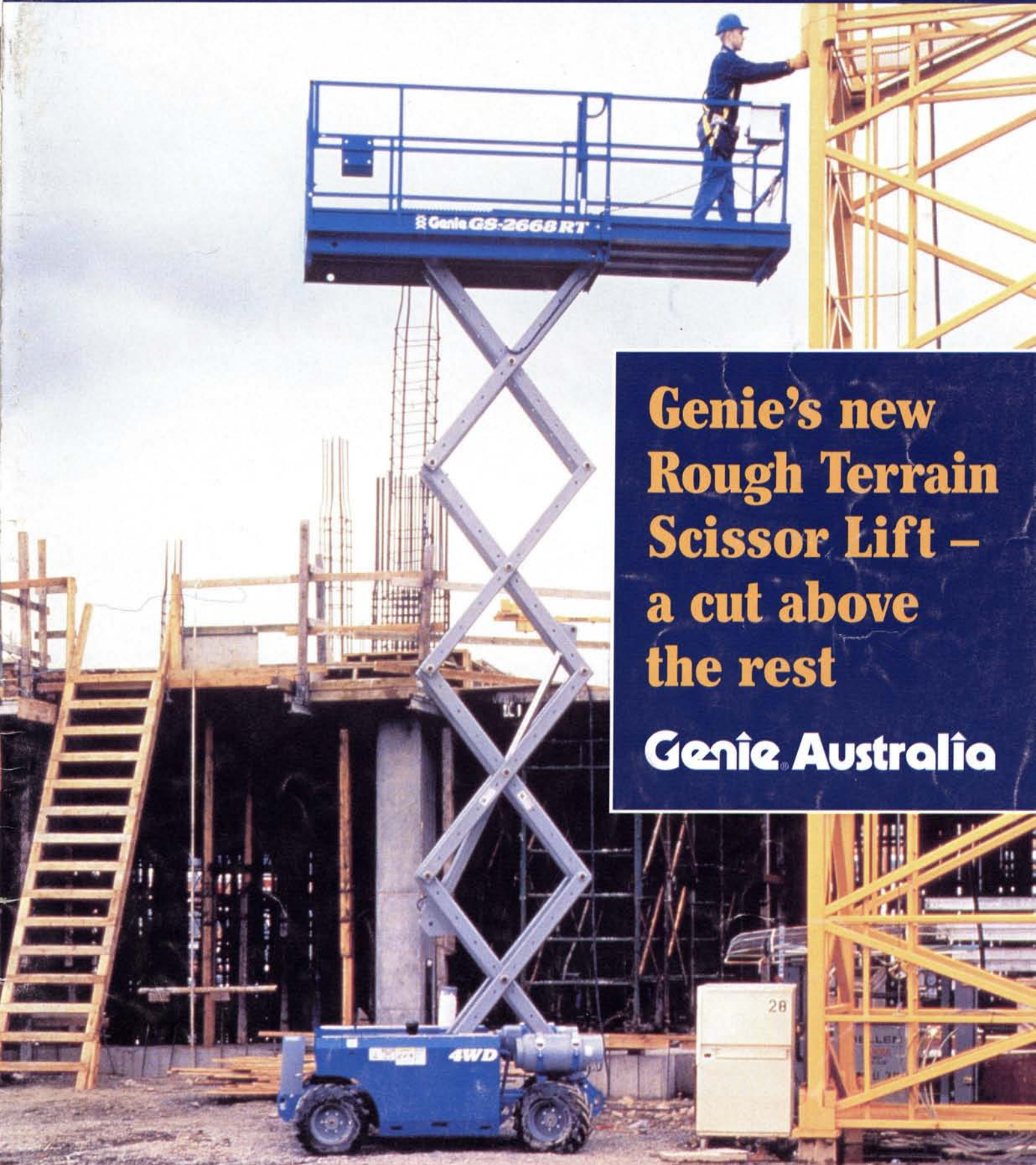


Hire and Rental

INDUSTRY QUARTERLY

Official Publication of the Hire and Rental Association of Australia

November 1998



**Genie's new
Rough Terrain
Scissor Lift –
a cut above
the rest**

Genie Australia

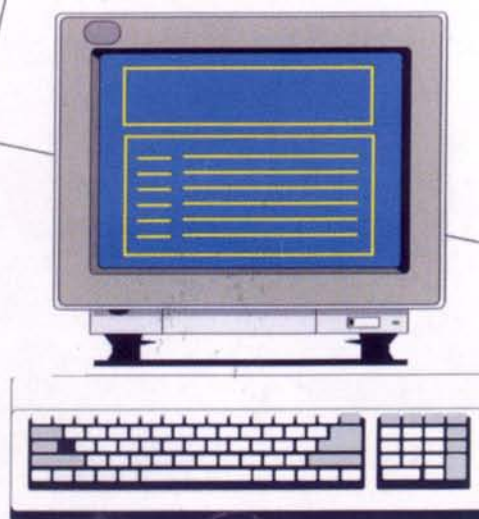
THE LEADING AUSTRALIAN OWNED SOFTWARE PACKAGE FROM TRILOGY

TRACS

THE AUSTRALIAN HIRE STANDARD



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



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PRESIDENT'S MESSAGE



Following the recent federal election outcome, it appears that this country will undertake some major changes with the introduction of a Goods and Service Tax and an overall of the existing taxation system. Many people often resist these changes but sometimes they are necessary to avoid stagnation or backsliding of economies or businesses. Similarly it appears to be time that our Association undertook a major management restructure. I understand that some members are opposing the changes while other members are applauding and welcoming the changes. It is hard to please everyone, but if we do not make changes we can not carry out our roll of enhancing our business opportunities and member services. For the last six months the National Body has moved towards establishing an Executive Director to provide greater unification within the Association and provide member service that have failed to be delivered in the past.

Another matter that members might like to consider in these times of change is the impact of the GST on your customer handling/quoting procedures. At present there are so many add ons to a hire - the hire cost plus damage waiver plus government stamp duty plus transport plus consumables. And the next plus GST. This can not only get very confusing for the customer, but can be costly and time consuming for your staff who are tied up explaining what damage waiver is to a customer over the phone (one less call can come in) or to customer at the counter (another customer left waiting for service longer than is desirable). With the introduction of a GST pending, it may be worthwhile for members to take the opportunity to re-evaluate their pricing structure. "Is it more beneficial to me and my customers if I incorporate damage waiver into the hire cost rather than detail it separately?." I urge members to use this time of change to take a fresh look at business operations and customer liaison to produce customer friendly hire agreements and operating instructions, as well as a pricing structure. Remember in eighteen months you will have to add 10% to the cost of hiring!!

As we approach the end of the year, I wish to take this opportunity to wish everyone a Merry Christmas and a prosperous New year.

Peter Walden

Your chance to catch up with the industry

From the Editor

The recent visit by Aaron Smith from RER and his outlining of the changes that are occurring in the USA Rental Industry are an example of how quickly changes occur in industries.

This emphasised how important it is to keep in touch with what is happening in your industry.

In an industry so diverse and wide spread as the rental industry it is very difficult to keep pace with the changes and trends.

Therefore when the opportunity does present itself it should not be missed.

That opportunity presents itself in May next year when the 1999 National Hire and Rental Convention and Trade Show is held in Melbourne, on May 2-5.

This Convention, the first since the Gold Coast in 1997, provides the venue for the industry to come together and supply the answer to such questions as:

- What new products are coming into the market
- What changes are occurring in the industry
- Where is the industry going
- What can be done about the millennium bug
- How will the GST affect the industry
- How are others coping with problems in the industry
- Is there a new computer program that will allow me to improve the running of my business
- What about the internet how can it be a benefit
- What are others doing that may benefit my business

The convention not only provides the answer to these questions, but also provides the opportunity to sit down with industry leaders and discuss other industry related issues in round table conference scenarios.

The chance to see the newest equipment in action will also be available, as a venue has been organised whereby exhibitors can demonstrate their products, ranging from chainsaws to elevating work platforms, under the scrutiny of potential buyers.

In this era of ever increasing competitiveness the business environment is changing rapidly as technology plays a greater part, both in product development and business application and both these areas need constant attention.

The market leaders will be there. You should make it your business to join them.

Greg Kelson

HIRE and RENTAL Industry Quarterly

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

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Hire & Rental Industry Quarterly

Official Journal of the Hire & Rental Association of Australia

November 1998

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Robust Ventilating Fan

The Americ Vane Axial Fan stocked by Flextool combines performance with practical design. The stackable design is a bonus for hirers as it that saves valuable floor and storage space.

Other practical features include centrally located handles for balanced manoeuvrability and anti-skid rubber feet for stable operation.

The Vane Axial Fan is also a trailblazer in outer shell design. Americ was the very first to use durable, high-density polyethylene plastic, an ideal material for portable ventilators with several benefits.

Polyethylene is resistant to the normal dings and bangs that can render a metal fan useless. Metal fans often dent, which can obstruct the fan blade. Americ's rugged VAF units easily withstand blows without denting. That means less down time and greater productivity. Polyethylene is also corrosion-free. Once you dent, chip or scratch a sheet metal fan, rust is inevitable. The polyethylene shell of Americ's VAF Series has a permanent high-quality exterior finish. The result is longer life and greater value for your money.

Lugging around heavy metal equipment can take its toll and cause back problems. The VAF portable ventilators weigh significantly less than comparable metal units.

The versatility of the Americ Vane Axial Fan can be further enhanced by the use of optional flexible ducting and a carpet drying attachment.

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POWERFUL - Using a 0.75 kW motor, this compact unit allows both positive and negative airflow at an incredible maximum capacity of 57 m³/min.

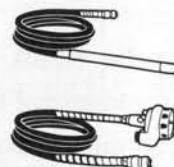
LIGHTWEIGHT - At only 15 kg the plastic shell design contains a centrally located handle for effortless manoeuvrability.

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Australia's Top Ten Rental Companies

In researching the Hire and Rental Industry in Australia in order to ascertain the top ten equipment rental companies we became increasingly aware of the diversity of the product range available for hire. Because of this it was necessary to place a definition on equipment rental. For this purpose we have defined equipment rental companies as those that are supplying to such industries as; Building and Construction, Government Departments, Industrial, Mining, Manufacturing, Maintenance, Home Handyman and Tradesmen.

The segmentation of the hire equipment supplied is too varied to mention in its entirety, but ranges from elevating work platforms, compaction equipment, air compressors, generators, to power tools and hand tools.

In attempting to access the overall market value of the market we were impeded by the fact that there is limited recorded data on the Australian industry available, plus the size and complexity of the market and its geographic spread, which made it difficult to provide accurate figures. For this reason we were forced to rely on market research and industry sources. The industry is presently estimated to be worth \$900 million, but is growing at such a rate that it is expected to surpass the \$ billion mark shortly.

The construction of the Australian equipment rental industry market is made up of two major players, who have national multi branch networks. A number of medium sized players with established market share and several hundred small companies, generally of one or two branch operations, spread throughout the length and breadth of the country.

All of the main players have several branches. Most having operations in the main states.

Naturally the top ten hire companies come from multi branch operations. But when you consider that most normal sized country towns have at least one hire company servicing the local government, contractor, tradesmen, home handyman and farming industries in the area it provides an indication of the size and geographical spread of the industry. While these country operations do not have the turnover of their city counterpart, by weight of numbers they make up a fair percentage of the industry.

An examination of the turnover figures of the top ten companies reveals that the top two hire companies, Coates and Wreckair have a very big market share. But, this apparent market dominance isn't as pronounced as it appears, because both Coates and Wreckair are generally involved in market areas in which they tend not to compete with the majority of

hire companies. But because of their size these two majors will seemingly always have their market dominance.

The main areas of involvement for the bulk of the industry lies in servicing the building and construction industries, state and local government, contractor and home handyman markets. Smaller operators are dependant on localised markets

While most pursue these traditional markets, there are also a small number of specialist hire companies who concentrate on niche industries.

The diversity of the equipment rental industry, plus the size of the industry provides the opportunity for these companies big and small to compete together in the marketplace.

The Industry

The Equipment Rental Industry is on the crest of a wave at the moment and is enjoying its most productive period for a number of years, despite its competitiveness and low inflation placing pressure on returns. This activity is being fuelled by a boom in building and construction, government infrastructure projects already in place, plus a commitment to outsourcing by state and local governments.

The future

In the short term, the general consensus of opinion from industry participants is that despite the unknown effect of the global financial crisis, the present level of activity in Australia should continue through 1999. With most predicting that the slowdown in the industry will come either just before or after the Olympic Games.

In the long term, the hire industry, being a service industry, will always be subject to the economical cycles of the sector of its involvement, But through its diversity it has become an entrenched part of so many areas of industry thereby creating the capacity for it to continually grow.

There is very little doubt that the equipment rental industry in Australia has not yet reached its true potential. Technology is continually producing new equipment which enhances old or creates new markets. While it has become so much a part of the Australian industrial structure it seems assured to continue to grow with the industries it services.

A list of Australia's top ten equipment rental companies follows over the page.

It is significant to note that seven of the top ten are publically listed companies.

Australia's Top Ten Equipment Rental Companies

Company		Annual Turnover	Branches	Hire Sector
1	Coates Hire (P)	160 million	100	Mining , Compaction Portable Buildings
2	Wreckair (P)	140 million	98	Mining, Compaction, Portable Building
3	Kennards	60 million	56	Contractor Home Handyman
4	AH Plant Hire (P)	35 million	19	Compaction, General Hire
5	James Hardie (P)	25 million	13	Portable Buildings
6	Aggreko Generators (P)	20 million	8	Generator Hire
7	National Hire (P)	19 million	13	Contractor, Home Handyman
8	Atlas Copco (P)	17 million	10	Compressor Hire Generator Hire
9	Donpra Hire	14 million	10	Compaction,Manufacturing General Hire
10	Compressor Hire	12 million	12	Compaction,Construction Compressors Hire

Information relates to 1997 - 1998 financial year

** (P) Publically listed company*

List compiled from information supplied from companies involved, industry sources and market research. Every effort has been made to make these figures accurate. But as this is the first list compiled we welcome submissions by the listed companies to emend any errors which may have occurred, to authenticate future annual lists.

