.

The EWPAA will remain affiliated with the HRAA.

This will allow the Associations to combine and present a united front to government and other bodies on issues which affect them.

The viability of the EWPAA depends upon its membership. Full transfer of members from the HRAA-EWP Divisions will give a total of over 200. To date approximately 2/3 of these have applied to join the EWPAA. In addition, new members continue to come forward particularly from a wider base of suppliers and end users.

It is important that members of the previous EWP Division who enjoy the benefits of EWP programmes, particularly the use of EWP cards (green, blue and yellow cards) understand that they need to join the EWPAA if they are to continue to use them.

For all organisations involved with the EWPs, there are many significant benefits in becoming a member of the EWPAA. It gives them an opportunity to participate in an association dedicated to the EWP industry, including input into its policies, access to its programmes and cost concessions in the purchase of stationery.

Eric Johnson
Eric Johnson & Associates
Consultant to the
Elevating Work Platform Association

For further information or a list of stationery please fax or mail the form below or contact the Executive Officer, EWPAA directly on: Tel (02) 9970 6301 Fax: (02) 9970 6301.

.....Tear off.....

To : Executive Officer
Elevating Work Platform Association of Australia
P.O. Box 50
Elanora Heights 2101

Please forward information on membership of the EWPAA/EWPAA stationery to:
(strike out either one if not applicable)

Company

Contact Person

Address

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Post Code.....

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We are involved in the EWP industry as:

Tel: (02) 9970 6301 Fax: (02) 9970 6301

- ☐ manufacturer or supplier of EWPs
- ☐ supplier of goods or services to the EWP industry
- ☐ hire or rental company supplying EWPs
- ☐ owner and/or user of EWPs.

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12.00 noon
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5.00 pm
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Seminar
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LINCOLN'S TOUGH RELIABILITY SERVES THE HIRE INDUSTRY

Welding equipment is a mainstay of most hire fleets, with a range of engine and mains driven welders held for use by contractors, tradesmen and handymen. The repetitive use of hire equipment means that it must be both tough and reliable. The Lincoln Electric Company has been the first choice for many hire fleets because it offers a wide range of hard wearing equipment particularly suited to a rugged hiring environment.

Coates Hire is one hire company which has chosen to augment its fleet with Lincoln equipment including a large quantity of Weldanpower 350+ machines. Engine driven welding machines are in high demand with hire customers because of their ability to be used without site power and to provide auxiliary power to run other equipment such as lights. To meet demand at the smaller end of the spectrum, Lincoln's recently released Weldanpower 150+ is compact and powerful, ideal for the handyman market, weighing in at under a hundred kilos.

Users of hire equipment expect the latest technology to be available to them. Inverter welding for stick or TIG processes is gaining in popularity and Lincoln is at the forefront in this



Lincoln Electric's new portable Weldan power 150 +, weighing under 100 K is used here to provide welding output while powering and angle grinder

area. The Lincoln Invertec V250-S is ideal for structural fabrications, refinery work and any application requiring high quality welding. Previous technology produced cumbersome machines that weighed in at over 300 kilos and required lifting tackle to move anywhere. In comparison, the Invertec V250-S weighs under 20 kilos; a one person lift.

Portability is high on the agenda for hire companies and Lincoln's new Invertec V130-S, which weighs only five and a half kilos is ideal for on-site welding in even the most restricted and inaccessible areas. The machine operates from a 230/240V single phase supply and features arc control to minimise spatter and for a consistently smooth start, has automatic hot start.

All Lincoln welding machines are solidly constructed from corrosion resistant materials. Adding to Lincoln's popularity for use as hire equipment is the guarantee for the

supply of spare parts from ten years from the last date of manufacture on any welding machine supplied.

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Association News

The new National Association Committee was chosen at the AGM conducted in Sydney in March.

The National Councillors for 1998 are:

President

Peter Walden
Generator Hire Service
Queensland
Tel: (07) 3216 7722
Fax: (07) 3216 7075

Vice President

Richard Stevens
Richard Stevens Hire
South Australia
Tel: (08) 8277 0022
Fax: (08) 8277 0889

Steven Donnelley
National Hire
New South Wales
Tel: (02) 9666 4766
Fax: (02) 9666 3701

Maurie Abbott
Abbco Equipment Hire
New South Wales
Tel: (02) 9533 1177
Fax: (02) 9534 1332

Gary Kerr
Kerr's Northside Hire
Victoria
Tel: (03) 5278 6011
Fax: (03) 5278 8398

Norm Wright
Torquemate Engineering
Victoria
Tel: 0419 335 254
Fax: (03) 9740 9189

Tracey Barker
Expressway Hire
Queensland
Tel: (07) 3208 2370
Fax: (07) 3808 1609

Brian Goudie
Atlas Copco Hire
South Australia
Tel: (08) 8447 2911
Fax: (08) 8341 2150

Peter Welsh
Hi Lift

West Australia
Tel: (08) 9359 0207
Fax: (08) 9359 0207

Richard Crommelin
Crommelins Hire
Western Australia
Tel: (08) 9345 3460
Fax: (08) 9240 1271

Barry Martin
Belmont Hire
Western Australia
Tel: (08) 9478 1466
Fax: (08) 9479 3049

New South Wales Presidents Report

The past twelve months have been very successful by way of Association services to members with some outstanding achievements.

The establishment of a credit bureau with the sharing of information such as doubtful accounts, stolen or missing equipment and details of people who hire equipment with no intention of returning same. The information in relation to our newly formed Credit Bureau has and will be promoted through a series of workshops covering, Sydney, Wollongong and Newcastle.

Electrical testing courses; 4 classes were held over the last twelve months all of which were fully subscribed and it is our plan to increase the number of courses over the next twelve months so as to compensate for demand. These electrical testing courses meet government requirements, are economical to our members and at the same time, a good avenue of revenue for our association.

Supplier nights: 4 Supplier nights were held during the year and many thanks to our loyal suppliers, Snorkel - Electrical Eel - Laserquip and Makita. All of these suppliers put on very successful nights, supplying supper and a wealth of information and training to our members and member staff. The average attendance to these supplier nights was around 35 and so we hope that with continued support of valued suppliers we will be able to again hold another 4 nights over the following year.

Earlier this year the Hire Association was approached by Party Hire members to help represent their needs in relation to negotiations with SOCOG. This gave the association the opportunity to help lift the profile of the event division and to further their desire to be a major contributor and supplier to the upcoming Sydney 2000 Olympic Games. These meetings have been very successful and updates of events have been published in our members newsletters.

Regretfully, the EWP division is no longer part of the Hire Association New South Wales division, however they have reformed under their own banner and still remain

members of the National Hire Association of Australia. We would take this opportunity to wish them every success for the future as an independent organisation in our National Association and always assure them of our support.

In association with the Australian Business Chamber over the last twelve months we were able to achieve the following.

Three member presentations, the first being an informative discussion on national plant standards that are due for implementation later this year. There is always confusion among members in relation to national plant standards and so informative discussions organised by the chamber are always welcome and an asset to us all.

Who could forget the discussion evening with David Churches, from SOCOG and the enormity of the games to be held in Sydney in 2000.

Finally the successful away meeting at Mudgee, where we had the opportunity to hold discussions on the very important subject of "Employing people and Debt Recovery."

Final the added benefits of belonging to the chamber, 300 telephone calls were received by the Australian Business Chamber from our members over the last twelve months wanting information in relation to work place matters, such as wages and conditions, unfair dismissal advice, union membership on building sites and enterprise agreements. Five companies were represented in the Industrial Commission.

Our industry is undergoing huge changes as a result of the industry moving forward. Legislation, Licensing Standards, Competition are just a few of the very good reasons why, we need to form a strong and viable association. I hope that we all see the benefits of belonging and put ourselves forward to help our association and ultimately ourselves.

Maurie Abbott
Past President

Victoria **Presidents Report**

It's been another busy year for the Association although in some areas less active at division level.

In some respects the Association has had some major achievements which should benefit members for a long time.

The year started out with some members being involved in an industrial dispute with unions at the Avalon Air Show. As results of the dispute would have had ramifications for many other members, our previous board decided that the association should be involved and lend their support. The result was an amicable settlement by all parties and a clear message that the Association was behind its members.

Safety instruction sheets were introduced during the year in a joint effort with the Victorian WorkCover Authority. During the production of them a working relationship developed with the V.W.A. which is still going on.

A Project, headed by Gary Kerr, is under way regarding our industries classification for WorkCover premiums. For the first time, the V.W.A. is prepared to listen to the

Associations proposals, so now it is up to members to supply Gary with the details he needs.

The E.W.P. Division, temporary site and South West region held regular meetings during the year but the construction, events and associate divisions were beset by difficulties, resulting in meetings being cancelled or not even scheduled.

One reason was that our long standing venue changed hands causing considerable confusion. This was compounded by the fact that several division chairman were tied up with work commitments at the expense of their divisions.

A further difficulty was due to the change of meeting night from the first to the second Tuesday of the month. That was done at the request of members to move away from the end of month's accounting period.

OAMPS, our industry insurance brokers, have demonstrated their faith in our Association by completely revising their insurance package for members only. This new arrangement has been again endorsed on a national basis.