The Companies

Coates Hire

One of the big two in the Australian market, who compete in similar markets to their main opposition. Originally part of the ANI group. They floated as a public company in 1996. Since then they have continued to grow by acquisition. Their purchase of Shorco Hire recently, should ensure they maintain market leadership over their perennial rival.

Wreckair Hire

Part of the Brambles group. The other major player in the market, with a national multi branch network. They have also continued to grow by acquisition. Their purchase of Cockburn Hire, the thirty two branch Western Australian hire company, during the year has them keeping pace with the market leader.

Kennards Hire

The emerging force in the industry and the biggest privately owned hire company in Australia. They had steadily grown by acquiring smaller companies in New South Wales and Queensland before they purchased Richard Stevens Hire, earlier this year, giving them added exposure in South Australia and Victoria.

AH Plant Hire

A late starter in the hire industry. They purchased the Victorian Roads Plant and Equipment in 1996 with a lease back contract. Later adding the South Australian Roads contract in 1997. They have since build up a presence in road building and maintenance in both states and have expanded into New South Wales and Queensland.

James Hardie

Part of the James Hardie Group. James Hardie Building Systems, Portacom is the specialist hire division of the group. Operating from a national distributorship, it is the largest supplier of portable buildings in Australia.

Aggreko Generators Rentals

Aggreko Generators are part of Aggreko PLC, which are listed on the London Stock Exchange and have operations in 20 countries throughout the world. Aggreko are one of the few manufactures involved in rental in Australia. They are credited with having the worlds largest generator fleet and are the biggest supplier of rented generators in Australia.

National Hire

Formerly a family owned business, National made the transition when it was listed on the Stock Exchange in 1997. It acquired the Atomic Hire group in 1998, which complemented its existing operations in New South Wales, while also providing it with its first interstate branch in Victoria.

Atlas Copco Hire

The hire arm of the Australian division of the Atlas Copco, the Swedish equipment manufacturing and hire group, who recently purchased Prime Rental, one of Americas biggest rental company. Atlas Copco Hire are one of the major suppliers of portable compressors and generators.

Donpra Hire

A privately owned business that started in the early 1970,s in Victoria. They gradually established a formidable presence in the construction and manufacturing markets in that state before expanding into Queensland in 1992 and have continued to grow since.

Compressor Hire

A family owned company who commenced business thirty years ago in Queensland, supplying air compressors. Since then they have expanded their operation into compaction and construction and make the top ten list despite being active in only one state.

Genie's new GS-2668 RT, Rough Terrain Scissor Lift – a cut above the rest

Genie's commitment to the Hire and Rental industry has always been to supply a product that is value for money, technologically advanced and performs beyond expectations.

Since the early sixties when Genie built the first mobile, pneumatic work platform the emphasis in research and development has been to build specialised equipment to perform under the most adverse of conditions.

Genie's status as one of the biggest AWP manufacturers in the world carries with it an inherent guarantee that over 30 years of experience in some of the toughest workplaces on the planet is built into every Genie product.

The Hire and Rental Industry has been for many years the life blood of Genie's business and the company prides itself on the fact that listening to H&R people and understanding their needs is one of the major factors behind Genie's success. There is a constant striving to do better, to make a more cost effective and user friendly product.

The New GS-2668 RT rough terrain scissor lift is proof positive that our commitment is as strong as ever, this machine is the best by far in its class and offers the Hire and Rental Industry a tough, no nonsense, go anywhere workhorse that answers all the questions that the Industry can put to it.

There's an old, perhaps over used cliché that states – "When the going gets tough, the tough get going". It might however be ready for another airing when it is applied to the GS-2668 RT. This newest and toughest member of the Genie team was designed for



one specific purpose – to go where no scissor lift had gone before it. The more inaccessible and extreme the circumstances the better. The GS-2668 RT offers 40% gradeability, which is better than any other machine around at the moment, and standard four wheel drive offering the operator easy access to even the most rugged of construction sites.

The GS-2668 RT features a 9.8 metre working height and a lift capacity of 454 kgs. The working platform offers room to move and a 251 cm extension if you need that little bit extra. Diamond plate aluminium flooring offers a safe and durable working surface.

Maneuverability is the GS-2668 RT's strong suit however and smooth, predictable proportional controls provide maximum maneuverability even in places where building materials and other equipment provide limitations.

Genie pioneered the use of the multiplexing control system in scissor lifts and it is used here to great effect. On-board diagnostics means faster service in all applications.

A swing out engine tray provides easy access for the service of components and heavy duty steel guardrails provide maximum durability and fold down conveniently for doorway access.

The GS-2668 RT comes in your choice of Gas/LPG and Diesel power and meets the 1998 ANSI/SIA and CSA compliance standards and offers a CE compliance option.

The GS-2668 RT is a worthy addition to the Genie range of scissor lifts and offers the operator a whole new world of rough terrain options. Most importantly it offers H&R operators more options when considering the right equipment for any given task. Hireability and the wherewithal to get the job done, that's the name of the game.

For more information about the Genie GS-2668RT or any other Genie Australia product contact Chris Goddard at Genie Headquarters –

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Trends in the US Equipment Rental Market

In our last issue Aaron Smith, from the RER magazine, took us on a tour of the USA Rental Market. Illustrating the volatility being caused by the consolidation of the industry. In the conclusion of the article he looks at how the industry is reacting to the changes.

RESPONSES AND STRATEGIES

Let's get away from the headlines and mergers and projections now. In the face of all this change, what is the U.S. rental industry actually look like on the ground level? What are the local operations doing in terms of service, equipment, branch management, rates.... you know, all that boring day-to-day stuff -- which is how the Wall Street Journal described rental to its readers in a recent article. .. Of course it's this boring stuff that separates the winners from the losers

SERVICE

The rental industry has always been a service-intensive business, so it's not surprising that customer service is at the forefront of succeeding in this competitive climate. Service has always been the great barrier between rental and retail. It has caused so many retailers to fail in the past --- Sears, the department store chain, and U-Haul, the truck rental giant, both got out of rental almost as fast as they got in when they found out they didn't have the service infrastructure to do it right.

But unlike before, the newcomers seem to understand its importance. And the smaller companies know it's 'the most valuable card in their deck' as rates and profit margins come under pressure. A distributor who now rents more than sells said it this way: "The manufacturers can take away sales from the dealer level and go direct, but they can never take away service and repairs. That will always be needed on the local level in every community."

So rental companies are emphasising service in everything they do. And many dealers who once said they happened to have a rental division are now more likely to describe themselves as full-service rental companies who happen to do sales. What does full service rental mean today? It means more convenient locations, faster check-in and check-out procedures, faster response to repair requests, better customer training.

For example, companies are designing all their locations with drive-thru lanes to speed up loading and keep the process out of the rain and heat. Companies are using electronic barcoding to track tools and speed up check-in. Companies are offering experienced trainers in addition to equipment. They're offering a quick-response guarantee to problems in the field. They're using mobile tool trucks to handle routine lubrication and other maintenance out in the field. They're attaching a customer satisfaction card on each invoice to get feedback and creating video libraries for customers to use.

On the industrial rental side, the larger companies are now 24-hour partners with their customers. They are creating on-site locations and assuming all responsibilities for the equipment and maintenance. This helps keep competition out, it lowers transportation costs and it increases utilisation.

Many customer initiatives encourage loyalty. For example, a frequent renters program like the airlines do -- customers earn credits for each rental and then they're rewarded with gift certificates (dinners, trips) at the end of the year. Again, it shows the attempt to establish relationships that go beyond rates.

Many of these services are not new. Many of them I'm sure you do here. But more and more, these services are no longer considered an added value, or an extra benefit. They are considered part of the basic rental package -- a necessary reality of operating in a maturing business and something that must be done in order to survive.

EQUIPMENT

Along with quality service, the quality of equipment fleets is improving. And so is fleet utilisation. According to surveys of contractors, availability of equipment is far and away the most important factor in why they choose a company. Availability was ahead of price and brand of equipment. As a result, companies continue to expand and modernise their fleets while they also are implementing systems to manage it all more efficiently.

One approach is the hub and cluster strategy. A company uses a central location in a major market as a hub and then creates satellite locations 30 to 150 miles away in surrounding areas. In this cluster, no one piece of equipment belongs to a single outlet. It's all a floating fleet with shuttle drivers moving the equipment between branches according to need, while the hub is responsible for the major repairs.

Some companies have used this hub strategy to serve small and medium markets that other companies ignore because they couldn't justify opening a branch and have inventory sit around. Under the floating fleet, utilisation rates are around 70 percent.

Another trend is toward newer fleets. Companies used to hold equipment for as long as it would hold up -- the longer it rented the better the return on investment. Now all things being equal, the customer wants to rent the latest models. Both large and small companies are reporting fleets with average ages as low as 24 and 36 months.

This trend means companies are unloading lots of used equipment at two and three years old. Which means, ironically, that rental companies are getting more into the sales. It also means the possibility for widespread price-cutting if the economy falls and there is too much equipment in the pipeline. Our economy has been so good for so long some people feel it is hiding some aggressive purchasing mistakes and the ugly fallout.

ECONOMIES OF SCALE

As the big companies get bigger, it's almost assumed the profit margins will get smaller. That rates will go downward as consolidators chase market share. This is the natural evolution of many industries under consolidation. Still, the subject of rates is always an interesting one. No one I've ever talked to is a rate-cutter, yet you hear there are so many of them. But on the record, the public companies claim they will be the ones that can lift rates higher -- that they have shareholders who expect a return on their investment and that they need to show profit as well as growth.

It's too early to say if this will hold true, but we are certainly seeing more emphasis on keeping utilisation rates high. With rental rates, it's more an issue of what types of business you are chasing -- is it a bid project or less price-sensitive day-to-day traffic? However, for the thousands of smaller companies that are looking to protect profit margins because they can't chase volume, buying groups have become one big answer.

Ironically, it's the hardware programs I mentioned earlier that have become a popular alternative for independent companies trying to compete against the consolidators. Many are joining them to get the advantages of volume discounts and advertising support. In fact, last year, Servistar, our largest independent rental chain, merged with True Value, the largest hardware coop, creating TruServ.

In response, the American Rental Association formed a buying group this year -- something they resisted for decades because they didn't want to upset manufacturers. Well, enough members demanded it and now the ARA is trying to provide some equal footing for its 4,000 members. The ARA membership of small guys is still bigger than any two consolidators.

And there are other creative alliances taking place -- For example, Hertz, the long time No. 1 enemy, is offering franchises to companies in smaller markets where it doesn't want to have to set up full-blown branches. It's offering the independent guy a national name and computer support and it's asking for a percentage of the revenue in return.

ARA running a buying coop? Hertz teaming with independents? The game has changed. And if you ask any distributor who has jumped into this game, they put the issue of low rates into perspective. Rental margins are still better than retail and always will be.

EMPLOYEES

Yes, in the new rental world, many advantages go to the big guys. They have the capital, the name identity, the purchasing power, the sophisticated computer systems. But there is one thing missing -- an edge even the smallest family-owned company might hold over them -- knowledgeable employees. A 20-foot lift is a 20-foot lift. People are what can distinguish rental companies.

That's why when the big guys acquire a company, they

almost always try to keep the owners there to run the business. United and Nations have accountants, but they don't have mechanics and drivers and counter people. There's a demand for people with management and communication skills, people who understand fundamental rental principles. And as companies expand, the need comes at a time when the labour market is tight -- unemployment is its lowest in 28 years at 4.3%.

So companies are using incentives to attract good people and hold on to the ones they already have. They are tying their workers' salaries to performance. And in doing this, we are seeing an emphasis on profitability over the more traditional volume-based commissions. In the past, salesman wouldn't hesitate to slash rates to get more business and bigger bonuses. But now, they are more often judged on their profitability.

And these incentives are also often based on the company's overall performance rather than the success of one branch over another. This can help minimise competition between branches and encourage teamwork and sharing of equipment. For example, at one company, when a branches monthly earnings reach an 18 percent return on assets, 40 percent of all additional profits go into a pool. Of this, about 70 percent stays at the branch, while the other 30 percent goes to headquarters. Under this structure, a manager can double his base salary.

On the management side, many companies are also giving more control to the branch managers. They allow managers to control purchasing, hiring and firing, and even rental rates based on the market. This allows branches to react quickly to local realities. At the same time, a centralised auditing system still tracks each branch as far as utilisation and performance.

COMPUTERISATION

As the consolidators attempt to integrate decentralised local operations with centralised auditing systems, they're using advanced management information systems to help them do it. United Rentals was basically a management team with a \$7 million computer system waiting to buy rental companies to integrate.

Systems like these are capable of tracking operations at hundreds and thousands of locations. They can track renting patterns, real-time revenue, inventory and customer information to maximize utilisation and reduce overhead. Some of these systems allow customers to reserve and rent equipment from their own computers via the Internet.

No industry -- not even the hands-on, rolled-up sleeves business of rental -- can afford to ignore the power of the modem or the reality of the Internet. Five years ago, who would have thought I could set up my visit here entirely through e-mail? It's a good thing, or Mr. Hanlon would have kept trying to wake up in the middle of the night to reach me at work.

But at the start and end of the day, no matter how complicated the computer network or fancy the Web site,

people still need to be at the counter, in the service bay, on the truck. That single reality may be the biggest factor in why it took equipment rental 40 years to be 'discovered' on the corporate level. And it may still be the single biggest challenge facing the industry as it expands and matures. The digital economy still can't fix a blown gasket -- or a blow reputation, for that matter.

THE FUTURE

So those are some of the responses to the New Rental World. But where's it all going?

What can we anticipate now that we have more than enough to analyse?

Well, first of all, back to the first force of change. The consolidation story is not close to over. It has to be pointed out that despite all the sound and fury the industry is still very fragmented. Only about 5 percent of the estimated 15,000 rental locations in the United States and Canada have been acquired in the past year. The top 10 companies, though they are growing very fast, still account for only about 15 percent of this \$20 billion market that is still rapidly growing. And no one company has more than 7 percent of the market share.

That's still a long way to go before rental will be a truly consolidated industry, which just goes to show why so many smaller rental companies are fully intending to stick around. But it must be said that what looked impossible in 1995 is closer today. It's right there in United and Nations' mission statements... Acquire and consolidate.