I am pleased to say that the 'Hire Guide' was once again effective in promoting the concept of hire and with 487,000 copies circulated, must have had considerable influence on the general public.

During the year the EWP divisions withdrew from our Association to reform their own corporate structure. The new structure will eventually become affiliated with our own Association. I'm afraid that no further details are known at this time

A major restructuring of the Hire & Rental Association of Australia and a review of the current national structure has been the topic of discussion of several recent national council meetings the most prominent trend in ideas at this stage appears to be for a single national body, and secretary, to run the Association, with the states reduced to committees.

The present stance is for Victoria to remain as an independent body until a more detailed proposal is developed for consideration.

Our reason for taking this position is as follows:

1. Victoria has the largest membership of any state despite the fact that, unlike some states, each member represents an independent company.

2. Victoria has active divisions and regions responsive to individual division or region requirements - this was demonstrated during the Avalon dispute.

3. Victoria's board represents a cross section of it's membership to ensure all its membership have representation.

For Victoria to consider any change to its present status would need a proposition that would improve on the above.

In Summary, Victoria already has a vibrant, healthy state association which all members can and should be proud to be a part of.

Finally I would like to thank all the Committee members who have conscientiously and generously dedicated their time and efforts into making the Victorian Region of the Hire and Rental Association the success that it is.

Norm Wright
Past President

Queensland Presidents Report

1997 - A big year for the Association!

Welcome to all the new members, may you enjoy many new friendships and business contacts through our Association and we look forward to your input and attendance at our meetings, courses, functions and events. To our members of long standing, I thank you for your continuing valuable support to the industry and the Association, especially those who have given freely of their time and resources to ensure the continuation of an active, effective and involved Association.

The Association has held many events this past year, all have been very well attended. The Annual Northern Roundup for our country members was hosted by Pat & Jenny Pilcher of Bowen Hire at Laguna Quays Resort in Proserpine. Special thanks to Pat & Jenny for a fantastic weekend. The 1998 Roundup will be in Palm Cove Resort, Cairns.

In Brisbane, we had a workshop night hosted by Gameco and Tommy Tucker Trestles. A Police Education Night was held at All Hire and Trading to inform members on the changes to the Fraud Act and how it will help us in equipment/money recovery. We also had a fabulous Christmas Party at Equipment Hire Service that was a great success.

Of course the major event in our region was the National Hire & Rental Association Convention held at Jupiter's Casino on the Gold Coast. This event was organised by the Queensland committee and proved to be an enormous success. The event saw delegates travelling in from across Australia, New Zealand, USA, England and a contingent from South Africa. It was great to see a wide Queensland contingent especially those regional members who we don't get to see too often. I hope everyone had a relaxing busy, informative time and went away with a lot of new product information and some thought provoking ideas on improving staff relations and motivation.

This year we have seen the establishment of an Electrical Testing and Tagging Course designed for our industry. I can not stress strongly enough the importance of this course and the necessity for each company to ensure they enroll some staff in this course. Those who have completed the course have spoken very highly of it and whilst I myself am a fully licensed electrician I can see the importance to the industry for this course and the quality of safety it brings to your business when staff are properly trained in electrical safety testing. Thanks to Len Mountford of Equipment Hire Service for all his work in establishing and organising this course.

1997 has certainly been a very busy and very successful year for the Association. I wish to thank all those who have given their time and skills to the Association and trust that others will also offer their talents for upcoming committees and events. My thanks to the 1997 Management Committee for their support.

In concluding, I would like to take this opportunity to bring to your attention that our Queensland Association will be celebrating thirty years in 1998. A milestone to be proud of, is an indication of our dedication to good business practices and relations. A good communication network can benefit all who make the effort to get involved.

May 1998 be prosperous for you all.

Peter Walden,
Past President

South Australia

The A.G.M. this year was held at the speakeasy Restaurant in Norwood, Adelaide. A guest speaker from the State Government office, Information Technology Department gave a very interesting address on "Electronic Office Technology," this included the Internet, electronic transaction systems and smart cards.

The event was well attended with sponsorship from the following Companies, making it a very successful dinner/evening.

Major Sponsor:
Compair (Australia) Ltd.
Sponsor:
Wacker Australia Pty Ltd.
Partner Dimas Australia.

New President:

Brian Goudie of Atlas Copco Hire Australia was elected President of H.R.A. S.A. Region for the next term. The Association Vice President is John Quirk From Blackwood Hire Centre.

Major Activities 1998.

The Association has embarked on two major projects for this year:

Membership standards and recruitment
OH&S workshops for the Safety Manual

Western Australia

Western Australia recently held their annual Trade Night at the Burswood Water Sports Centre on the 18th March 1998. We had fifteen exhibitors providing ongoing, interactive displays and the night was well attended by both members and non members. The weather was perfect and refreshments and a sausage sizzle were provided to cater for all. From all accounts the night was successful and we hope to make it even bigger in the future.

Welcome New Members

Mr. Steve Braithwaite
Prof. Collection Service
2/228 Hawken Drive
St. Lucia South 4067

Mr. David Johnson
Waterbrook Enterprises
79 High Street
Bethania 4207

Mr. Dave Rutter
CSP Hire Pty. Ltd
72 Sugar Road
Maroochydore 4558

Mr. Craig Batten
Verner Sales & Services
29 Beatty Road
Archerfield 4108

Greg & Cheryl Hamilton
Complete Hire Services
29 Dalton Street
Redcliffe 4020

Mr. Neville Maas
MAAS Industries
4-129 Targo Street
Bundaberg
4670

Mr. Roger Hart
Atlas Copco Hire
P.O.Box 63
Corinda 4075

Mr. D. McIlwraith
Jaden Loaders
43 Fisher Drive
Burleigh Heads 4220

Mr. Peter Bensley
DeWalt Power Tools
P.O.Box 839
Park Ridge 4125

Mr. Hugo Cameron
Instant Access Australia
8 Sugarmill Road
Eagle Farm 4009

Mr. Terry Newcombe
Power Tool Services
1108 Ipswich Road
Moorooka 4105

Mr. Michael Mitchell
Caboolture Hire Service
3/6 Henzel Road
Caboolture 4510

Mr. Ross Hepburn
Aberdeen Hire Service
316 Hoddle Street
Abbotsford 3067

Mr. Rodger Knights
Hire-It-Plant Hire
561 Doncaster Road
Doncaster 3108

Mr. J. Caprara
Donpra Hire
P.O.Box 598
Morewell 3840

Mr. Steve Ashenden
Dingo Mini Diggers
Factory 1,
30 Station Street
Cranbourne 3977

Dale Hocking
Metro Equipment Hire
91 Grants Road
Somerville 3912

Mr. John Robertson
Mitchell Hire
9 Upper Goulburn Road
Tallaroak 3659

Mr. Geoff Tucker
No Fuss Events
P.O.Box 1123
Clayton South 3189

Mr. Jeff Stevens
Perfect Party Hire
486 High Street
Echuca

Mr. Peter Riordan
Riordan Hire & Hardware
P.O.Box 222
Colac 3250

Ms. Carolyn Atkins
Sky-High Access
10 Oak Grove
Langwarin 3910

Mr. Peter Lion
Super Groups
8 Industrial Avenue
Nottingham 3168

Mr. Gerry Smith
Total Tools Ferntree Gully
764 Burwood Highway
Ferntree Gully 3156

Mr. Ray Topping
Gilbert Lodge Australia
P.O.Box 541
Archerfield 4108

Mr. Chris Goddard
Genie Australia
P.O.Box 394
Richlands 4077

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Tim & Lyndell Kobson
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10 Doomben Court
Willeton 6155

Mr. Murray McLean
Instant Scaffolds
73 George Street
West Perth 6005

John & Dianne Boekhout
Hire Em Holidays
116 Briggs Street
Welshpool 6106

Queensland Trade Show

Our first Trade Night for 1998 was held on Wednesday the 18th March at the Mt. Gravatt Showgrounds. The weather forecast was that a severe hailstorm was heading our way, luckily the storm held off until we all went home.

Over 150 people attended the evening, Hire Companies were well represented to show support for our Suppliers who sponsored the evening. A special thank you to Patricia Mountford for her endless telephone calls & excellent organising skills. Thanks also to Carol, Ray, George & Dom of Equipment Hire Service for their catering talents.

Invited guest speaker was Gordon Irwin from the Dept of Mines & Energy who gave an informal lecture on "gas safety" in our Industry, the attendees found this topic very interesting and informative.

Waterbrook Enterprises, Flexovit Abrasives, DeWatt

Power Tools, GNT Wholesale, Briggs & Stratton and Willwin Welding all donated door prizes. With the major prize of the colour TV being won by David Hunt of Flexovit Abrasives.

A good night was had by all, these events are a good opportunity to catch up with other members, meet new Members and exchange Industry gossip.

The Association would like to thank Cliff Hughes of City Hire Service for his assistance in supplying the cold room, outside tables & chairs. As well thank you to Peter Walden of Generator Hire Service for supplying us all with outside lighting & music.

Acknowledgement of appreciation from our Suppliers to Len Mountford for his time and energy in co-ordinating this successful Trade Show.