To show you how systematic their approach is look at how a typical deal is done. Take a former owner in Indiana. He received a call from Nations asking if he was interested in selling. He said he'd listen and a few days later Nations flew a team into town. He picked them up at the airport and by the end of the day, a letter of intent came over his fax from their headquarters. Nations had already called his contractors and suppliers and checked his credit rating. The deal was final a few weeks later. And wouldn't you know, United had called him two weeks before, but they couldn't get there soon enough.

His business was 27 years old. It was showing 25 percent growth for the last six years. It had a good reputation. Why did he sell and so quickly? They made him an offer he couldn't refuse -- an offer 10 times his book value with stock options of a half-million dollars.... a three-year contract with the same salary and benefits as if he owned the business. He and his wife now work three days a week... All his employees stayed on and three more were hired.... \$2 million in new equipment was added.

More important is what they don't have anymore. "I got rid of my debt and liability," he said. "I don't have to pay the bills. I kept growing and growing and adding more debt. You think you hit \$2 million in business at one store and you'll be OK but your debt to do it is phenomenal."

That's the story again and again. Some of these offers are too good to refuse -- they get more money for their business than they ever dreamed of, they get stock options

and they get to continue to run the business, if they choose. In hundreds of cases like this, the independent is becoming part of a larger network. The consolidators have the capital, the independents have the managers and mechanics -- and loyal customers, if they've done their job well.

The big guys and the small guys are reaching an agreement. One owner compared it to playing musical chairs and no one wants to be left standing when the music stops. Of course, when the second largest company in the industry also sells out -- well, the music starts to sound very, very loud and intimidating.

But we know that the independent story is not over. It's just becoming more challenging. Rental companies are still the biggest threat to rental companies, according to a poll RER did. And that works both ways on the local level. Branches compete against branches. The customer isn't paying attention to who has stock and who doesn't. And that means many rental companies feel the keys to their survival are still very much in their hands.

They say all politics is local. I've heard more than one owner say all rental is local. And for that reason, they say they can do more than survive, they can prosper. How? In the niches, in the projects that don't attract bidding wars, in the emerging consumer market.

As the bigger companies chase the 200-unit projects at any price, the niche markets still need attention. People won't drive 20 miles to rent a trencher just like they won't wait in line at the supermarket to buy milk and bread. More companies are positioning themselves as the convenience stores of rental. For bread and milk, it's the Qwik-Check and for projects under 50 pieces and personalised service, it's the local independent.

They're looking for niches that the larger companies might struggle with. One owner in North Carolina said this; "It's the personalised service, building a rapport with folks. We've been around for 30 years -- our philosophy has been not to be the cheapest, just the best. We won't get business the first time around if they're shopping for price. The rate battles come and go. Once you reduce that rate, it may take you another year to get it back to where it needs be."

Another owner in Detroit says: "We make quick decisions. We don't have to go through a chain of command. We can handle customer they don't want -- a little cement man who doesn't have credit. We can look him in the eye and say you pay me tonight when you get paid. They won't do that. Service is what it comes down to."

So the independent company is as much a part of the rental scene as the public company. And right now, it doesn't matter whether you're talking about United Nations or Sam's Family Rentals -- opportunities are not evaporating, they're just changing.

But, we will have to check back in a year again, or maybe just a few months -- the rental landscape is changing that quickly.

At RER Magazine, keeping up with these forces of

change has been our own challenge and opportunity. In one story, we have the investors and the shareholders, the economies of scale, the cost-cutting, the rapid growth. In the same day, we have the traditions of a mom-and-pop industry that operated in shadows and is now in the spotlight, for better and worse. It's two worlds in collision and we've seen many of the industry's best operators and, yes, friends, say good bye.

We've had to grow up in a hurry, too. For 40 years, we were a monthly magazine -- 12 issues a year, free to anyone in the business -- and we provided the maintenance tips and the newest products and each month we profiled a company that was succeeding in their local market -- not setting the world on fire -- but a business making a living and willing to share some of its hard-earned success with others like them. We still do that.

But now we also have an electronic fax newsletter that goes out to hundreds of rental executives like yourselves every Monday morning ... and we have two separate Web sites that are visited by people all over the world, people outside of the industry ... and we have a research department that fields calls from investment banks and analysts who didn't even know what a scissorlift was a year ago.

Before we started the fax newsletter, we bounced the idea of people. They thought it was a great idea. "But what in the heck will you fill up those pages with every week," they wondered. Now we have subscribers asking

us to add pages. These days, the questions is: what will we have to leave out each week.

MY POINT, I guess, is that trying to cover the rental industry and put it in perspective during whirlwind change is a constant challenge ... and it is a lot like what you face as you run a company and look out for the latest trends that might affect your business next month, next year, five years down the road.

You still have to know your customer and deliver the product on time. You still have to keep up with the latest regulations and find good people and then keep them. You still have to work harder, be faster, get better.

That's why you're here to hear about trends in a market 18 time zones away and to learn from the other speakers here today. BUT even as you gather here and take a break from the day-to-day business, tomorrow is knocking -- with it's new ways of doing business, it's technological advances, it's constant challenges.

"It's a tough job, but somebody's got to do it." Right? In this case, I know all of you are the "some bodies" who are doing it well. And that's why it has been a privilege - - an honour really -- to have been invited here to speak about such exciting times. And I look forward to continuing the discussion now and down the line. Thank you.

Aaron Smith is the Research Director, for the Rental Equipment Register, the leading hire industry journal in America.

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
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VIC '99 TOMORROW'S HIRE TODAY

**Hire & Rental Association of Australia
1999 Convention**

MELBOURNE CONVENTION CENTRE

May 3 – 5, 1999

PROVISIONAL PROGRAM

Registration

Sunday 02 May
4.00pm – 6.00

Welcome Reception

6.00pm

Join the local host committee and other delegates at the Melbourne Exhibition Centre at the Welcome Reception. With the skyline of the city of Melbourne as a backdrop, this will be the first opportunity to catch up with old friends before the start of the Convention.

Registration Yard Tours

Monday 03 May
8.00am
9.00am
Werribee Park

'EQUIPMENT IN ACTION' WERRIBEE PARK — Delegates will be transported by bus from the Melbourne Convention Centre, visiting hire and rental sites en route, to historical Werribee Park where manufacturers of mobile equipment will drive and demonstrate their equipment, under a range of conditions on the all terrain course in the 'Camel Paddock'.

Equally manufacturers of more portable equipment like chainsaws, mulchers and ground maintenance equipment will continuously demonstrate their products under near enough to actual working situations.

Evening

The convention dinner will be held in Melbourne's luxury venue The Crown Entertainment Complex. Enjoy world class dining in the hotel's premier event room, the River Room overlooking the city of Melbourne by night..

Seminar — Chris Koch

Tuesday 04 May
9.00 — 10.00 am

Chris Koch talks about Rising above the Ordinary, which was no better exemplified on the sporting arena in 1995 when he was the Team motivator who helped the Sri Lankans score an amazing World Cup Cricket victory. During his presentation Chris applies the analogy to show how any why "there is always a better Way" to be more efficient and improve one's bottom line in business.

Seminar — Peter Jones

10.20 — 12.00 noon

"The Ceremonies and Events for The President Cup"

Managing Director, Peter Jones Special Events

An insight into the behind the scenes activities involved in the organisation of the President's Cup to be hosted in Melbourne in December.

Seminar - The GST and its impact on the Hire and Rental Industry

Speaker: To be confirmed

Exhibition Opening 12.00 noon

Happy and Exhibition viewing 1.00 – 5.00 pm

Happy Hour 5.00pm

Dinner & Exhibition Viewing 6.30 – 9.00pm

Wednesday 05 May

9.00 — 10.00 am

Keynote Speaker Geoff Campbell

International Trends in the Rental Industry, a Manufacturers Perspective

Vice President, International Sales

JLG Industries (Europe)

Exhibition Viewing 10.00 am — 1.00 pm

Lunch with Speaker

Ched Towns

1.00 — 3.00 pm

Ched's presentations are full of humour and inspiration as he talks about what he went through before he accepted blindness as a part of his life. He has competed in 200 Triathlons, parachuted out of a plane from 13,500 feet, driven regularly in the Variety Club Bash, trekked in Nepal, canoed Australia to Papua New Guinea and walked the Kokoda Trail.

All details regarding registration fees, and accommodation bookings will be included in the registration brochure will be circulated December 1998. If you are not already on the mailing list, please return the form below to the Secretariat

Please forward a copy of the Hire and Rental Association of Australia Convention Registration Brochure

Title (Mr/Mrs/Ms):

Family Name:

Given Name:
(for name badge)

Company/Organisation (if applicable):

Address (Number/Street):

Town/Suburb: State:

Post Code: Country:

Phone: Business () Mobile

Facsimile () e-mail

Convention Exhibition

The cost of modular stands is as follows:
\$1,300 per 9 square metre stand

They comprise:

- *2.4 metre high walls walls covered in mascot blue velcro compatible material.
- *Carpet
- *Company name - black computer cut lettering, on white foamex
- *One 500w spotlight per 9m² stand - fitted on back wall
- *One x 240V (3amps, 720 watts) power outlet per 9m² stand
- *All power consumed during the Exhibition
- *All cleaning of hallways and stand areas
- *Material handling equipment as detailed above

Outdoor Exhibition

Included in the cost of Melbourne Convention Centre exhibition booths, is a value added opportunity to exhibit at

'Equipment in Action'

Werribee Park - Monday 3 May 1999

Manufacturers of mobile equipment will be able to drive and demonstrate their equipment on the all terrain course under a range of conditions that will be sure to attract the interest and attention of all visitors to the site.

SPACE IS STILL AVAILABLE

Please contact the Secretariat if you have not received an exhibition sales kit

Sponsorship

For further details of items still available for sponsorship please contact the Convention Secretariat

Secretariat Details

Tomorrow's Hire Today

Hire Association (Victorian Division)

c/- ICMS Pty Ltd
84 Queensbridge Street
Southbank Victoria 3006 Australia

Telephone: +61 3 96 82 02 44

Facsimile: +61 3 96 82 02 88

e-mail: HYPERLINK

mailto:hire@icms.com.au hire@icms.com.au

Check program updates on the Convention website: <http://www.icms.com.au/hire>

NEW SERIES OF HYSTER POWERED PALLET TRUCKS

Hyster has introduced a range of pedestrian and ride-on pallet trucks. Both standard and heavy duty models provide efficient and productive operation in confined areas, meeting today's demands of pre-marshalling and lorry loading. Highly manoeuvrable, these trucks are easy to use for ground level pick-up and transportation of pallets and stillages.

The range incorporates four series of powered pallet trucks. The P1.8-3.0 series, with capacities of 1,800 to 3,000kgs, offers high productivity and long-term reliability. The 2,000kgs capacity P2.0S, which can be used as both a pedestrian and ride-on machine, features a fold-out, stand-on platform and side protection arms. The platform is load sensitive when lowered, only allowing the truck to be used while the operator is standing on it; the arms fold away if the operator exerts any downward pressure on them. The P2.0X, which also has a 2,000kgs capacity, has the option of various fork lengths and ranges of width settings, for handling loads such as paper reels and carpets. And finally, the RP, sit-on series, with capacities of 2,000 and 3,000kgs. These offer both semi-standing and seated models for longer distance travel cycles.

Compact design gives a tight turning radius across the range, making them ideally suited to use in loading



bays and container stuffing. All models are equipped with an electronic controller which allows lift and travel speed, acceleration and tradability to be programmed to meet the needs of the specific operation. Travel speed for these trucks in pedestrian mode is up to 6 k.p.h., while those with rider platforms can travel at up to 10 k.p.h. when the operator is on board.

An integral diagnostics system, similar to the Hyscan system found on Hyster electric powered counterbalanced lift trucks, provides efficient identification of intermittent faults and maintenance requirements for improved uptime (having the truck available for use whenever it is needed). Other features such as

autoplug braking, a battery discharge indicator and hourmeter are standard on the powered pallet truck range. The ergonomically styled tiller arm allows precise fingertip speed control, and features an anti-pinning pad that will automatically reverse the directional travel of the truck if it touches the operator.

These powered pallet trucks are part of a full range of warehouse equipment being launched by Hyster. They complement the range of electric powered Hyster fork lift trucks with capacities from 1 to 5.5 tonnes and engine powered trucks that can lift up to 52 tonnes.

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Aussie Pump Listening to the industry

The hire industry requires products which fit a fairly simple criteria. They must rent on a regular basis for an acceptable price and have a minimal maintenance costs.

Many suppliers don't seem to understand this and try to foist products onto the rental industry that are designed for normal commercial or domestic applications. The result is products which may be priced right but which are simply not suitable for hire to the general public or, specifically, to the construction industry. For this reason the hire industry generally lives by the tried and tested theory. Any product wishing to enter the hire marketplace must undergo the strictest tests to prove that it meets the necessary requirements and provide a good reason for the hire company to stray from their established brand.

One company that now recognises this requirement is Australian Pump Industries. Known as Aussie Pump, the company has become a major force in the market place in less than four and a half years simply by understanding and empathising with its client base. But, the acceptance by the hire industry didn't come overnight.

"When we first targeted the hire industry four years ago, we were producing standard commercial machines that were reasonably priced, that we considered were ideal for the industry." Warwick Lorenz, Aussie Pump Managing Director recalls. "But before very long we realised they just weren't up to the standard required."

"So we decided to approach the industry to gain the knowledge of what is required to meet their needs."

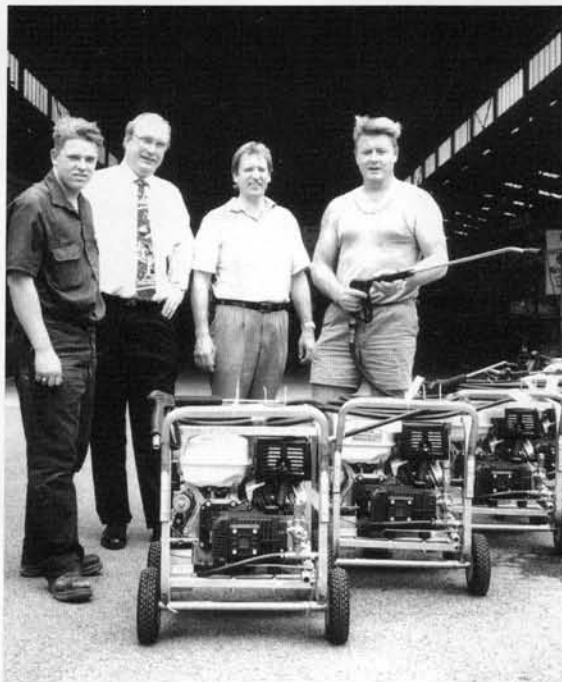
"We listened and learned and put the knowledge gained into the manufacturing process of our products."

"Now we live and die on customer service and by providing products which reflect the customer's real requirements" said Lorenz., "If you're prepared to take the first step of listening to your customers and taking the trouble to understand the requirement and application then you have a good chance of moving on to the second stage, ie building product to suit those

requirements."

"A major part of the process of meeting these requirements was ensuring that the components used to manufacture our products are the best available. Acting on this premise we carefully chose the best, and most reliable products in manufacturing our pumps and pressure washers. The industries acceptance of our products is a measure of that choice." He added.

The result of this partnership with the industry has seen the development of a range of self priming centrifugal trash pumps and pressure cleaners that are specifically designed for hire



Kennards Hire takes delivery of their first shipment of big 4000 psi contractor specials

Pressure Cleaners designed for the industry by the industry

With the cooperation of major hire industry figures like Andy Kennard and Mark Zimmer, Australian Pump developed the first hire industry engine drive pressure cleaner, some two and a half years ago. Two machines were targeted at two specific hire markets. The first was the domestic users and was a 2000 psi 12 litre/minute machine powered by a 5hp industrial petrol engine. The machine had to be totally reliable and compact enough to fit in the boot of a normal family sedan.

The result was the Aussie Eco Clean BB100"K". This machine has now become a standard for the industry in engine drive lighter duty

machines. It utilises a Bertolini "Big Berty" slow speed pump with a number of built-in features that make it particularly suitably for heavy duty applications.

The machine was encased in a specially designed galvanised steel frame with trolley wheels fitted to the back end and a convenient user-friendly folds out handle. Professional gun and lance and heavy duty wire braid high pressure hose gave the machine significant advantages over imported "lightweights".

For the professional market a 4000psi machine was developed that runs off a 13hp Honda electric start engine. Called the BB400 "K" the machine produces 15 litres/minute flow at 4000psi pressure. This

combination of pressure and flow is particularly effective for any construction site clean-up work or heavy duty industrial application. When used with the Aussie Eco Clean Turbokiller turbo lance the effective working pressure of the machine jumps to 6000psi with the machine becoming a tremendously effective cleaning tool.

Aussie Pumps Product Manager, Brad Farrugia said " With the turbo on 4000psi performance the water comes out of the nozzle like a giant spiral. It applies not only pressure but impact as well with a kind of " staccato" effect. We call it the" lethal weapon."

New Electric Machine

The latest development in this significant range of products is an electric drive single phase machine that uses the same ' BIG BERTY' pump as the 2000psi petrol engine version but is supplied in a more compact frame and is designed to run off normal household power supply. Mark Zimmer from Kennards Hire said " we wanted a machine that could be rented out to domestic users without us having to worry about plastic covers being broken or damaged from machines being dropped. The heavy duty galvanised steel frame and the compact design means these excellent machines can be rented to heavy handed customers with complete confidence."

Rental Vac - Heavy Duty

A range of heavy duty vacuum cleaners in both dry and wet/dry configuration have also had a lot of appeal for the hire industry. Developed to complement the range of pressure cleaners these vacs are available in barrel sizes of 10 to 75 litres. Ten, 16 and 30 litre machines are available in specific configuration suitable for pushing up even through man holes to work in cleaning dust out of ceilings.

The professional end of of the construction industry is covered by large 50 and 75 litre wet/dry machines. They are robust , come complete with heavy duty tools and hose and are priced to be

extremely competitive. Best of all, the barrels are manufactured from heavy duty ABS polypropylene which is impact-resistant. This inherent resistance to blows is a major advantage over stainless steel industrial vacs that dent easily and can lose their vacuum through cracks in the housing.

Construction Pumps a Speciality

With the widest range of self priming centrifugal pumps in the country. Australian Pump is able to offer both semi-trash, trash and high pressure transfer pumps with either petrol or diesel engine drives. QP (Quick Prime) pumps are widely used by Coates Hire and many other major rental fleets. They are renowned for their heavy duty construction,

resistance to abrasion and long trouble free life. Another major feature is their ability to suck from depths of up to 7.5 Metres.

The latest development in this particular part of the company's product line is the introduction of a 3 Cylinder Deutz powered diesel drive 6" trash pump with excellent flow and head characteristic.

Another innovation is a 3" semi-trash pump that sells at a fraction of the cost of normal trash pumps. The semi-trash pump features include cast iron volute and impeller, cast iron inlet

and outlet, silicone carbide mechanical seal and a heavy duty roll frame suitable for on-site construction conditions.



Honda powered heavy duty 3" trash pumps like the Aussie QP301T are ideal for rental industry applications.

Service the Key

With a network of distributors and service centres around the country Australian Pump Industries is geared to providing nothing but the best in after-market support. " we know that no matter how good the product is, if it isn't supported you will never win the customers" said Lorenz. " Hire and rental customers are demanding and understand the value of a dollar. Our target is to give them nothing but the best and support it with it with lowest spare parts and accessories prices in the business" he said.

With this simple philosophy it easy to see why Australian pump product and service appeals to the hire and rental industry.

Some tough new additions from Lincoln for your hire range.

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The new Weldanpower 230+ is available in either a diesel or petrol powered model. Either way, the WP230+ operates up to eight hours on a single tank of fuel, and provides 8kVA of 50/55Hz 240V auxiliary power. Choose 230A of AC CC, 210A of DC CC or 200A of DC CV welding output power. This versatility means you can use stick electrode or wire feeders to

Weldanpower 230+ PB

weld mild steel, stainless steel, alloy and high tensile steels, cast iron, non-ferrous metals and for hardfacing. Everything we've done has improved welding performance. It's the perfect addition to your hire range. **Weldanpower 150+** The new Weldanpower 150+ operates up to eight hours on a single tank of fuel and is a compact, lightweight portable 150A welding machine and 5kVA auxiliary power generator. Weld with mild steel, stainless

Weldanpower 150+

steel, cast iron and hardfacing electrodes up to 3.2mm. All these Lincoln welding machines come with a two year worldwide warranty. Call today for a free demonstration.

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Milne & Partners 8208

Hire It Plant Hire a growing concern

Hire It Plant Hire is a successful part of the Victorian hire industry, operating out of two branches in Doncaster and Bayswater. But, the road to that success goes back a long way.

In the late 1960,s John and Carmel Murphy were operating Doncaster Hiring, which had began as a back yard operation, but had been shifted to premises in Doncaster when it outgrew the family home.

At the time Doncaster Hire was mainly involved in the installation and hire of temporary power poles and portable site sheds.

Doncaster was then one of Melbourne's fastest growing suburbs, so it was decided to add a division catering to the light contractor and home handyman market.

The two divisions operated out of the Doncaster premises for a while but eventually Doncaster Hirings moved to Rooks Road, Nunawading, and Hire It Plant Hire was established to handle the contractor - home handyman side of the operation from the Doncaster site.

Mike Gaffney joined Hire It Plant Hire in 1971 as a mechanic - driver at the Doncaster premises. He later managed the Hire It's branch which had been established at the Rooks Road site.

In 1975 Mike and Bill Pyle, who had previously been General Manager of Flextool, formed a partnership and purchased the operation of Hire It

Plant Hire from the Murphy family.

A few months later they relocated the Nunawading branch to Moorandah Highway, in Ringwood.

During the next few years Hire It acquired the businesses of FJ Hirings and Fairfield Hire. Both of these businesses were closed and the equipment absorbed into Hire It's fleet.

In 1979 the Ringwood branch was upgraded to a full purpose built facility. It previously had operated as a satellite operation.

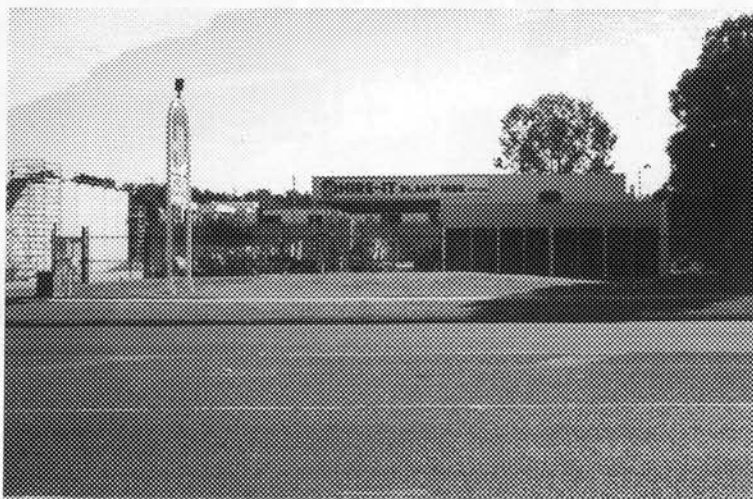
The business grew as Hire It expanded into small Backhoes/Loaders, Front End Loaders and Excavators, which proved very popular and profitable. By 1985 it was decided to rebuild the Doncaster depot, to accommodate the growing range of equipment.

This was no easy task as the hire operation continued during the construction. But, the new premises was a sound investment as it made the day to day running of the business so much easier.

It was particularly gratifying when the new premises were chosen as

part of the 1985 National Hire Association Convention yard tour.

Business was growing rapidly and another depot was opened in Bayswater in 1988. As Bayswater is the industrial centre of Melbourne this was to prove to be a very positive move.



*The modern Bayswater depot
Top - built in 1996
Doncaster depot - below
about to be relocated to accomadate
Hire It's expansion*



SIP Oilless Air Compressors are environmentally friendly

Ideal for light duty use in workshop, garage and industrial applications is the Falcon range of oilless air compressors. Feature-packed and easier to maintain than oil filled models, the new air compressors use pistons with silicone rings and teflon liners to do away with the need for lubrication.

No oil means that the compressors are practically maintenance-free. No oil also means lower running costs for the user.

The big advantage of the new compressors is that they are environmentally-friendly. Being oil-free, they do not pollute the work environment. This makes Falcon air compressors ideal for many applications where an oil-free environment is required, e.g., for use in some laboratory work.

The compressors are also designed to give out less noise than similar oil-filled models—again, an added plus for the work environment.

Falcon air compressors come in two models: the 21525 and the 24525. The former model has a piston displacement of 8 cfm, a free air delivery (FAD) of 5 cfm and is powered by a 1.5 hp (1.12 kW) electric motor. The 24525 has a piston displacement of 10 cfm, FAD of 6 cfm, and a 2.0 hp (1.49 kW) motor.

Being wheel mounted, the two models are portable. They both feature a 25 l air receiver, a fully automatic pressure switch and regulator.

Falcon air compressors come with a two year warranty and a range of optional accessories, e.g., degreasing gun, tyre inflator and suction feed spray gun.



For more information, please contact:
Mr. Philip Ippaso or Mr. Steve Guthrie
SIP Australia Pty Ltd
26 Hargraves Place
Wetherill Park NSW 2164
Ph: (02) 9756 1719 Fax: (02) 9756 1599

Ringwood Closed

With everything going so well no one expected the recession we had to have".

As with many other businesses Hire It Plant Hire tried to hang in there until the tide turned, but eventually changes had to be made.

With the Ringwood depot in between Doncaster and Bayswater and being a rented site it was decided to close the operation when the lease became due for renewal.

An auction of approximately 25% of the inventory of Ringwood was held, the proceeds of which helped the company to survive the recession. The remaining equipment was absorbed into Hire Its fleet.

The recession brought about many changes. One of these was a change in ownership in Hire It Plant Hire.

In 1992 Bill Pyle had an offer to sell his share of the business. Taking into account the timing, his health and a fresh injection of enthusiasm, he accepted the offer and Rodger Knights became Mike Gaffneys new partner in the business.

It wasn't a good time to be entering the hire

industry, but, Rodger met the challenge head on, with a lot of perseverance and hard work. Through the support of the staff and their families they weathered the storm and came out of the recession much stronger and determined.

Due to the economies slow recovery from the recession Hire Its progress was slowed for a period. But they gradually managed to get back on track, and in September, 1996, the Bayswater depot was moved into a brand new site, purpose built, which is proving to be a success in every way.

Over the last few years Hire It, like most hire companies in Victoria, has reaped the benefit of the mini building boom and are shortly on the move again, due to relocate their Doncaster depot into new larger premises to accommodate their expanding range of equipment, which has continued to grow with the business.

From past experience this expansion won't be the last. After 27 years Hire Its Mike Gaffney looks to the future with a great deal of enthusiasm. He can still see plenty of scope for growth in the industry.

What is more, he is very confident that Hire It Plant Hire will be part of that growth.

PANEL-SPAN

A REVOLUTIONARY DESIGN IN TEMPORARY PORTABLE STRUCTURES

Most development work in portable building and temporary (marquee) structures over recent years has concentrated on the structural frame assembly - each new design striving for a greater strength-weight ratio, the method of attachment of the members, or simply the aesthetics of the building itself.

The canvas (or PVC coated fabric) roof and wall "skins" are lightweight, translucent, fire resistant and compact for transportation. They are however labour intensive to maintain, and require a large factory area to clean and dry. Fabric offers poor thermal/ noise insulation, will eventually discolour, and each section is a fixed -span roof covering. (i.e. a 6m roof piece cannot be adapted to suit a 10m structure) - therefore an owner/operator requires many different sections to suit a range of spans.

The structure frame costs about 50% of the initial capital purchase and is practically, maintenance -free, and with handling care, should last indefinitely. The canvas/fabric roof and wall covering on the other hand accounting for the other 50% of the initial capital purchase) requires ongoing cleaning and repairs, and will probably last only 5 years even with proper maintenance.

A common perception in the industry is that the tent manufacturers around the world who design these magnificent structures have never had to maintain their creations for a living. Small profit margins cannot justify full-time cleaning staff in quieter months, and operators always try to quote the job to the canvas stock they own.