Sharlene Grant

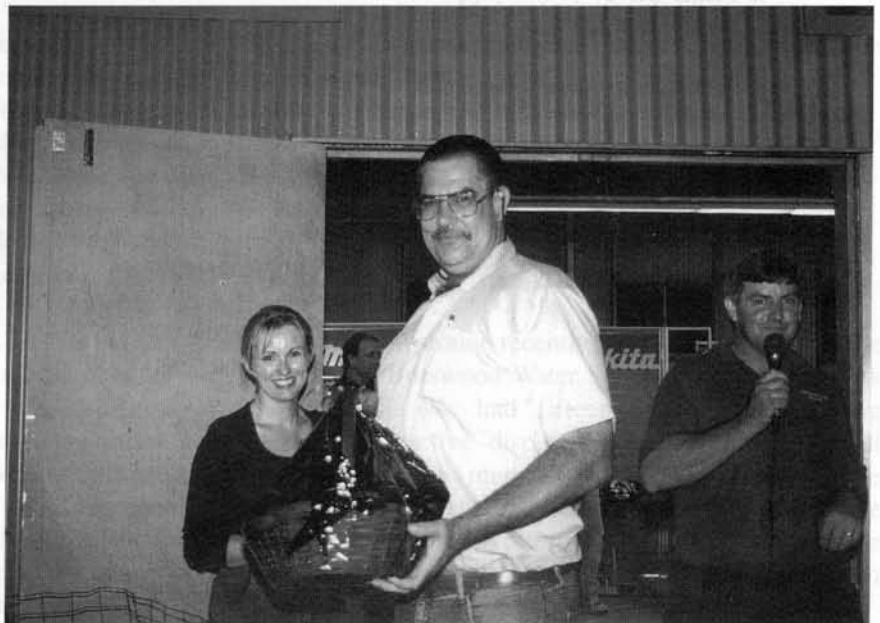


*Top L/R Trevor Head
(Gold Coast Hire)
David Johnson
(Waterbrook Enterprises)*

*R/T David Hunt
(Flexovit
Abrassives)
major prize winner*



*L/R State Secretary,
Sharlene Grant, Kevin Topp
(who won a door prize)
and National President
Peter Walden*



Portable Buildings and The Olympic Games

In the lead up to the Olympic Games we look at different sectors of the hire industry that will be playing a part in the staging of the games.

In this issue we talk to Ian McPhail of Eastern Portable Buildings about the portable building industries involvement in the games.

Editor; Ian, I understand you are part of the select committee from the National Hire Association that is liaising with SOCOG for specific sectors of hire in its preparation for the upcoming Olympic Games.?

Ian; Yes that's right.

Editor; Has there been any specific figures mentioned as to the amount of portable building that will be needed to stage the Games?

Ian; Yes, SOCOG estimates that they will need 100,000 square metres of portable buildings for the Games.

Editor; How does this equate to the actual amount of units required?

Ian; Well the biggest portable building is 12metres X 3metre or 36 Square metres, which means that if they were all that size there will be 2,770 units needed.

Editor; Will the Australian hire industry be able to supply this amounts of equipment?

Ian; It will be very difficult, Because the industry must also continue to service its regular customers during this period.

Editor; Does this mean overseas portable building companies will be called on to supply a good deal of the equipment for the Games.

Ian, Not really. Because all of Australia's portable buildings are manufactured in Australia, it isn't cost effective for overseas companies to import portable buildings here.

Editor ; You recently returned from a trip to the USA. Did you talk with those involved in the portable building industry there about their involvement in the last Olympic Games in Atlanta?

Ian, Yes I did. As it happened, The USA Portable Building Industry could not supply the necessary equipment for the 1996 Games and a lot of the equipment had to be hired from Europe. The main reason being that they also had to continue to service their regular customers during this period. When you consider that one hire company alone has 65,000 metres in its fleet it gives you an idea of the task that is facing Australia.

Editor ; How do you see SOCOG overcoming the problem of the shortage of equipment in Australia?

Ian; From talks with SOCOG, it is apparent that they has done their homework on Atlanta and Barcelona, while they are familiarising themselves with Australian market. Discussion and research are

still be conducted to ensure that every avenue is covered that will make sure that the games are completely serviced.

But it is likely that a combination of portable buildings and special modified tent structures may be used to make up the shortfall.

Editor; Will these modified structures come from Australia?

Ian: It is more likely they will come from overseas.

With several huge trade shows being staged regularly throughout the world, Bauma, ARA etc, it has created a market for these temporary structures.

Companies are building special tent structures which can suffice as portable building. Air conditioning and other facilities can be installed, they are easily set up and dismantled, They are following theses big shows around. The units are easily transportable. After the show they can be dismantled, packed, probably 20 to a container and shipped to their next destination or storage.

Some of these structures were used to make up the shortfall in the Atlanta Games.

This method would also prevent any dumping of equipment after the games.

Editor; The portable buildings required for an event like the Olympic Games would undoubtedly need to be of a high standard.

Do Australian portable buildings meet these standards?

Ian; Yes, They meet all the necessary standards prescribed by SOCOG. Australian portable buildings are considered the equal of any in the world. Portable buildings have progressed a long way from the original site sheds. Modern units are roomy, fully furnished, air conditioned, well light buildings with all the facilities and amenities to make them meet the needs of the most discerning customers.

Editor; What do you see the main problem facing the Australian portable building industry in relation to the Games.

Ian; Portable building suppliers are going to have to be very aware of the market conditions at the time of the games. Where one company in the USA built 500 units for the Atlanta Games and these were then absorbed into the industry. Australia with 18 Million people and a more or less stable industry has to be careful,

The games are a one off but, there will also be other activity coinciding with the games Australia wide, which will increase the need for equipment at this time. If a company enlarges its fleet to meet the demand they will then find the extra units very hard to place into the market afterwards.

Folding chairs reduce warehousing and transport

For many years, folding chairs have been the standard party hire chair in the United States. American party hire companies and others purchase around 6,000 locally made folding chairs per day. Buying decisions in this highly competitive market have been heavily influenced by the need to minimise storage and handling costs of rental products to protect tight margins. While there are similar cost pressures in Australia, folding chairs are not widely used, despite the obvious advantages they offer.

Last year, the Sydney-based Australian Catering Tables began stocking the American made McCourt folding party hire chair. Marketing Manager, Mr Stephen Popplewell, told Hire and Rental that the company made the decision to stock the chair because it saw significant advantages in the product when compared to stackable non-folding chairs. "We are convinced that widespread use of folding chairs has not occurred to date in Australia due to the lack of ready availability of a quality product at a reasonable price. We saw this as an ideal opportunity to expand our product range and fill a hole in the Australian market."

The diagram below shows an indicative comparison of the warehousing space required for chair storage. With the use of pallet racking, 720 folding chairs can be stored in 3 square metres of warehouse space compared to only 180 stackable chairs (stacked 15 high). In Sydney, for example, this warehousing space would

cost around \$100 per square metre per year which means that it would cost \$1.67 per year to store a stacking chair compared to \$0.42 for a folding chair – a saving of \$1.25 per chair per annum.

The compactness and light weight of the McCourt folding chair also results in savings in transport costs. 300 chairs weigh less than 1 tonne and can be physically stacked on a one-tonner. Large quantities of chairs required for some functions can be loaded on fewer, smaller trucks. Loading and unloading of trucks can be achieved in less time. For small "back yard" parties, hirers can often take folding chairs home with them in the backs of their cars.

In addition to savings in operating costs, product durability and support are two other factors which have made folding chairs a success in the United States. Australian Catering Tables is confident that ultimately, similar market pressures in Australia will result in a significant shift towards the use of folding chairs in the local market.

All inquiries regarding McCourt folding chairs should be directed to the Australian national distributor:

Australian Catering Tables

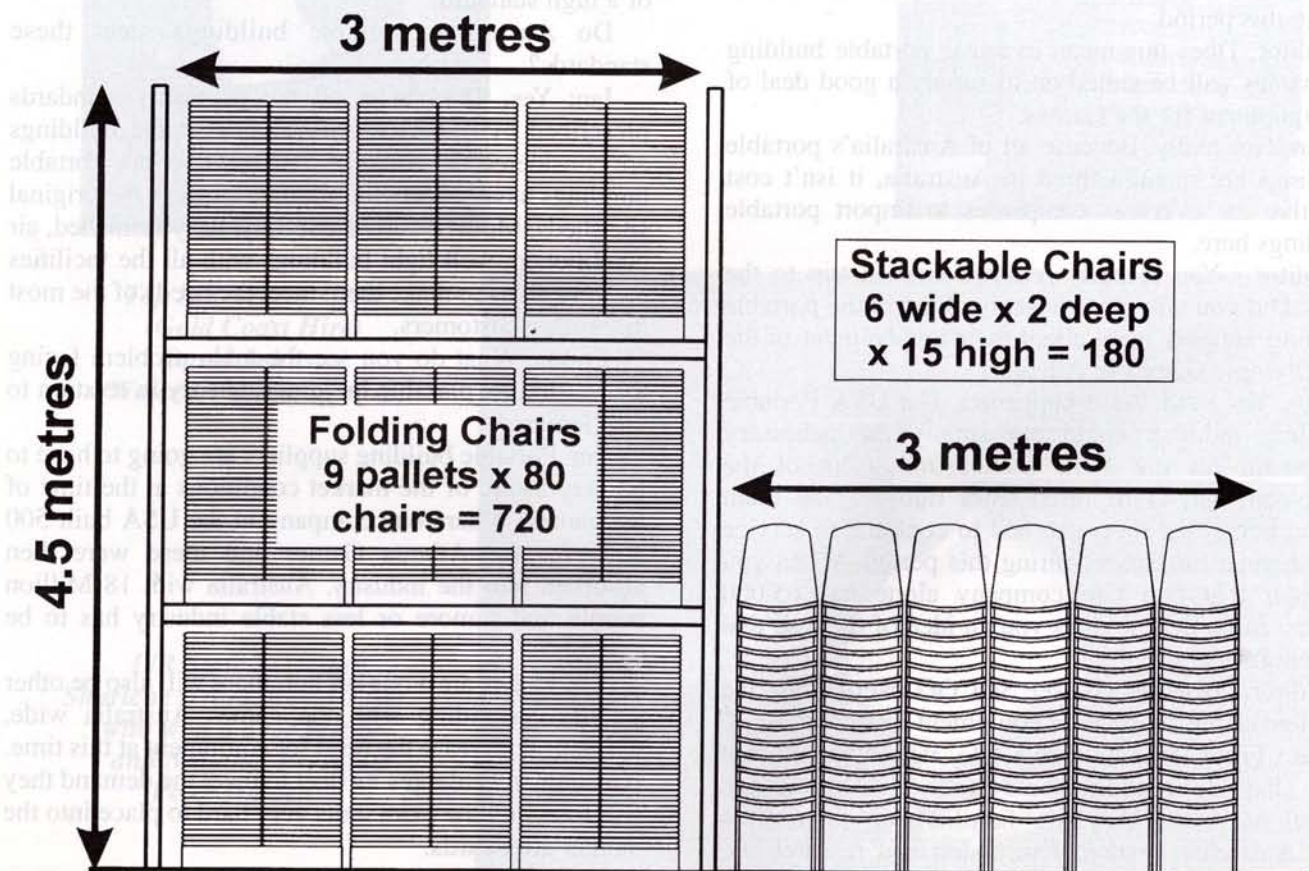
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SYDNEY NSW 2000

Freecall 1800 70 70 72

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Fax (02) 9251 2782



Folding Tables and Chairs

Chairs

McCourt folding chair

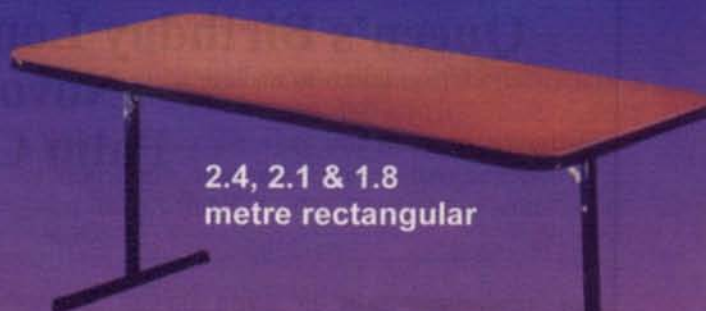


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Stack 60 high
Only 3 kg each
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Available ex stock



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metre round

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table now available

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Also:

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Table cloths



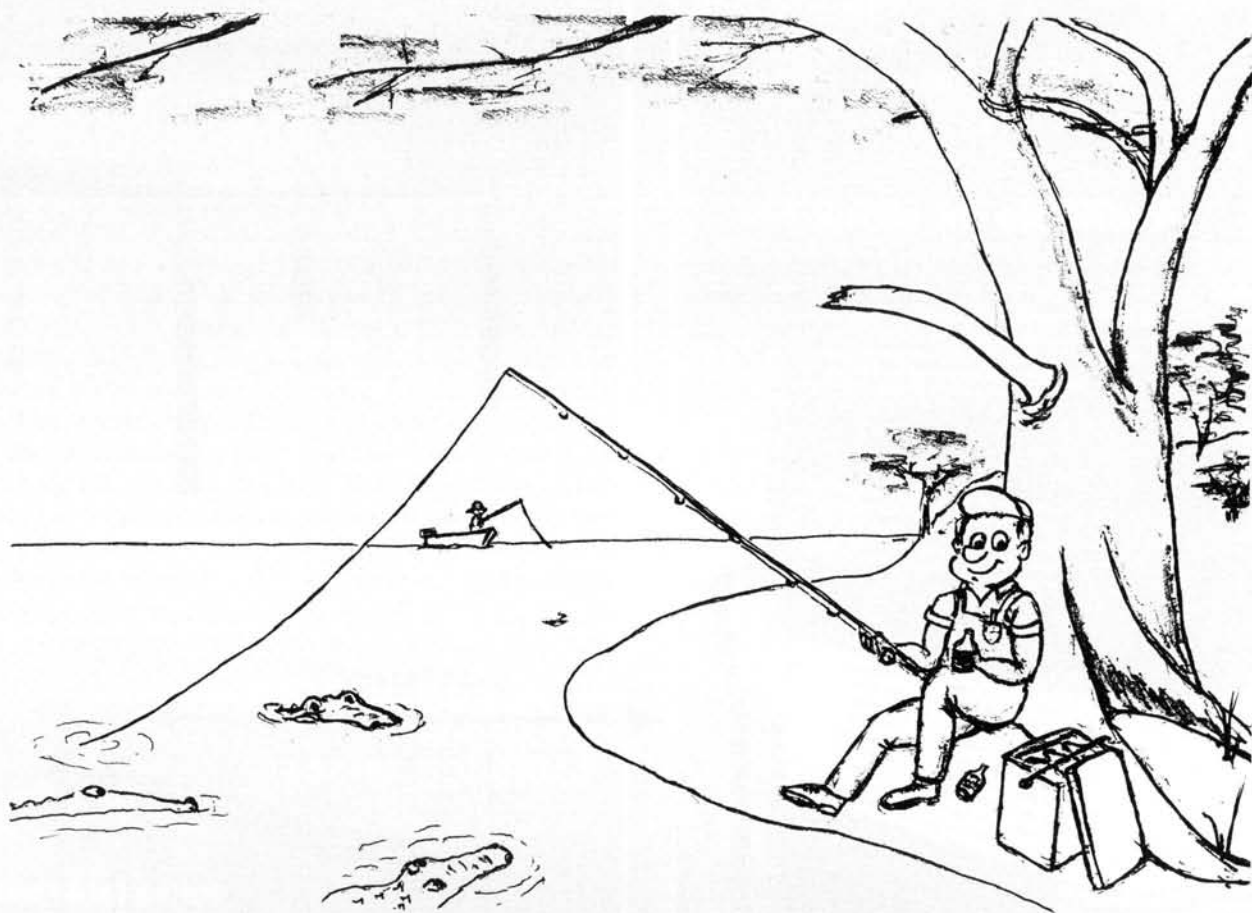
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or

Dan Neate 018 774 547

or Julian Laws
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BEHIND THE FRONT COUNTER STUDY TOUR USA

A contingent of Australian hiremen travelled to the USA in February and conducted a study of the American hire industry. Their findings present an interesting insight into the USA hire industry.

- * The most frequently raised issue was the declining profitability due to the ongoing downward pressure on rental rates and prices despite the booming economy and no apparent change in the foreseeable future.
Intense level of competition and pressure being exerted by end users were most common explanations"
- * Concern in some of the earth moving and elevated work platform rental markets about the interest that manufacturers have in directly entering the rental market especially as some equipment has up to 85% of sales to rental companies.
- * Most rental companies and manufacturers visited were very optimistic about the USA economy for the next 3-5 years.
Also no real concern about the impact of the Asian crisis on the economy.
- * Small rental companies are under a lot of competitive pressure from larger companies who are embarking on very aggressive acquisition program and, in many cases, are paying what appears to be unsustainable high acquisition prices.
Following acquisitions, huge amounts of new equipment are being injected into the new yards. It is quite likely that there will be a significant over supply of equipment if the market turns down.
Part of the strategy on takeover appears to be to offer new equipment for rental to further expand market share immediately after takeover.
- * It is very apparent in the USA that a lot of effort is going into finding new and innovative ways to more cost effectively conduct business.
There is great resistance to price increases (as in Australia), therefore, the only option is to reduce costs by being innovative. This was very evident in retailing and construction which have poor margins.
The rental industry and the major manufacturers are very focused on developing new equipment which improves productivity.
This could also account for some of what appears

to be over capitalism of rental operations.