Solid or rigid portable buildings are restricted in size, application and site location due to the (expensive) large vehicle transportation required for their relocation.

Their use is generally limited to temporary site office or field stations for



the greater security, thermal insulation and/or facilities offered than fabric structures.

They are difficult to locate in remote or rugged areas, provide little if any natural light or ventilation and cannot be used for industrial/workshop applications.

Panel-Span is a revolutionary design that has been developed to address these problems with conventional buildings.

The **Panel-Span** system uses quick-fitting interchangeable polycarbonate panels that slide through a light-weight modular aluminium frame. Specially designed polypropylene fin-seals fitted in the frame ensure the structure is weatherproof. The frame members are self inter-locking, requiring no tools for assembly or disassembly.

The **Panel-Span** design therefore combines the superior physical and insulation properties of polycarbonate with a quick-fitting system for repeated installations - i.e. temporary/portable applications. And a panelling system allows for a variable roof & wall configuration that canvas cannot offer.

The panels, easily handled and fitted by one person, are common for all spans and will not mould-stain or discolour. When not in use the panels are placed in the rack for storage, and the same rack is used for transportation and cleaning. The only maintenance is a

quick hose-off thereby eliminating the double-handling inherent with canvas, and reducing the floor cleaning area required by 85%.

The **Panel-Span** system now offers a more versatile alternative that is quicker to erect and dismantle, cheaper to maintain, requires no large vehicle transportation, is far more versatile and aesthetic, and offer extended product warranty. The structures have been designed to exceed American Military Specifications - a far more stringent regime than others that conform to civilian building regulation codes.

The product has potential applications for a wide range of diverse industries, including Horticulture and Agribusiness, Building /Construction, the Hire and Rental Industry, the Armed Forces and Emergency Services, including the International Red Cross for emergency relief shelters following natural disasters.

The Structure do not require building permits, which is a considerable advantage over restrictive local council regulations.

All Enquiries

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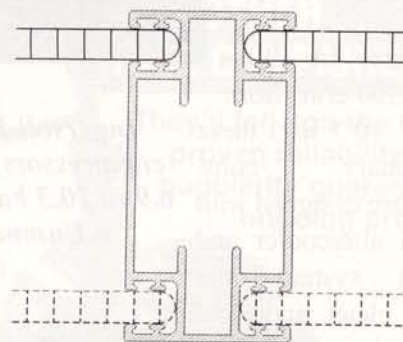


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INGERSOLL-RAND PRODUCES CLEAN' DRY AIR SOLUTIONS IN NEW SERIES OF PORTABLE AIR COMPRESSORS

Revolutionary Portable Compressor Line Provides Instrument Quality Air for Vast Range of Industries

Building on the company-wide expertise in providing clean, dry air systems, Ingersoll-Rand Company's Portable Compressor Division has introduced the new IQ System™ series of rotary screw air compressors. This line represents the first line of portable compressors designed specifically to deliver instrument quality air solutions for a wide range of industrial, process and construction applications.

Available in 1300, 935 and 300 cfm from (6.9 to 10.3 bar) these revolutionary compressors are designed with on-board aftercooler and filtration system that delivers clean and cool

dry air with no condensate discharge. The IQ series is an ideal partner in a wide range of industrial and service operations where instrument quality air is necessary.

The IQ series is designed with a built in aftercooler providing a - 7° approach temperature discharge, which minimises downstream moisture and provides cooler air. A simple-to-operate valve system allows the user to operate the compressors as a standard rotary screw compressor or in the IQ System™ mode, which provides the user with instrument quality air. An additional dryer may be needed to meet the dew point requirements for some applications.

"The built-in condensate flash system eliminates the need to collect and treat the oil and water condensate," said Ted Flatt, Marketing Manager, Portable Compressor Division. "This exclusive system

makes the IQ System™ compressors perfect for a variety of applications, and the most flexible of any portable compressor currently available."

The series comes standard with an IQ System™ shutdown feature that prevents air system contamination, in critical applications, by monitoring filtration level with a two-switch, redundant safety system that also provides an early warning indication when filters require maintenance.

Among the specific end-use industries the new series supports include refineries/process industries, abrasive blasting/painting, general industry, snow making, electronics, pulp & paper, water resources and foundries.

The IQ System™ series features models with a rated capacity of 1300, 935 and 300 cfm at 6.9 to 10.3 bar (100-150 PSIG) with a noise level of 76 dbA @ 7meters. The 1300 IQ

System™ model is powered by a Cummins N14-C diesel engine rated for continuous duty at 343kw. Available in fast track or wagon style running gear, the 1300 IQ System™ compressors weigh 7848kg and 7167kg respectively, overall the machines are 6.630 x 1.825 x 2.591 and 4.852 x 1.825 x 2.590 respectively.

Ingersoll-Rand is a major diversified industrial equipment and components manufacturer.

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Ingersoll-Rands new IQ Series of portable air compressors, available in 300,935 1300cfm - from 6.9 to 10.3 bar (100-150 psig), comes equipped with a Cummins N14-C diesel engine rated for continuous duty at 343kw.

Upcoming Events

HIREX 99

January 26-28, 1999, NEC,
Birmingham, UK.
Tel: + 44 (0) 181 277 5116
Fax: + 44 (0) 181 277 5125

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.

Conexpo - Con/Agg

March 23-27, 1999
Las Vegas, USA
Tel: + 1 414 272 0943
Fax: + 1 414 272 2672

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

IMEA 1999 Engineers Field Day

Penrith Panthers
Penrith, NSW
6-7-8 May 1999
Contact: Frank Sticka
Tel: (02) 9267 6677
Fax: (02) 9283 5255

1999 New Zealand Hire Convention & Trade Show

Hamilton
August
Contact : Kelvin Strong
Tel: 0011 64 4473 6514
Fax: 0011 64 4496 3272

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
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e-mail: ara@araental.org.

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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

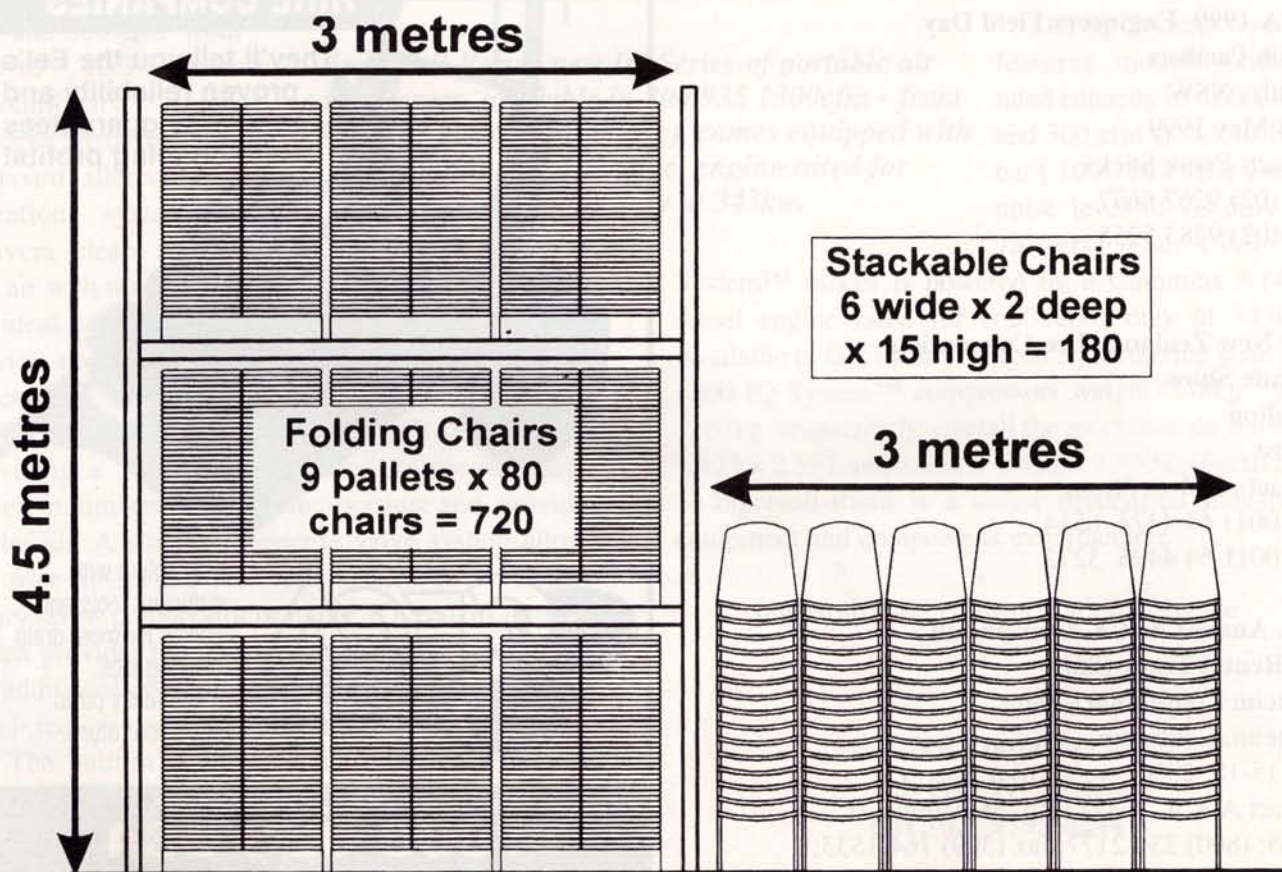
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available

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New moves and we're moving ahead!

Baytex on the Move

As you read this the team at Baytex will have started their move into their brand new purpose built 2200 square metre factory in Mt Maunganui not far from where they are at present in Tauranga. Designed for the efficient manufacture of Baytex's extensive range of marquees, linings and structures the new building will give us significant capacity for growth in the years to come. All of us at Baytex are very excited about the move as it will dramatically improve our working environment and allow for more streamlined production.

New Logo

You'll also notice that our logo has had some refreshing treatment. To coincide with the move we've taken the opportunity to change our logo so that it better reflects the nature and design of our current production line. The essential elements remain the same but we believe that the changes will strengthen our image in the wider market place that we now operate in.

New Linings

We've been working quite hard over the past 12 months to revamp our range of increasingly popular structure linings. In the past structures have been very much an event and exhibition product not in need of a lot of extra embellishment. However changes in the market place have seen an increasing desire to make them more attractive internally, something that Baytex liners do exceptionally well.



We have been working with several of our main customers in recent months to refine and streamline the designs making them work better and fit better.

We now offer three different styles of structure liner:-

- P1** for small party style structure up to 10m on 3m bay width comprising a pair of starter ends with gables attached and separate mid sections.
- P2** for large party style structure typically 10m x 15m on 5m bay width comprising mids with separate infills.
- Mod** for larger exhibition style structures comprising a kitset of components to line anything from 10m wide to 30m wide.

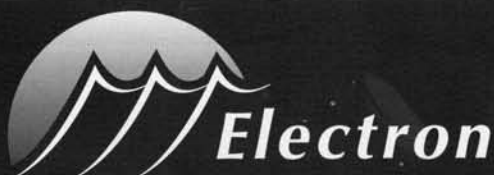
Call the experts for the very latest in structure lining design.

Electron Goes 36m Wide

Andy's Hire of Rotorua, New Zealand have developed a unique and very effective system for jointing two 18m Electrons side by side. That's right, 36m wide with only a single row of poles down the centre.

Seeing is believing, they certainly are an impressive unit and affordable too.

Call us for more information on the Electron range.



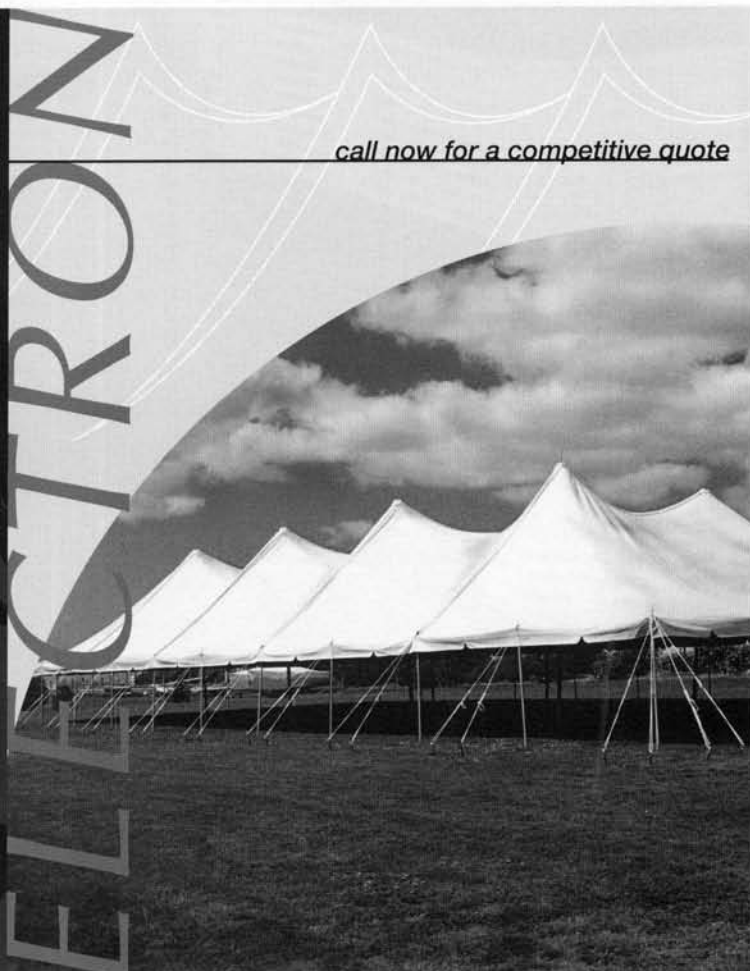
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Baytex Manufacturing Co Ltd

As from December 1st 1998:

52 Newton Street, Mt Maunganui, New Zealand.

Postal Address: P.O.Box 4370, Mt Maunganui Sth.

Phone: 64 7 579 0190 Fax: 64 7 579 0194

New Yanmar Carrier

Yanmar Construction Equipment Division of Osaka Japan has announced the release of a new upgraded Yanmar Mini Carrier known as the C10R-1 for civil engineering, landscaping and agricultural applications where a small but powerful unit is required for restricted sites.