- * Yellow Pages are very important in advertising rental stores, also use representatives extensively and direct mail to the residential consumer market.
- * Mark up on hired in plant varied up to a maximum of 30% of cost. A quick survey among the Australians came up with a maximum of 15%.
- * Companies do not see value in painting equipment in corporate colours. Prefer to leave in manufacturers colours and merely add decals identifying rental company.
- * Innovative and focused customer service was considered the best option to offset price discounting which is a major problem
- * Longer term rental contracts (up to 4-5 years) with 100% service built in are another method being used to combat discounting. Being done successfully by Horizon High Reach Rentals.
- * There is a focus on cross training of staff to sell and service various different types of equipment as can respond more quickly to a customer's request.
- * A significant portion of the heavy equipment rental market is plant owners who supplement peak demand periods with hired plant.
- * Hard to combine dealership and rental mentality as not same urgency to respond to sales inquiry as there is to a rental inquiry.
- * One plant line in Upright manufactured 2 650 units and sold 2 050 in the USA. The remaining 600 went to world wide distribution.
The official view is that the rest of the world is slower to recognise the value of investing in improved productivity based equipment.
- * Ownership of clients can be secured to company by ensuring a number of different staff are involved with client during the hire/sales process.
- * All concrete supply sold out for next three years in San Fransisco area.
- * Some rental companies believe reach equipment

is still in a growth phase.

- * Environmental issues are now a significant operating factor. Night deliveries are also being considered due to freeway traffic congestion during daylight.
- * Capital cost investment recovery period in some areas has blown out from two to three years. Use of refurbished used equipment being undertaken to improve investment return.
- * Entry of hardware stores into rental market does not appear to be affecting rental companies who are not concerned about the future as servicing of equipment is a problem to these stores.
- * A A Rental individual ownership operating on a common identification co-operative principle is very innovative and effective.
- * Profit sharing and incentive schemes were wide spread in rental and manufacturing industries we visited.
- * Use of a series of TV monitors and cameras to locate staff throughout premises by people at front counter.

* Impression that American manufacturing is recovering technology edge lost to overseas over the past few years.

* JLG's Equipment Services purchase used JLG equipment on the open market - refurbish and rent/sell back to market through their dealer network. Also, offer service to existing owners of JLG equipment for complete refurbishment, called re-manufacturing process.

* USA appears to have easily absorbed additional portable buildings built for Olympic Games in Atlanta into general market.

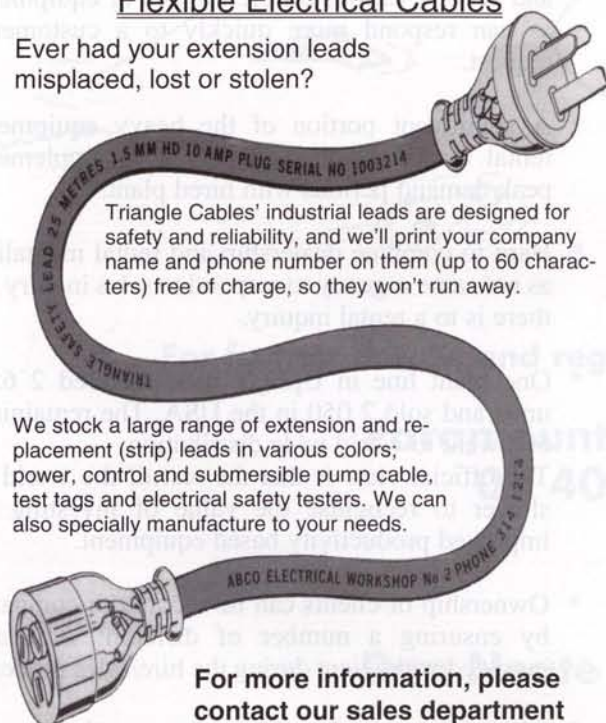
Thanks to :

Stephen Donnelley	National Hire
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John Stephens	Richard Stephens Hire
Phil Pontey	Instant Upright
Tim Nuttall	JIG
Mike Wilton	Morland Hire
Ian Donald	Donpra Hire
Ian Mcphail	Eastern Portable Buildings

for compiling the information for the above article.

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Winter Tips from Baytex

Now that the late summer rush is over for most Party Hirers there is the inevitable inclination to toss all the wet PVC, bent stakes, broken poles, torn side walls and rusty frame parts into a pile at the back of the shed and forget about them till spring or until the Fairy Godmother comes and cleans up the mess for you. But alas as you already know the Fairy Godmother like the Tooth Fairy never comes to good little party hire people, not any more anyway.

Now's the time to introduce your winter maintenance plan because a plan is the closest you'll ever get to a Fairy Godmother. If you don't already have one start your plan now with a To Do list, write it up on a big sheet of paper and pin it up in a conspicuous place in your workshop for all staff to see and act on.

Baytex actively support their products and have a good range of parts and accessories to help customers maintain and upgrade their equipment. Customers with older style Clipframe marquees should take the opportunity to upgrade to the latest designs, in many cases this is not an expensive exercise and could quickly pay for itself in improved operational efficiency and better presentation. Owners of Clipframe Marquees should carefully check all their clipsets, button locks and brace bars as these are important for the structural integrity of the frame

system. Make sure that you have at least a small stock of spares of all these parts.

Even the best fabrics have a use-by date like it or not. Baytex has always sourced its premium fabrics from Europe and is currently using exclusively Ferrari PVC in several different qualities. For across the range consistency and long term colour stability Ferrari is proving a class leader compared with other PVC's so regular maintenance and cleaning with Baytex's own Silktop Cleaner will ensure maximum life from your fabric allowing you to push that use-by date out even further.

Reinvest a portion of your revenue on new stock each year. 15% of sales is a good figure to start with and look to borrow if you plan to spend significantly more than this.

And if you are planning to reinvest in new marquees you can't go past the Baytex 9M and 10M Series II Clipframe for simplicity, speed of erection, good looks and value for money. Or for something a little bit different try a selection from the exciting Springtop Range now in sizes from 3 Metre to 10 Metre.

If you think that Pole Marquees are old hat think again because the Baytex Electron Range is as popular as ever especially now that we have added the Double Pole 15M wide to fill the gap between 12M and 18M.

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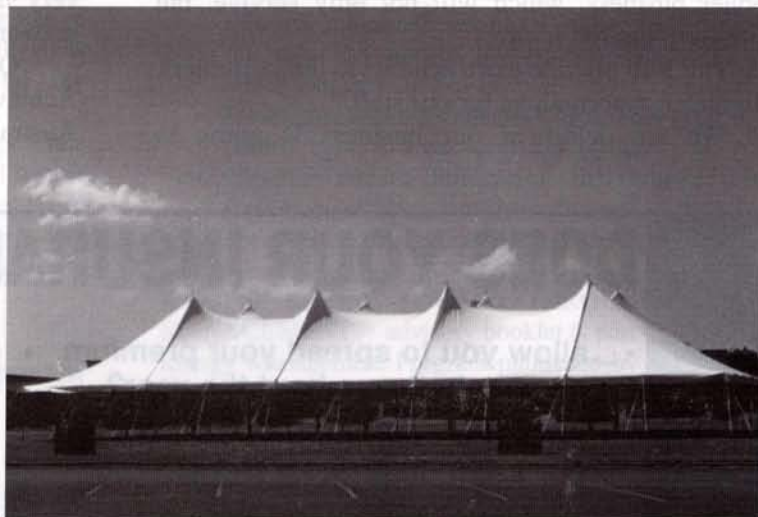
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Kennards buys Stevens Group

Kennards Hire is expanding into Victoria and South Australia through the purchase of the 15 branch Richard Stevens Hire group.

The acquisition which will be finalised in June, culminates a long and close association between Australia's oldest, family-owned equipment companies, which operate almost identical businesses in different states.

Kennards' growth to 56 branches comes as the company celebrates its 50th year in Business.

Richard Stevens Hire which was founded in 1958, has 10 outlets in Adelaide, and a further five, trading as BE Hire in Victoria.

Kennards' Existing 41 centres are in NSW, ACT and Queensland.

Principals of the two companies believe a merger of operations will produce a business which is stronger and more competitive, while remaining fully Australian and family-owned.

Managing Director of Richard Stevens Hire, Richard Stevens, said he and his co-owner brother, John, were certain the deal was in the best interests of customers and staff.

"As the hire industry expands, businesses which operate in a limited geographic area will find it increasingly difficult to compete," Mr. Stevens said.

"Merging our operation will produce a much stronger business, which will not only survive, but thrive well into the future."

"This will provide extra benefits to our customers, and greater opportunities for our staff."

"We are delighted our business is going to

Kennards, a fully Australian, family-owned business, with whom we have enjoyed a close association, going back many years."

"The two firms target the same market, including small to medium contractors, local businesses and home improvers, and share the same beliefs about providing good quality, reliable equipment and exceptional customer service."

Managing Director of Kennards Hire, Peter Lancken, said expansion into Victoria and South Australia fulfilled a long-held goal of the company.

"It will enable us to offer equipment services in Victoria and South Australia to our existing customers, while introducing our style of hire to many more people," he said.

"We have had our eyes on the southern states for a long while, but have been prepared to be patient and wait for the right opportunity."

"We believe Richard and John have done a great job in building a business with a great reputation for service and quality."

"Kennards is committed to not only maintaining this high level of quality, but striving for further improvement in the years ahead."

"We will expand the range and depth of equipment at all 15 hire centres, and introduce quality of operations procedures and testing, which have led to very high standards throughout our existing branch networks."

"Our focus on quality won Kennards an award for Achievement in Business Excellence in the 1997 Australian Quality Awards."