The C10R-1 is powered by a Yanmar air cooled Diesel Engine developing 6.5kw at 3000 Rpm and has a maximum payload of 990kg. The unit is track drive and with an overall width of 950mm offers good visibility to the operator. The hydrostatic system makes it easy to operate and switching between forward and reverse gear is done smoothly with a single pedal control.

Specification are:

- Dump Body Capacity - Heaped 0.53m³
- Dump Clearance 310mm
- Dump Angle 60 Degrees
- Travel Speed 0 - 5.5km/h
- Grade ability 25 Degrees
- Ground Clearance 145 mm
- Dimensions 2.71 x .950 x 1.325 metres



A roll bar is optional and another version of the C10R-1 with a side tipping body is also available.

For further information contact:

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New Zealand Report

A variety of reasons including the downturn in the economy which was prevalent in New Zealand at the time were behind the decision to cancel the annual Convention and Trade Show scheduled to have been held in Wellington in July.

At the end of August an Annual General meeting was called which included a half day reviewing the future direction of the Association. As a result of considerable debate Members reaffirmed the need for the Association to be more pro active, including looking at widening the range of membership and to increase the time available from the Executive Director. A working party has been established and over the next few months will be liaising with members in more detail to gauge their requirements of the Association.

The election of officers saw an almost complete change (with other Directors having completed their term of office or resigned). In addition to the change of personnel the length of time served by each Director has been amended to a 2 year period (with a right of renewal) instead of the former 3 year period.

Officers for the current year are;

President	Steve Robertson	Invercargill
Directors	Mike O'Niell	Cambridge
	Allan Mitchell	Levin
	Wayne Hood	Rangiora

As part of the review the Directors have changed the logo of the Association which will now be based on the HIREPRO logo used over the last 12 months as part of the

awareness marketing campaign.

1999 Convention and Trade Show

As part of the Association Review Members opted for a two yearly Trade Show to be held in conjunction with the Annual Convention and this will be held in 1999 in Hamilton at the end of August. We have already received a significant expression of sponsorship support from GENIE AUSTRALIA and further expressions of interest in the Trade Show are invited from other Australian Companies.

General

Further development of the Association website is to be undertaken which will include a wider range of information than currently showing. The New Zealand website is NZhire.co.NZ

Attending a recent Zone meeting in Christchurch was Jack Klein from Sydney who outlined to Members the challenge the Hire Industry would face with the Sydney 2000 Olympics.

The Insurance Co-operative available to member companies had a fairly torrid second year of operation but the first half of year three has seen a slow down in claims.

New Zealand Members have been watching with interest the debate in Australia re the possible introduction of GST. Having lived with the tax for ten years in New Zealand one can't help wondering what all the "fuss" is about.

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The affect of the GST on the New Zealand Hire Industry

The Hire and Rental Association of Australia has identified the impact of a GST taxation system on the hire industry. A comprehensive submission was forwarded to the Federal Government prior to the October 3 election. This has argued that the hire and rental industry is not well catered for if a GST is introduced. There is a potential for double taxation if wholesale sales tax is paid on capital equipment before the GST is introduced and no GST credit is given for the undepreciated value of the sales tax paid after the GST is implemented. In short the Association has argued that a GST credit should be given for the value of the undepreciated sales tax already paid on capital equipment.

As an industry we will be falsely penalised because our stock in trade, our trade in stock, is a capital item in the strict accounting definition and in the Government's view. The other issues are what happens when a GST comes in and its effect on our businesses. What administration process will we have to go through and change? Are people going to hire more because it is a bit more expensive to buy? What happens with wholesale tax rates in the lead up to a GST? Will there be influences to prevent us or encourage us not to capitalise on more equipment into our business?

In an effort to answer some of these questions the New South Wales Hire Association arranged for Haroon Mohammed, Financial Controller of Hirepool, in New Zealand, to address attendees at their August meeting on the affect of the GST in New Zealand.

A summary of that address follows:

The GST was introduced into New Zealand on 1/10/1986.

Initial chaos

The first thing which come to note in the early days was that business was not ready and there was widespread confusion. Advice lines were set up but you could spend 30 minutes waiting for an answer and then get conflicting answers to the same question. It was chaos.

An example given was if you were to fly to Auckland then Wellington and then on to Sydney, there is no GST. There is GST on the content of local travel but not on the overseas component. What if you were given one price when you bought the ticket?

A Tax on Consumers

GST is not a tax on the business. It is a tax on the

consumer. If you buy a computer for your business that cost \$2,000, then the tax is \$200. However you can claim the \$200 GST back. As far as the business is concerned, whatever GST you pay you get back. Whatever you collect in terms of whatever sales you do, you also hand it back to the Government. You are basically the middleman as far as GST is concerned.

However if a private person buys the computer for their home, they will also pay \$2,200 but they can not claim the GST back because they are a private person. so as far as a private individual is concerned, there is an increase in prices. However the Government balances this by offering tax cuts for wages and salary earners so that have theoretically at least, more money in their pockets. GST is a tax on the individual not on the company.

There was also confusion as to who had to register for a GST number. Some business operators were confused between taxation ID numbers and the GST numbers. In New Zealand, if your company does sales of more than \$30,000 you have to register for GST purposes. The GST suggested for Australia is similar.

Exempt and Zero Ratings

There are some industries that are exempt. The main exemptions for financial institutions and rental payments for private accommodation in New Zealand. If your company is exempt, you are in the same category as a private individual. With your taxable business activities you can not claim GST back.

Zero rated businesses for example, export producing companies have no GST applied at the sales end, but they can still claim a GST credit on their business inputs to produce the finished product. This difference caused some confusion in New Zealand..

Affect on Hire Industry in New Zealand

The biggest impact of the GST is on your cash flow. If you having problems now it has the potential to get worse with a GST. The reason is that you may not get paid by your account customers for up to 30,60 or 90 days. Yet your GST return is due and if you haven't actually received the cash, you have to fund it out of existing cash flow. In New Zealand it is a two monthly return that has to be put in. You cannot defer payment on the GST component of your debtors. This is what hit businesses the hardest. Take your trading period from September to October. Your GST is due on 1st November for sales made the day before, but are you going to get paid promptly? Obviously not. Once you

to do a model on what your GST forecast will be for the month. If anything gives you a shock it is the amount of GST you will be paying.

Prices

There were no hire companies in New Zealand that did not pass on the GST. Nobody absorbed the GST in to their prices, which would have been a price cut in real terms.

Sales

What was the impact of the GST on Sales? If we assume, that 30% of your business is cash customers and the other percentage is trade or ledger customers, well the GST affects the cash customers or the 30% . Your trade customers who are businesses registered for GST so they get a credit for their GST payment.

Profits

Most companies reported there was no significant increase or decrease in their business profitability after the GST. Providing you have your budget and forecasting models in place and you have a good computer system, the GST is just another business add on to your accounting process.

However it is necessary to point out that you need to consider under the old wholesale tax system you bring the cost of your equipment and the sales tax as a capital item which is depreciable. Yet under a GST only the plant is depreciable and the GST has to be expensed. This is a consideration perhaps more for public companies. You could even argue that public companies should buy up big on equipment before the GST is introduced and a private company should buy up after the GST is introduced. It depends on whether you want to capitalise or expense the tax.

So for most hire companies in New Zealand there was no change in terms of their profitability. The area of profitability has more to do with general economic conditions in the building industry, consumer confidence and competition, than the GST on its own.

Business Costs

Computer systems, stationery, temporary-working capital if required for cash flow difficulties will be the major costs. This will differ from business to business. But there will be an up front cost imposition in preparing for the GST and changing your present existing process.

Quoting Prices

Another problem that the industry experienced and still do to some extent, occurs when quoting prices to customers. When the customer rings up for a waterblaster and you quote \$40, he or she is not very

impressed when they come in to the shop and you tell them its really \$40, plus damage waiver, plus stamp duty, plus GST. At what point do you quote the real "take it Away" price? Most companies now tend to quote a price, which is inclusive of damage waiver and stamp duty and GST over the phone. It avoids any arguments over price and its easier to say it's the all inclusive price. On your stationery of course you need to show the GST as a separate cost.

Transitional Arrangements

In New Zealand when they decided a GST was coming the Government progressively reduced the rates of the old sales tax system over an 18 month period. Rates were in a band from 10% - 50% and were progressively ramped down to a band between 10% - 20% . But even before the day that the GST was introduced you were still paying sales tax.. The definition of trading stock in the legislation was important. The equipment, which you are selling, is different from the equipment you are hiring out. The legislation did not define equipment that was being hired out as trading stock. So different rates of sales tax were applicable and the whole accounting method very messy.

For trading stock in the pure definition of the term, ie goods for sale rather than goods for hire, there was a formula for giving tax credits on GST day one. You did not get back 100% of the undepreciated sales tax you had already paid but you did get a proportion. However for capital equipment there was no tax credit.

If the government does not allow some form of tax credit for sales tax already paid, why buy any capital equipment for hire before the GST is introduced. You would be crazy to pay 22% twelve months before the GST only to see the same equipment 22% cheaper on GST day one. This is a big issue for the industry and its equipment suppliers.

Computer Systems

The first thing you have to do is get your computers Year 2000 compliant. When the GST comes in you need to show the GST payable on your statements. The changes are fairly simple and a computer programmer can do it fairly quickly. Again if your business is falling down in the accounting and computing area, the GST will only add to the problems. If your up to speed with this area you will okay.

Quality Procedures

For companies that are quality endorsed or adopt their own systems to ensure consistency in product supply and customer service, you will need to include the GST payment and collection means in your quality procedures.

Association News

Post games dumping

The National Hire Association has written to the Olympic Co-Ordination Authority expressing concern about the potential for equipment dumping after the Olympic Games in September 2000.

In the letter, the Association asks if there if any requirements in tender documents for overseas suppliers to repatriate hire equipment after the games. Pointing out that any dumping of equipment would have a serious impact on the already intensely competitive local industry.

The Association awaits the reply from the Co-ordination Authority.

New South Wales

The Novotel Brighton Beach Hotel was the venue for the New South Wales August meeting. Guest Speaker was Haroon Mohammed of Hirepool, Auckland, one of New Zealand's biggest hire companies, who spoke on how the introduction of a GST had affected the hire industry in New Zealand. A summary of his address is covered in detail in another part of the magazine.

Welcome New members

Mr. Fabio Minuzzo
William Adams P/L.
P.O.Box 164
Clayton 3168

Mr. C.Parks
IFCO Portable Buildings
33-39 Apollo Drive
Hallam 3803

Mr. Kenwyn Seiffert
Torquay Hire Service
31 Baines Crescent
Torquay 3228

Mr. Gary Lannigan
Keilor Hire
502 Fullarton Road
Keilor Park 3042

Mr. Gary Sutcliffe
CED Capital Equipment Division
2 Lawson Crescent
Thomastown 3074

Mr. Sam Rodan
Road Safety Equipment
700-708 Princess Highway
Springvale 3171

Mr. Brendan Fallon
Perrys Peninsula Hire
459 Oxley Ave.
Redcliffe 4020

Mr. Richard Brandon
Toowoomba Party Hire
1 Evelyn Street
Toowoomba 4350

Mr. Stephen Adams
ATS Hire
P.O.Box 6071
Blacktown 2148

Mr. Wal Williams
Forbes Hire
P.O.Box 193
Forbes 2871

Mr. David Schultz
At. Call Equipment Hire
P.O.Box 287
Morisset 2264

Mr. Mario Campo
Crown Rentals
P.O.Box 317
Welshpool 6986

Mr. Peter Bailey
Dingo Mini Earthmovers
14 Lancaster Road
Albany 6330

Michael Fontanini
Fonty's Hire
P.O.Box 673
Manjimup 6258

Mr. Mark Booth
Anytime Hire & Sales
P.O.Box 2103
Rockingham 6968

Queensland News

Hires young achiever wins award

Shane Smith,, of SOS Hire in Currajong has been awarded the Townsville Chamber of Commerce young business person's achievement award.

Mark Bogiatzis, chairman of the Young Chamber and vice president of the senior body, said the 20 nominations received represented a wide cross section of Townsville's business community.

"It's really great to see a guy who has reinvested in his own business which he started three years ago," Mr. Bogiatzis said.

"He is doing all the right things - he has mentors to guide him in certain areas."

Mr Smith started his equipment hire business with little backing but he is now building on his property and also expanding to an adjoining block.

"He works 70 hours a week but is planning to cut down to spend more time with his family."

Mr. Bogiatzis said all twenty nominations were of a high standard. Although the judging panel had a difficult task, Mr Smith stood out because of his achievements.

Supplier and trade night

The last Trade Show for 1998 was held on Wednesday the 9th September at the Mt Gravatt Showgrounds in Brisbane. Despite the wet weather and the occasional torrential downpour, over 140 people attended the evening. Hire Companies were represented with Members travelling from Bundaberg and Lismore to show their support for our Suppliers who sponsored the night.

Invited guest speaker was Steve Campbell from Workplace Health & Safety who gave a talk on Workplace Safety in our Industry. Power Tool Services, Flexovit Abrasives and DeWalt Power Tools kindly donated door prizes, with the major "Buyers Prize" of a Video Recorder being won by Tom Kinross of Kennards Hire Service.

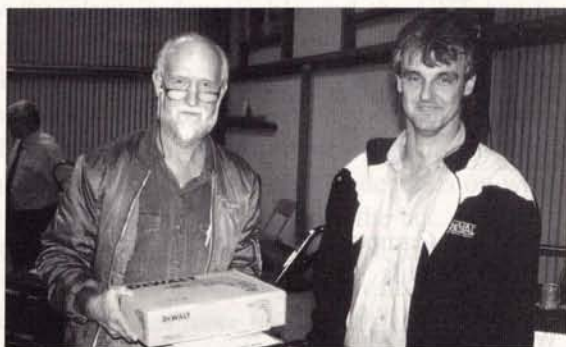
The Hire & Rental Association would like to acknowledge City Hire Service, Generator Hire Service and Equipment Hire Service for their assistance once again.

A special thank you to Patricia & Len Mountford for their endless hours of organising and their team of helpers, carol, Ray, George, Dom and Bill Flavel Jnr, in making a good night for everyone that attended.