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Energy Use Minimisation

**How would you like to save 25%
of your electricity and fuel bills?
And contribute to reducing
greenhouse effect at the
same time**

Introduction

Such savings are a realistic target for businesses starting an energy management program aimed at minimising energy usage. Actual ranges from 5% to 30% in total costs have been experienced for those businesses which have not taken any measures to improve energy efficiency in the past.

Production of energy used to generate electricity and in the burning of fuel in internal combustion engines and heating etc., generates carbon dioxide and other gases which are major contributors to the 'greenhouse effect', - a worldwide concern. So we can reduce carbon dioxide production released into the atmosphere and make substantial savings at the same time by reducing our energy usage.

One of the outstanding features of an Environmental Management System (S), is that it incorporates an opportunity to make substantial savings by incorporating this energy saving element. It works two ways; by eliminating waste and also promoting the efficient use of energy. And it's not too hard to accomplish, with some immediate savings and short pay-back periods for any expenditure that may be involved.

A short preliminary check of energy costs and possible savings, without significant expenditure, if any, will almost always show at least 5% savings. Some 'guise limit' expenditure can result in added savings over one to one and a half years. Common targets are 5% to 10% reduction each year for three years. Not bad?

Basic steps in an energy management program

The main steps involved are:

- Carry out a short preliminary survey of energy usage and costs.
- Appoint someone to be responsible for the program.
- Carry out a more detailed survey.
- Decide specific areas where savings can be made and how to get them.
- Get all employees involved.
- Set up the procedures, (with readily available expert help if necessary)
- Check results and keep it going!

A program will involve ways of saving on energy use and costs of the following:

- Electricity used for:
 - lighting
 - compressed air systems
 - heating, cooling and ventilation
 - power generally, especially electric motors
- Fuel used for:
 - transport
 - heating
 - any internal combustion engines

The program will involve looking at:

- minimising wastage
- improving efficiency of existing methods
- using renewable resources, (solar heating, etc.)

Energy conservation checklists

Lighting management

- Use natural light wherever possible.
- Switch off unnecessary lights. Check that illumination is not more than necessary for the tasks in all areas. (See table of recommended illuminance for various tasks).
- Use lightest colour practical for walls and ceilings and clean them regularly.
- Replace worn-out lamps, and luminaries and clean them when lamps are replaced
- Consider replacing incandescent lamps with higher efficiency fluorescent or metal vapour lamps including the newest types of low-energy fluorescent types which can save up to 16%.
- Investigate use of inexpensive light-sensing devices to control lights in areas receiving daylight.
- Clean or replace 'luminaries' (the complete system including reflectors and ballast), with more efficient ones, which can improve lighting by up to 40%.

Refer to "SAVING ENERGY THROUGH LIGHTING MANAGEMENT" - advisory booklet 6, part of the National Energy Management Program published by the Australian Government Publishing Service, Canberra (AGPS). Available from AGPS bookshops, and some electricity providers.

Electric motors and machines

- Select electric motors so that they run as near full load as possible most of the time (unloaded motors operate very inefficiently).
- Turn off equipment when not in use. Even unloaded equipment will consume power. Use 'switch-off signs'.
- When due for replacement, install as small a motor as possible to suit the load.
- In larger organisations, consider a peak-shedding' monitoring system (if electricity rate is based partly on maximum demand, by reducing maximum demand).

Heating cooling and ventilation

- Check if insulation of roof and walls is feasible.
- Close unnecessary openings.
- Erect weather screens to help protect doorways and large openings in buildings.
- Consider 'spot' or local heating.
- Regularly clean all air filters.
- Thermostatically control all heaters and air conditioners.
- Ensure thermostat sensors are correctly located away from heating or cooling units, or other heat producing lamps or sunlight.
- Set thermostats to minimum comfort temperature.
- Switch off heating before the end of the working day.
- Heat storage by the building structure will usually ensure comfort for some time.
- Consider a false ceiling where ceiling heights are excessive.(e.g., offices, older buildings). This reduces power demand for heating or cooling.

Compressed air management

- Repair all leaks promptly. They loose more air than you think and this air is definitely not free.
- Use the minimum pressure required. High pressures lead to excessive press drops and heavier leaks. Air system losses are one of the greatest source energy loss in industry.
- Do not use oversized compressors. This wastes both capital and operating costs.
- Operate compressors near maximum load, but do not overload.
- Switch off when not in use.
- Ensure air inlets are as short as possible and in a cool, dry, clean place, the warmer the inlet air, the lower the delivery volume and the higher the cost per cubic metre.
- After-cooling should be as efficient as possible.
- Clean all filters regularly.
- Ensure that all air mains, hoses, couplings are adequately sized, (not too small), and leak-tight.
- Avoid mis-use of compressed air, e.g., cooling cleaning down, (except in exceptionally difficult places like small holes otherwise inaccessible by brushing etc). Low and medium pressure blowers or industrial vacuum cleaners use much less power and can be used in most cases.
- Use air-motors only where absolutely necessary. 2% efficiency. Air motors have only 10% to 20% efficiency.

Fuel delivery, storage and distribution system

- Eliminate leaks and spills and overfilling. Check underground and above ground storage, pipes and filling and decanting points.
- Guard against theft. Security is essential. Proper record keeping is necessary to detect theft.
- Investigate all stock discrepancies for possible theft, leaks or mix-delivery.
- LPG: Check regularly for gas leaks and repair

immediately. (For safety reasons also).

- Use welded pipes instead of screwed pipes.
- Maintain sealant in lubricated valves to avoid leaks.

Saving diesel fuel (or petrol) In road transport

Where does the fuel go?

The energy in fuel is converted into mechanical energy at the flywheel and heat, which is wasted. The mechanical work is required to overcome the following kinds of resistance to vehicle movement:

- inertial resistance, or power to start and accelerate
- rolling resistance of moving vehicles
- aerodynamic drag resistance of moving vehicles.

Savings in fuel use can be made by:

- driving practices
- reducing rolling resistance
- reducing aerodynamic drag
- improving power train efficiency
- using the right vehicle for the job
- vehicle maintenance
- scheduling of operations to avoid unnecessary trips.

The average diesel is probably able to save 25% of fuel usage, and up to 50% is possible in some cases, by using the above options. Most of the efficiency improvement measures apply also to petrol powered units.

Also:

- use of fan clutches to disengage fan when it is not needed. Fans use about 5% of rated engine capacity and are the largest power consumer of the accessories group.
- use of radial tyres at maximum pressure and low-friction engine lubricants to reduce rolling resistance.

Operation schedules and administration

- scheduling and loading to give full loads as much as possible and no unnecessary trips
- regular preventive maintenance
- watch fuel stocks to ensure cleanliness, lock tanks to void theft of fuel.

For a detailed description of fuel economy measures for transport, refer to "SAVING DIESEL IN ROAD TRANSPORT" advisory booklet no 8, part of the National Energy Conservation program, published by the Australian Government Publishing Service, (AGPS), available from their bookshops and some Electrical (Energy) Authorities such as Pacific Power.

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 on Page 43.

Diesel Engines

In our industry we have a variety of Diesel powered engines, that power the various types of equipment that we provide to our customers.

With the reputation for long lasting durability Diesel engines sometimes don't quite fit the bill in our industry, mainly due to neglect.

The following may provide a better understanding of this power source.

Diesel is a fuel that like petrol is refined from crude oil to a commercial quality. It is graded, like petrol (which uses Octain rating - in laymen terms leaded/unleaded), to a cetane rating usually for engines between - 30 - 60, depending on the area of the world in which it is to be used.

Domestic diesel, that is used in boiler rooms, home fires etc is not suitable for vehicle powered engines because it is usually of a lower quality.

Diesel fuel has a few qualities that we should be aware of, they are;

- (1) Volatility - Temperature at which the fuel will vapourise - 300° C.
- (2) Sulphur content - 5% - 1.0%.
- (3) Flash point - Temperature required to provide ignition.
- (4) Pour Point - Temperature at which fuel ceases to flow.
- (5) Cloud Point - Temperature at which the wax in the fuel chrysalises.
- (6) Water - Most important as this can vary with the type of storage used.

The above can effect the; life of an engine

- Maintenance of oil change
- Ease of starting.
- Exhaust smoke and legal E.P.A. limits.-
- Speed and load limits of an engine.

Diesel engines rely on compression to ignite the fuel that is in the combustion chamber. They will fire as close to T.D.C. (Top Dead Centre) that the volume remains constant producing huge amounts of Torque, unlike a petrol engine that ignites the fuel by means of a spark plug usually 8° - 12° before T.D.C., so that by the time the piston has reached the top of its stroke the majority of the fuel is burnt, resulting in a loss of torque.

How it Works

Diesel from the holding tank is drawn via a fuel lift pump usually mechanically driven off the cam shaft. This pump provides pressure ranging from 7 to 14 lb (50 to 100 KPA) per square inch (P.S.I.), carrying the fuel through to the injector pump. The injector pump is driven by the timing gears that are linked to the crank shaft and cam shaft (it is sometimes likened to a distributor on a petrol engine). Fuel in the injector pump is compressed to even higher pressure vairing between 110 to 150 P.S.I. It then travels through the steel tubes to the inject in the cylinder of the engine.

The fuel enters the injector nozzle area where it overcomes the spring tension on the needle seat within the nozzle causing it to open, allowing pressurised diesel fuel to spray into the engine. Due to the timing of the injector pump from the engine gears, the internal rotation will close off fuel delivery to the injector allowing the spring tension in the injector to overcome the fuel pressure, causing the spring to stop. The remaining fuel flows back to the tank.

The biggest problem we face is fuel quality usually due to water as previously mentioned, having customers fuel machines on site with the types of containers they use and fuel storage methods can shorten the life of an engine. Water contaminates destroy the close tolerance of components in injectors and pumps causing high repair costs. Fuel additives can be quite effective in this area especially in fighting fungus that grows in old diesel fuel.

Always change fuel filters and clean gause filters during service.

Diesel oil can be deceiving because it darkens quickly after use within an engine especially with blow by occurring in an engine (when fuel deposits enter the oil via a poor sealing piston ring). Oil changes should be kept to manufacturers recommendations or in dust areas double the frequency.

Turbo Charging

There has been an increase in the past decade in fitting Turbos to diesel vehicles and industrial units. They force more air into the cylinders than atmospheric pressure which means more air - more power.

Advantages are;

- More power
- Better power weight ratio
- More compact smaller engines may be used
- Thermal efficiency improves

Precautions;

- (1) Don't over rev when starting up
- (2) Heat stabilize engine before shut down at least 3 minutes.
- (3) Prime turbo lubrication system when fitting a new unit.
- (4) The use of an accumulator is recommended in plant applications.
- (5) If unit is standing for more than 3 - 5 weeks, turbo may need to be primed.
- (6) Increase in engine area temperatures, good ventilation is required.
- (7) Because of the high spinning bearings regular oil changes are recommended.

Peter Armstrong
National Hire

E/S.....@ \$50 EACH
ASSOCIATION

INSURANCE

Insurance by AUS No. 3

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 and Risk Management. There are many ways to reduce your exposure to a potential loss.

Our previous article addressed Risk Management in general and defined it as being a systematic application of management, policies, procedures and practices to the task of:

LIABILITY AND RISK MANAGEMENT

1. Identify and Analyse

2. Develop Strategies

3. Taking Action

4. Monitoring Risk

Now we will look at Liability and Risk Management

1. IDENTIFY AND ANALYSE

What are the liability exposures faced by your business?

Examples of Common Exposures:

Public Liability

- Customers, deliveries, visitors etc, entering the premises,
- Damage to surrounding properties

Products Liability

- Hiring of equipment,
- Retail/sales,
- Repairs,
- Manufacture and assembly of goods

Property owners

- Arising out of ownership of property or lease obligations

Not all hire businesses are the same and each business must look at what services and functions they perform and if they can potentially harm others or their property.

2. DEVELOP STRATEGIES

How are you going to handle the liability exposures identified?

a) Control Techniques

What can be done to:

- Prevent the loss
- Reduce the loss
- Avoid the loss

There are many actions that can be taken to prevent and reduce the chance of loss.

Common Examples:

Public Liability

- Clear signage for others entering your business.
- Clearly marked entry and exit
- Clearly marked delivery areas
- Clearly marked car park, office
- Excellent housekeeping - keep premises in tip top condition to avoid a loss, should one occur, from spreading to surrounding properties
- Restricted areas 'no visitor' areas such as main tenance areas
- Regularly maintained fire equipment systems
- Excellent record keeping
- recording of any incidents which might see a claim lodged against you.

Product Liability

- Provide clear instructions at the point of hire
- Provide clear instructions with the equipment for use whilst on hire eg manuals, safety/operating cards, stickers on machines, etc
- Provide the necessary protective equipment
- Well maintained and tested equipment
- Excellent record keeping
- recording of any incidents which might see a claim lodged against you.

b) Financing Techniques

Insurance

It is highly recommended you transfer the risk to an insurance company by purchasing Liability insurance.

This cover should protect you for both Public and Products Liability.

It is also recommended you purchase a minimum of \$5,000,000 cover. The higher cover the better.

Legal costs and awards to injured parties are not getting cheaper and the cover can be quickly eroded.

Contract

You should review all contracts to ensure you have not increased your liability exposure. A copy of these contracts should be supplied to your liability insurer.

3. ACTION

Once you have carried out the above steps you are in a position to implement your strategies. It would be usual to implement the strategies the cost next to nothing immediately. Then introduce the remaining strategies in order of importance.

4. MONITOR

Once implemented it is important to monitor the strategies to ensure they are effective and are meeting your business needs. Remember its a dynamic industry and strategies may need to be modified regularly.

IN SUMMARY

- Recognise you face liability exposures in your business
- Understand what those exposures are
- Ensure you protect your business from the affects

of these exposures by adopting risk management practices and purchasing adequate insurance.

- Continually monitor practices to ensure they remain current.
- Be a responsible citizen of the community.

Next Issue.....

The next article will provide details of the type and size of claims that have occurred. It will address what trends appear to be forming how to reduce the chance of the same loss occurring again.

AUS products can be accessed through:

Your nearest OAMPS office

Your local insurance broker

or by calling

Alison Butler

AUS

GPO Box 1796Q

MELBOURNE VIC 3001

03 94836309

NATIONAL ASSOCIATION 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 be 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 supplyENVIRONMENTAL AWARENESS GUIDE/S.....@ \$50 EACH

Cheque for: \$.....Made out to HIRE and RENTAL ASSOCIATION is enclosed.

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
Floor Sander
Floor Polisher/scrubber
Steam Stripper
Snorkel Cherry Picker
Turbo Spray Gun
Concrete Vibrator
Slasher
Plate Compactor
Electric Jack Hammer
Electric Drill
Elevating Work Platform

Whipper Snipper
Cultivator
Power Trowel
Diamond Tile Saw
Diamond Saw Concrete
Cutter
High Pressure Water
Cleaner
Water Pump
Lawn Aerator
Circular Saw

Loader
Planer
Post Hole Digger
Mulcher
Slide Compound Saw
Engine Hoist
Electric Sander
Chainsaw
Brick Saw

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

VIBRATING PLATE COMPACTOR

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:



- * Dust mask and safety goggles if in a dusty environment



- * Ear muffs or ear plugs



- * Long sleeve shirt and long pants or overalls, when working with hot mix bitumen.



- * Leather boots with steel capped toes

Safety Instructions for this Equipment

- * Ensure all guards are in place before operating machine.
- * Do not wear loose clothing or jewellery as it may become entangled in belt drive.
- * Ensure that the area to be compacted does not contain any 'live' electrical cables, gas, water or communications services which may be damaged by the action of the machine.
- * Ensure that machine is operated in a well ventilated area to clear exhaust fumes.
- * Never stand on the unit while it is operating.
- * Exercise care when operating unit.
- * Exposure to vibration or repetitive work over a prolonged period may be harmful to hands and arms.

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.

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

General Safety

- Do not use machinery if you feel tired or under the influence of alcohol or drugs.
- Check controls for proper response. Shut down the machine if a fault is detected.
- Do not wipe plastic parts with solvents, such as gasoline, thinner, alcohol and ammonia, as they will damage and crack plastic parts. Wipe parts with a soft cloth lightly dampened with soapy water.
- Always use the right tools. 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 practice the operation before beginning work. Always use recommended accessories only.
- Always keep guards in place and in working order.
- 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.
- Always keep the work area well lighted.
- 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.

REMEMBER: If 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.

NEW ZEALAND ROUNDUP

1998 CONVENTION AND Trade Show

This annual event will be held in Wellington from Tuesday 28 July through to Thursday 30 July with the Convention business and accommodation at the James Cook Centra Hotel. The Trade Show will be in the Queens Wharf Event Centre down on the waterfront of Wellington Harbour - a mere 5 minutes walk from the Hotel. Registrations of interest are being called for from potential Trade Suppliers and in the near future Convention information will be available through all Australian State organisations. The theme for the 1998 Convention is **TECHNOLOGY - THE LEADING EDGE** and opportunities will be available for any suppliers who may have leading Overseas visitors attending to address Delegates on any technological changes relating to their products.

Convention Programme

Tuesday 28 July

Afternoon	Yard Tour
Evening	Happy hour and Welcoming Dinner

Wednesday 29 July

Morning	Keynote Speaker followed by workshop sessions for both the Party sector and General Hire sector
---------	---

Sponsors Show and Tell session

Afternoon	Trade Show
Evening	free

Thursday 30 July

Morning	Annual General Meeting of Association and Insurance company
---------	---

Keynote Speaker

Afternoon	Trade Show open
Evening	Awards Banquet

Australian visitors will be very welcome and inquiries can be directed to the Association by either fax (04) 4963272 or e mail to kelvin~nzcontractors.co.nz

Association Image Awards

Following the very successful revamped Image Awards last year when 24 Companies were nominated the annual Image Awards are again being held with acknowledgments to be made to the best overall Hire Company in each of the Associations three zones as well as a National winner.