Sharlene Grant

Queensland secretary

Supplier & Trade Night



Alan Thomson winning the DeWalt Power Tool prize



Peter Walden, Sue Grant, Craft Rental of Bundaberg and Sharlene Grant



Flexovit Stand



Crommelins & Spitwater Stands

West Australian News

The Western Australian Associations 1998 AGM was held at the Freeway Hotel in South Perth. Mr. Richard Crommelin was elected the State President. We were pleased to have Mr Ben Hall of Esanda Heavy Equipment to address our members and their guests.

We were also very happy to present Mr Stan Day with his Life Membership to the Hire and Rental Association (WA region) inc. He was presented with a plaque and a gift to commemorate the occasion. Stan Day has been with the Hire and Rental Association for many years and has been an invaluable source of knowledge, a friend to many of us, and has always made time to lend a hand where needed. We were

proud to make Stan our first Life Member. Stans wife Bernice was present on the evening. As this was all kept very hush hush until the moment when Stan was presented the Life Membership by Barry Martin, it caught Stan and Bernice by surprise. It was a very emotional moment when Stan accepted the membership.

The newest member Mario Campo of Crown Equipment Pty Ltd was presented with his membership certificate, name badge and membership information by Richard Crommelin.

Lisa Coles
WA Secretary



Barry Martin (left) presents Stan & Bernice Day with Life Membership of WA Association



L/R Linda Cape, Lisa Coles and Mike Tanman



L/R Mike Taman, Lyndsey Phillips, Richard Crommelin and Guest Speaker Ben Hall of Esanda Heavy Equipment



L/R Tony Ryder, Rob Lowry and Chris Pearson of Coates Hire

Versatile fume extraction solutions from Lincoln Electric

Legislation regarding hazardous substances has recently been introduced in most Australian states, requiring all workplaces to carry out risk assessment for all hazardous substances, including the gases and metallic dusts found in welding fume. Welding fume contains fine particles which can penetrate the lung, causing metal fume fever, allergy problems, headaches and at the least, lapse of concentration.

There are several different methods for extracting welding fume, such as mobile and fixed systems. Lincoln Electric can supply a variety of flexible fume extraction systems or can tailor a system to meet individual requirements.

Two types of systems are available; low vacuum and high vacuum. Low vacuum systems move large amounts of air and can work effectively a long way from the source of the fume. High vacuum systems remove fume close to the source, and can be fitted with a variety of nozzles and guns to offer more flexibility than low vacuum systems.

Choosing the most appropriate fume extraction system for a workshop can be difficult, and a variety of factors such as the number of welding stations, must be considered when making the decision. With over one hundred years experience in welding, Lincoln Electric can offer advice and custom design a fume extraction system to suit any workshop environment.

Lincoln's range starts with the portable versatile, high vacuum Minibusters. The MB190, the most popular of the family, is lightweight and powerful and is suited to a variety of applications. It can be cleaned with compressed air, without dismantling, thereby lowering filter and service costs.

Other high vacuum portable machines include the medium sized RB300 and RB500 wheeled units. With the ability to connect to heat resistant hoses, these machines provide flexible and efficient extraction for up to ten stations.

The Mobilflex low vacuum range is the largest mobile system available almost anywhere. Simple to use and clean, this range features mechanical and

electrostatic filtration and is suitable for heavy duty industrial use.

For workshops in which there is constant welding or where there are lots of welding stations. Both high and low vacuum fixed systems use ducting with arms connected at each welding station to direct fumes into large filters and then store the waste.

High vacuum fixed systems can remove fume from over eight welding stations from 200 metres and are ideal for removing fumes, general dust and for general vacuum cleaning. These systems use a number of components including high powered SP turbines, which use only enough power to meet the necessary demand and automatically adjust and maintain pressure levels. FU-A filters, designed for heavy pollution, are attached to the turbines and contain a twin system which automatically itself with compressed air. Hoses, nozzles and adapters as well as vacuum accessories are available.

Rather than use a turbine, low vacuum fixed systems use individual fans and arms to remove welding fume. Lincoln can supply a range of fans suitable for single operators or a number of welding

stations. Self supporting arms attached to the fans can be swung into place to draw fume away from the welder's breathing space. Modular arms, while less flexible than self supporting arms are ideal for workshops with permanent stations and with one bracket to fit all fans, arms and motors, and are easy to install.

With a complete range of mobile, high vacuum, low vacuum and factory fixed fume systems, as well as accessories, Lincoln Electric can supply a fume extraction system to suit any application. Manufactured to CE standards, all Lincoln Electric fume extraction equipment comes with a twelve month warranty on parts and labour.

For further information contact:

**John Cameron at
Lincoln Electric on
(02) 9772 7222**



*Lincolns
Fume Extraction Units*

Who's Who

Association Underwriting Services (AUS)

is a division of an Underwriting Agency, OAMPS Underwriting Agencies Pty Ltd. An Underwriting Agency acts on the behalf of an Insurance Company. In this case, Australian International Insurance Limited.

Role:

To mediate between the Insurance Company, the Insurance Brokers, the Hire and Rental Association of Australia and the members of the Association. To provide feedback to all parties on claims trends, market share, etc. To provide Risk Management assistance to the Association and its members.

Endorsements:

AUS is the endorsed provider of the Business and Motor insurance products to the Association.

OAMPS Australia Ltd

is a Registered Insurance Broker

Role:

To source the best cover at the best price for all your insurance needs including Business, Motor and Home covers, as well as many more.

Endorsements:

OAMPS is the endorsed Insurance Broker to the Hire and Rental Association of Australia.

Australian International Insurance Limited

is the Insurance company who ultimately pays the claim.

Role:

To support the tailored insurance products designed specifically for the members of the Hire and Rental Association of Australia.

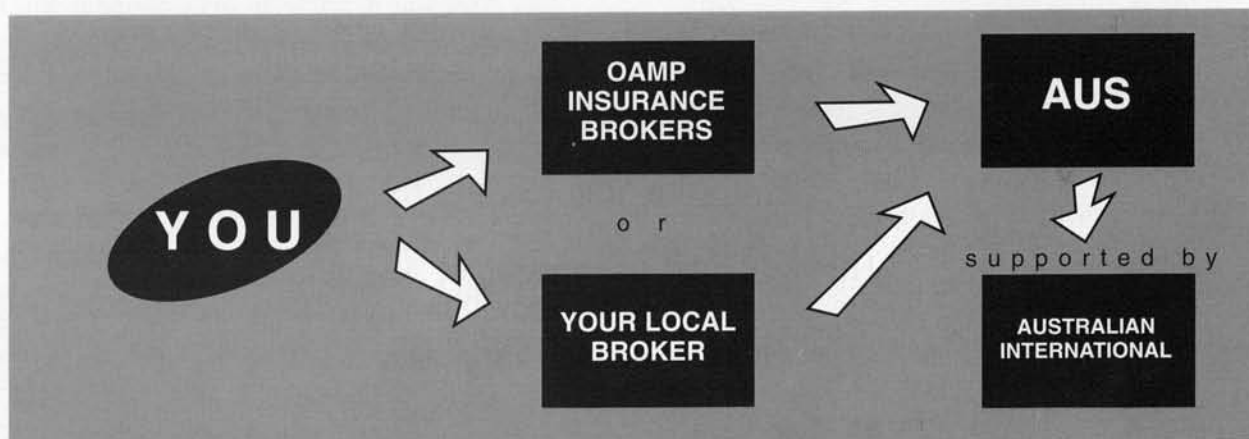
Other Insurance Brokers

perform the same role as OAMPS Australia Limited and have access to the AUS products.

Role:

Where you are not able to support your endorsed insurance broker, OAMPS Australia Limited, you can see ask your local insurance broker to obtain a quotation from AUS.

Picture this...



AUS products can be accessed through:

Your nearest OAMPS office, your local insurance broker
or by calling - **Alison Butler (03) 9483 6309**



OAMPS Underwriting Agencies Pty Ltd ACN 079 021 426

Do You Know The Full Extent Of Your Occupational Health & Safety Obligations ?

The Hire & Rental Association of Australia has prepared a safety manual covering all aspects of OH&S procedures for hire companies. This comprehensive manual tells you in an easy to read format, how to meet your legal obligations.

Topics covered include: developing your company's safety policies and programs, workplace safety, customer safety, hazard management, accident investigation, machine safeguarding, manual handling, noise, compressed air, access, personal protective equipment, LPG, electrical safety, gas & electric welding, fire protection & emergencies, first aid, scaffolding, uv exposure, plant regulations, smoking and more.

- Over 400 pages packed with information specifically for hire companies.
- \$120.00 per manual

Order Form 1997 Safety Manual

Name
Company
Postal Address
.....

Please supply copies @ \$120.00 per copy
A cheque for is enclosed

Post With Your Cheque To .

Hire & Rental Association of Australia
Private Bag, No. 938
North Sydney, NSW, 2059.

Telephone inquiries to Chris Hanlon on (02) 9927 7526

Go Hire Celebrates 25 Years

It all began when John and Daphne Hinde, no strangers to running their own businesses, were looking for a challenge and "something different".

Their son Peter, now the company's Managing Director, said his parents found themselves involved in the hire business as a result of their search for something a bit out of the ordinary.

"There's definitely nothing ordinary about the hire business - it is different," he said.

On the 20th July 1973, John and Daphne took over a company known as L and L Hirings, based in Auburn Street, Wollongong but after 3 months moved the whole box and dice to their farm property at West Dapto where it was based for several years.

"At times our access for customers left a lot to be desired as the road would be washed out in heavy rains. We still have customers remind us of their trips to the never never in search of us," Peter recalled.

"Our next move in 1977, was to buy a property in Hamilton Street, Dapto, build a warehouse and move the business headquarters there."

"At that time we were involved in just party and event equipment hire but it wasn't long before the company bought out Dapto Hire, specialising in handyman and builder's hire, thereby expanding the business base.

The range of stock was increased, new equipment bought and other pieces brought up to date and the new company happily joined the existing business.

Later on, "we bought Wollongong Shed Hire and incorporated it into the now rapidly expanding business," Peter said. "We took that company out of the tin toilet shed era and into chemical toilets, site offices and container hire business", he said.

Yet another acquisition for the Hinde's was RAE hire, also at Dapto, which was in the air compressor side of the industry.

"In 1985 Go Hire opened a store at Corrimal in rented premises which we quickly outgrew and in 1986 we purchased our current site, 277 Princes Highway,

Corrimal, opposite Corrimal Court Car Park. Our Corrimal store has gradually evolved into its current form complete with new fencing, paved storage and gardens."

"In 1986 we also purchased our current store at Prince Edward Drive, Dapto, with new administration and Party/Event reception being added as a 2nd storey in mid 1995."

"January 1995 saw the opening of Go Hires first purpose built hire store at Lake Entrance Road, Oak Flats (Opposite the new BBC Hardware House). We refer to this as our Shellharbour store as it serves the Shellharbour Council district."

1997 saw Go Hire move into the supply of elevating work platforms with purchases of 6m and 7.5m Scissor Lifts.

In December 1996, John and Daphne Hinde retired and Peters brother Martyn left Go Hire to pursue other business ventures.

Currently the Hinde family involvement in Go hire is

Peter (MD), Wife Lynne (Office Administrator) Daughters Kirsten (Events Manager) and Danielle (Office Administration).

"My daughter Richelle who is 10 years old is already showing signs of interest in Go Hire and is often spotting Go Hire trucks and toilets when out and about," Peter said.

"Go Hire although family owned, cannot attribute its success to that aspect alone, and with the great staff team we have we plan to go from strength to strength."

"A number of staff members, past and present, have reached and passed their 10 year service with us including Fred Lee (Plant Manager) and Kerry Easton (Workshop Foreman)."

"It is through our staffs dedication and loyalty Go Hire will continue to grow."

"In 1998 there are stores at Corrimal, Dapto and Shellharbour offering a huge range of equipment from Teaspoons to Tipper Trucks, a Jackhammer to a Jukebox or Marquee to a Mini Digger, in fact almost anything," Peter added.



Go Hires' Dapto Headquarters Team
Photo Courtesy of Illawarra Mercury

Starter Motors

In this issue we are moving on from our battery to the alternator and starter motor components in an electrical circuit.

We will look at basic types that are used in a majority of our plant equipment and some fault finding remedies.

Starters

The starter used to crank the engine on all modern automobiles is actually a direct current (dc) motor capable of developing a high torque (twisting force). The electric current supplied to the starter is furnished by a storage battery.

The starter cranks the engine through a pinion gear which is attached to the armature shaft. This pinion gear is brought into mesh with teeth on the rim of the engine flywheel through the action of the overrunning clutch. With this arrangement, the pinion gear is moved into mesh by a lever actuated by the starter solenoid when the ignition switch is in the start position. As soon as the engine starts, the speed of the flywheel becomes greater than the speed of the pinion gear, causing the pinion to be out of mesh with the flywheel gear through the action of spiral splines on the armature shaft. The pinion gear will also be pulled out of mesh by the solenoid shift lever whenever the solenoid is de-energised whether the engine has started or not.

Starter Brushes

The brushes used on 12 volt starting motors are made of a high metal content for good conductivity and excellent starting torque. When new brushes are installed, the spring tension should be checked to make sure the brushes will ride firmly on the commutator. The brushes should be seated properly. A piece of fine sandpaper (never emery cloth) can be attached to the commutator when the starter motor is manually rotated.

Starter Drives

In order to develop sufficient torque to crank an engine, gear reduction must be used between the starting motor drive and the engine flywheel. The ratio is usually from 15:1 to 20:1. Therefore it is necessary to have a drive mechanism which can engage the starter to the engine, crank it, and disengage once the engine starts. This equipment is obvious if one would consider the fact that if disengagement of the starter motor does not occur after the engine has started and the engine accelerated to say, 4000r/min, the starter could be driven to a possible 60,000 to 80,000r/min. At

this speed, the windings of the armature would be thrown outward by centrifugal force and the starter would be ruined.

Although there are many types of starter drive mechanism, all are based on two fundamental types - the Bendix drive and the overrunning clutch drive.

Starter Circuit Tests

Whenever the starter motor turns over slowly, or not at all, or the solenoid fails to engage the starter with the flywheel, excessive resistance in the starter circuit may be the cause.