Future of the Association

A review has started on the future role of the Association and needs of Members as we move through to another millennium. The possibility of a full time secretariat to meet the needs of members and the overall Hire industry is to the fore of that review as well as expanding the criteria for membership

Part of ensuring that relevant sectors of the Industry are being adequately catered for has been the establishment of sub committees for Party and Events as well as Elevated Work Platforms. In the case of party Hire a strategic plan is in the process of being produced which will cover a wide range of topics including training; better liaison with suppliers and education of the public. The EWP committee has been working closely with OSH (Occupational Safety and Health) on a Code of Practice for the sector.

Insurance

The Association has available for Members an Insurance cooperative which has just completed 2 years of operation. The overall results were only just satisfactory and following a review of individual claims experiences adjustments have been made where necessary to some premiums. Overall the establishment of this cooperative-operative has saved Members many thousands of dollars and with over 40% of the membership involved is regarded as a success story.

THE LIGHTER SIDE OF WACKER

WACKER'S new trailer mounted light tower is designed for one man set up and operation to illuminate construction, commercial, recreational and domestic sites.

Wacker Australia P/L has added a trailer mounted light tower to its line of quality construction equipment. The model, LTP 4, features a full sized 9m telescoping light tower equipped with four 1000 watt metal halide lamps. A 360 degree rotatable mast allows unlimited lighting coverage up to seven acres

The LTP 4 is equipped with a power winch to erect and lower the tower.

Ideal for one-man set up and operation, the compact unit produces 6,000 continuous watts of power for 240 VAC single phase use through two receptacles.

Standard safety features include four 900kg rated screw jacks for added stability and outriggers with propositioned stops to maintain proper spacing in heavy winds. Full side, swing-up access doors with holding latches permit easy servicing and operating of the engine, generator, fuel tank and controls

A 15hp liquid cooled ISUZU diesel engine offers quiet operation rated at 73 dB(A) at 23 feet efficient fuel consumption and a glow plug system to preheat the intake manifold for improved cold weather starting

The unit is also equipped with an automatic shut down system which will shut down the fuel supply to the engine if the oil pressure is too low or if engine temperature is too high.

A large, 114 litre, high-density plastic fuel tank allows for up to 60 hours of continuous working time



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

Upcoming Events

1998 New Zealand Hire & Trade Show Convention

Wellington July 28 - 30
Contact: Kelvin Strong
Contractors Federation
Tel: 0011 64 4 496 3273
Fax: 0011 64 4 496 3272

1998 Crane Seminar

Sofitel Hotel
Collins Street Melbourne
September 3-5, 1998
Contact: Norman F. Jones
Crane Industrial Council of Australia
Tel: (02) 9774 4247
Fax: (02) 9774 2135

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

43rd. Annual A.R.A. Convention and Rental Trade Show

Las Vegas Convention Centre, Las Vegas
Feb. 8-11, 1999
Contact: A.R.A. 1900 19th St. Moline, IL
61265; (800) 334-2177; fax (309) 764-1533;
e-mail: ara@ararental.org.

1999 Hire and Rental Association National Conference and Trade Exhibition

Melbourne Convention Centre
May 2 - 5
Contact:
I.C.M.S.
Tel: (03) 9682 0244
Fax: (03) 9682 0288

44th. Annual A.R.A. Convention and Rental Trade Show

Anaheim Convention Centre
Anaheim, California
Feb. 15-18, 2000
Contact A.R.A., 1900 19th St. Moline, IL
61265; (800) 334-2177; fax (309) 764-1533;
e-mail: ara@ararental.org.

Avant Dumper 800

From Finland, AVANT presents the new AVANT DUMPER 800. AVANT holds a reputation for quality which may be seen in this new machine which is built on the same body as the AVANT SKID-STEER LoADER.

The AVANT DUMPER 800 is small in size ensuring easy access through narrow passages. The compact measurements combined with the strong and reliable power transmission provide ease of handling. 4WD is standard and optional steel and steel-rubber tracks may be fitted making it possible for the DUMPER 800 to work in extremely difficult conditions.

The AVANT DUMPER 800 is easy to use and operate. It has a carrying capacity of 800kg and travels at up to 6km/hr, so you can move your materials fast and efficiently on site.

Transporting the DUMPER 800 is easy and economical, as it will comfortably fit on the back of a one tonner.

For free information contact

Farmtown Industries on 1800 025 024.



Active Hire	13
Australian Catering Tables	33
Australian Pump Industries	24
Baytex Manufacturing	37
Flextool	8
Genie Industries	F/Cover
Ingersol Rand	9
Jaden Mini Loaders	B/Cover
Ladamax	20
Lincoln Electric	12
OAMPS	38
Quins Canvas	36
Sewer Equipment Company	21
Tutts Tat Hong	13
Triangle Cables	24
Trilogy Business Systems	I/F/Cover
Tommy Tucker Trestles	21
Wacker Australia	7

Tough Vac is a super sucker

A heavy duty industrial wet/dry vacuum cleaner has been released by the Aussie Eco Clean division of Australian Pump Industries. Called the "Clean Air 2000" Model 552, the machine is built around a heavy duty, shock-resistant 55 litre ABS tank built into a robust trolley.

Powered by two 11 00W 240V motors of the bypass type, the new vac offers a water lift of 2350 mm providing superior suction capability to single motor vacs.

Positive locking hoses and tools and a wide range of attachments make the machine exceptionally versatile for heavy industrial, hospitality and commercial cleaning applications.

Designed with "total user friendly approach", the machine is claimed to offer lower noise levels than competitive units and to minimise operator fatigue.

A heavy duty 3 micron filter, for motor protection and dust retention, is supplied as standard.

The machine comes with a standard accessories kit that includes 3m of heavy duty flexible hose, a crevice tool, floor brush, a nylon squeegee for wet applications and 2 chrome steel extensions and a round brush. An outrigger for cleaning large warehouses or factories is available as an optional extra.

Further information including a free selection guide

on the entire Aussie Eco Clean "Clean Air 2000" vacuum cleaner line is available from Australian Pump Industries, 7 Gladstone Road, Castle Hill, NSW, 2154, Telephone (02) 9894-4144.



*The new machine offers an
"easy clean" 25 micron filter
bag*

HIRE & RENTAL ASSOCIATION OF AUSTRALIA NATIONAL CONVENTION & EXHIBITION

Melbourne Convention Centre
May 2- 5, 1999

THEME:
VIC '99 TOMORROW'S HIRE TODAY

FIRST ANNOUNCEMENT

PRELIMINARY PROGRAMME

Sunday 02 May

4.00 pm - 6.00 pm
6.00 pm

Registration
Welcome Reception

Monday 03 May

8.00 am
9.00 am

Registration
Yard Tours including
Equipment Demonstration
Training Sessions
Lunch

Evening

Informal Dinner with entertainment

Tuesday 04 May

8.30 - 10.00 am
10.00 - 12.00 noon
12.00 noon
1.00- 5.00 pm
5.00 pm
6.30 - 9.00 pm

Seminar
Seminar
Exhibition Opening
Lunch and Exhibition viewing
Happy Hour
Dinner & Exhibition Viewing

Wednesday 05 May

8.30 - 10.00 am
10.00 am - 1.00 pm
1.00 - 3.00 pm

Seminar
Exhibition Viewing
Lunch with entertainment

For further enquiries please contact the Conference Secretariat
ICMS Pty Ltd 84 Queensbridge Street Southbank Victoria 3006
Phone: + 61 3 9682 0244 Fax: +61 3 9682 0288 email hire@icms.com.au

The BEST MACHINE YOU'LL EVER OWN from **\$12.50 a day...ASK US HOW**

Cut labour costs ■ Increase productivity ■ Stop back breaking work



NO HARD YAKKA!



The all new **KANGA LOADER** has more strength, power, performance and reliability than its predecessors plus a host of new standard and safety features that keep it, as always, a leap ahead of its imitators.

- Improved lift capacity to 250 kg with **SAFETY** overload protection
- Steel hydraulic lines ■ Increased hydraulic reservoir capacity
- Improved hydraulic filtration ■ 2 auxiliary hydraulic power outlets
- Totally enclosed drive chains ■ Simple control layout on single panel
- New wider frame with more engine access and no overall width increase
- 20 HP engine (petrol or diesel) ■ All linkage pins with greaseable hardened bushes
- **SAFE** self levelling bucket ■ Increased fuel capacity to 46 litres ■ Easily transportable
- Lifetime non slip perforated metal step tread

from the designers and builders of the **WORLD'S FIRST** mini loaders

Head Office / Qld. ■ **Jaden Loaders** Pty Ltd Bob Ph. 07 5593 4567 Fax. 07 5593 4398 E-mail: jaden@jaden.com Web Site: <http://www.kanga-loader.com>

NSW City	■ Complete Equipment	Murray	Ph. 02 9718 7499	Fax. 02 9718 7644
NSW Country	■ Kanga Loaders (NSW)	Lance	Ph. 02 4632 7690	Fax. 02 4632 7690
Victoria	■ FLT Wholesalers	Ron	Ph. 03 9587 4571	Fax. 03 9587 6066
South Australia	■ Kanga Loaders (SA)	Lyle	Ph. 08 8632 1001	Fax. 08 8633 0384
Western Australia	■ Jaden Loaders (WA)	Des/Bernie	Ph. 08 9242 3441	Fax. 08 9242 3441



U.S. Patent # 359497