The following checks for excessive resistance can be performed with the starter motor on the car.

1. Test the battery and charge it if necessary.

CAUTION: To prevent the engine from starting during the following tests, either ground or remove the distributor primary lead. Do not operate the starting motor continuously for more than 30 seconds to avoid overheating.

While cranking the engine:

2. Measure the voltage drop (v-1) between the positive battery post and the battery terminal of the solenoid.
3. Measure the voltage drop (v-2) between the battery terminal and the motor terminal of the solenoid.
4. Measure the voltage drop (v-3) between the negative battery post and the starter-motor frame.

If the voltage drop in any of the last three checks exceeds 0.2 volt, excessive resistance is indicated in that part of the starting circuit being tested. Locate and correct the cause.

Solenoid Tests - If the solenoid fails to pull in, the trouble may be caused by excessive resistance in the solenoid circuit. To check for this condition, crank the engine as before, and:

1. Measure the voltage drop (v-4) between the battery terminal and the switch terminal of the solenoid. A voltage drop greater than 2.5 volts indicates excessive resistance in the solenoid circuit.

If the voltage drop is less than 2.5 volts.

2. Measure the voltage (V-5) between the switch

terminal of the solenoid and ground. The solenoid should pull in with 8.0 volts present at this point.

If 8.0 volts or more are present and the solenoid does not pull in, remove the starter-motor assembly and check the solenoid. To check the solenoid without removing it from the starter housing, disconnect the the strap between the solenoid terminal and the starter.

Complete the following tests as rapidly as possible to prevent overheating the solenoid.

To check the hold-in holding:

1. Connect an ammeter and variable resistor in series with a 12- volt battery and the switch terminal of the solenoid.
2. Connect a voltmeter between the switch terminal of the solenoid and ground.
3. Adjust the variable resistor until the voltmeter reads 10 volts, and note the ammeter reading. The correct reading will depend on the make and model of automobile. The service manual should be consulted for the particular automobile under test.

To check both solenoid windings:

1. Connect the voltmeter, ammeter, and variable resistance as in previous test.
2. Ground the motor terminal of the solenoid.
3. Adjust the variable resistance until the voltmeter reads 10volts, and note the reading of the ammeter. This correct reading in this test depends on the make and model of the starter.

Bench Test of the Starter Motor

The starter motor on most automobiles must be removed for brush replacement and to correct other troubles that may be present. The procedure for removing the starter varies with different makes and models of automobiles and is included in the service manuals.

Before disassembling the starter motor, remove the cover band (if equipped) and examine the brushes to make sure they are free in their holders. Replace brushes if they are defective or excessively worn.

Some manufacturers recommend checking the tension of each spring with a pull scale. A typical spring tension is from 3 to 3 1/2 lbs. Check the manufacturer's specifications for exact tension for specific automobiles.

If trouble is still indicated in the starter motor after the brushes have been examined and/or replaced, the unit must be disassembled for further tests. Follow the recommended procedure as outlined in the service manual. The procedure varies for different makes of equipment.

The following checks should be made on the starter motor after it is removed from the engine.

1. Test the action of the overrunning clutch. The pinion gear should turn freely in the overrunning direction. Check the teeth of the pinion for chips, cracks and excessive wear. replace the assembly if necessary. Badly chipped teeth on the pinion gear may indicate chipped teeth on the ing gear. Inspect the ring gear for this condition if the pinion is chipped, and replace if necessary.
2. Check the brush holders to see if they are deformed or bent. Make sure they hold the brushes in the proper position against the commutator. Repair or replace if necessary.
3. Check the fit of the armature shaft in the brushing of the drive end housing, commutator and housing, and (if equipped) the centre bearing plate. The shaft should fit snugly, but turn free turning. If either fit or loose, or appears to be worn, the bushing should be replaced. If the starter is equipped with a centre bearing plate, replacing the plate is simpler than replacing the brushing alone.
4. The overrunning clutch, armature, and field coils should not be cleaned in a degreasing tank or with any grease dissolving solvents. The clutch mechanism on most starters is permanently lubricated and the solvent will dissolve the grease, leaving unit without lubrication. The solvent will also damage the insulation on the armature and field coils. It is suggested that all parts, except the clutch, be cleaned in mineral spirits with a brush. The clutch can be wiped clean with a cloth.
5. Inspect the commutator, and if it is dirty, clean it with No.00 sandpaper. Never use emery cloth on the commutator. If the commutator is worn, pitted or burned, out of round, or has high insulation between the bars, the armature should be placed in a lathe and the commutator cut down.

Peter Armstrong
National Hire

Elevating Work Platform Association of Australia

AGM

The inaugural Annual General Meeting of the EWPAA was held on Wednesday 21st October in Sydney and was well attended by members.

The election for office bearers for 1998/1999 completed and with the interim Executive Committee voted in as follows:

National Executives

President ;	Mike Wilton Moorland Hire (03) 9562 3700
Vice President:	Martin Foster Wreckair Hire (08) 9451 9555
Past President:	Max Brown Whelan Access (03) 9562 7599
Committee:	Stephen Donnelley National Hire (02) 9666 4766
	Alan Forbes Coates Hire (02) (525 3333
	Ross Hogan Snorkel EWP (02) 9725 4000
	Tim Nuttall JLG Industries (03) 9545 6303
	Chris Goddard Genie Australia (07) 3375 1660

State Chairman

(also on National Executive)

NSW	Arron Cooper Skymaster (02) 9671 7088
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Qld.

Rod Leech
Australian Skyreach
(07) 3865 4545

SA

Brian Kelly
Coates Hire
(08) 8294 4000

Vic

Derek Gee
Wreckair Hire
(03) 9262 2100

WA

Lindsey Phillips
JLG Industries
(08) 9362 9318

President

Congratulations to Mike Wilton for taking the reigns as President for next year. It is also good to see that the National Executive represents a true cross section of the membership base, at National and State levels.

Apex '98

In September, the Apex '98 Access Exhibition was held in Maastricht. This is a key expo in Europe for the access industry, and the EWPAA was invited to present a paper on "Training Requirements" to the conference. Ron Lawson of National Hire presented the paper, which was well received by the attendees, including a large Australian contingent.

The key areas of discussion revolved around handover training vs. competency assessments and the lack of statistical support.

This was an excellent forum for debate and discussion and helped put the Australian EWP industry onto the international stage. Many thanks to Ron for his efforts and his professional presentation.

Membership

The membership of the EWPAA has now risen above 220 fully financial members, with State Committees up and running. The EWPAA membership base truly represents the industry with all the major suppliers, rental fleet owners and manufacturers represented along with hire companies, and end users and support service providers.

Operator Training

The yellow card training programme has been in operation since 1990, but it was not until January 1997 that the issued cards become serial numbered and centrally registered.

As a indicator of the programmes objective of reaching as many end users as possible, over 43,000 cards have been issued in less than two years. making it a truly nationally accepted programme.

The next objective is to get the programme accredited and formerly accepted. At the AGM, this was agreed to proceed with.

Second hand equipment

Members of the Association continue to be greatly concerned about the sale of second hand equipment into the market that may not meet acceptable safety standards.

As recent accidents demonstrate, lack of service or product knowledge can be fatal when it comes to access equipment, which is why the EWPAA believes in continually promoting the "buyer beware" programme when it comes to second hand EWP sales.

The next objective here is to get a more unified approach to safety interpretation at State and National

levels - admittedly a challenge.

Compulsory Third Party Insurance

Eric Johnson, with his terrier-like qualities in full flow, reported at the AGM that National and State agreements on CTP exemptions was almost upon us. This follows a campaign waged by Eric since 1992, and when successfully completed in the next few months, will have significantly reduced membership exposure to CTP premiums in all states.

Eric Johnson - retirement

At the AGM. Stephen Donnelley, on the members behalf, thanked Eric for his dedication as consultant to the EWPAA over the past 8 years.

His efforts have helped the EWPAA to remain viable and progressive. It is now a stand alone, financially viable and active Association throughout Australia, representing one of our fastest growing industries

If you are involved in but not a member and wish to find out what you are missing, please contact :

Phil Newby

Tel: (02) 9970 6301

Fax: (02) 9970 6301

AERIAL WORK PLATFORMS MUST UNDERGO TEN YEAR REBUILD UNDER AUSTRALIAN STANDARD

One of the obligations imposed on owners of aerial work platforms of all types, under the Australian Standard AS 2550.10, is that a major inspection of each unit is required after a maximum of ten years of service and every five years thereafter.

Particular attention is required to be paid to structural anomalies including a strip-down inspection and a non-destructive examination, all controls, stopping and braking systems, upgrades in compliance with manufacturers safety advances, platform condition and adequacy of all safety instructions and operating and maintenance manuals.

JLG Industries (Australia) has established and is currently expanding the capacity of its ten year rebuild facility which is located at the company's Australian head office at Port Macquarie. This facility is quality endorsed and accredited to ISO 9002.

The Port Macquarie facility is designed to undertake the mandatory requirements of AS 2550.10 for the JLG range of aerial work platforms and is also equipped to provide the same service requirement for all other manufacturers of similar equipment. JLG provides warranty, technical and spare parts back-up for all works undertaken.

The expanded upgrade capacity, according to JLG's equipment services manager, John Sharp, is in anticipation of a significant increase in compliance requirements. "The number of aerial work platforms in

use in Australia ten years ago was fairly small before sales and numbers of machines in use began to increase rapidly in the late 1980's and throughout the 1990's. Consequently there will be a significant increase in the number of machines required to undergo their ten year compliance checks in the next couple of years. As the industry leader, JLG is now gearing up for this increase in demand".

John Sharp said that JLG is committed to providing world class service, quality, value and turnaround times for ten year compliance works. "in many instances, the same JLG who built the original machine, are the ones doing the rebuilds. We have a reputation for providing the best ten year rebuild programme in Australia, which we cherish - so good in fact, that we are usually given the task of rebuilding aerial work platforms built by other manufacturers, in addition to our own JLG range".

One recent project was a total rebuild of a JLG 60H+6 boom lift which had been substantially fire damaged. The unit was rebuilt, stability tested, repainted and delivered to its owner in certificated, near-new condition.

Further enquiries in respect of the AS 2550.10 ten year and fifteen year inspection and rebuild services is available by contacting John Sharp, JLG Industries Australia, 11 Bolwarra Road (PO Box 5119), Port Macquarie NSW 2444. Telephone (02) 65 811 111, or any local JLG office.

Hire Association takes over distributorship of safety cards

In an effort to reduce costs, the Victorian Hire and Rental Association has taken over the distributorship of the DIY safety cards. The safety cards which are produced in conjunction with WorkCover, Victoria, are to be now distributed by VECI.

In the project funded by the Victorian WorkCover Authority and supported by the Hire & Rental Association of Victoria have produced an initial set of 38 safety information cards for equipment typically hired in the domestic Do-It-Yourself markets.

For some years, injuries sustained from the use of DIY equipment have been 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 .

Safety information cards have been prepared for the following equipment Additional cards are currently being developed for other pieces of hire 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

Copies of these safety information cards can be purchased directly from:

VECCI
50 Burwood Road
Hawthorn 3122
Tel: (03) 9251 4234
Fax: (03) 9818 3686

OR

Gary Kerr
Kerrs Northside Hire
P. O. Box 215
North Geelong 3215
Tel: (03) 5278 6011
Fax: (03) 5278 8398

SAFETY CARDS

SNORKEL CHERRY PICKER

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:



Ear muffs of ear plugs

Safety harness



Leather boots with steel capped toes

Safety Instructions for this Equipment

- * Must be used on hard ground, otherwise wheels and stabilisers may sink causing the unit to overturn.
- * Do not use within three metres of high voltage power lines.
- * Do not use in extreme weather conditions, i.e. high winds.
- * When using on gradients, the vehicle should face downhill with the work platform on the uphill side of the unit.
- * Do not overload.
- * **CAUTION** - Move the control levers slowly to avoid jerking actions.
Use safe towing techniques:
- * Trailer lights, trailer hitch and safety chains must be connected.
- * Jockey wheel, stabilisers and booms with travel lock pin in position must be properly stowed.
- * Trailer park brake should be in the off position.

Fuel Safety

- 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 practise 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 in doubt over the use of this equipment, contact the hirer and ask for instructions.

Atlas Copco ROC F7 Wins Selection

Specialist contractors, National Contracting Group have just completed a two month drilling contract at the Homebush Bay Olympic site working with an Atlas Copco ROC F7 surface drill rig. The contract was for basement excavation and foundation work for the new Homebush Hotel on behalf of the main contractor Civil & Civic.

Working in reasonably hard drilling conditions, the ROC F7 was drilling at an angle of 20 degrees to the horizontal through to the top level of fill material, drilling holes for ground anchors.

The Atlas Copco ROC F7 is one of two ROC F7 rigs recently purchased by National Contracting Group for their operations throughout NSW and Victoria. Bede Noonan, Manager, says the decision to purchase the two ROC F7 drill rigs was based on the performance of an existing Atlas Copco ROC 812 purchased by the group in 1986. This earlier machine had performed extremely well and combined with the new technology of the ROC F7 made the purchase decision easy.

The ROC F7 was launched onto the Australian market in late 1996 and since that time has increased in popularity as more companies realise the potential of

the ROC F7 combined with the COP 1840 HEX rockdrill system for fast and accurate drilling even in difficult ground conditions.

The ROC F7 is a new generation high performance surface drill rig designed for both production and development drilling and allows contractors a high degree of versatility allowing increased productivity and straighter hole quality. The rock drill is the powerful COP 1840 HEX with built-in backhammering device to free up any potentially stuck drill steels. The new ROC F7 comes standard with a single section boom developed for extra high productivity.

National Contracting Group currently has both machines operating at two civil engineering projects based in Victoria; the Chadstone Shopping Centre Extension and the South-East freeway City Link Project.



For further information contact:

Kathy Jack, Communications Manager,

Phone: (02) 9621-9707

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Tanakas New Two Stroke Engine Surpasses Four Stroke and CARB Regulations

Mr. Khoya Tanaka, president of Tanaka Kogyo Co., Ltd. announced the forthcoming delivery of the first Tanaka brushcutters with the new 40 cc Purefire™ engines in October, 1998. The new brushcutters are "lighter, more powerful, more economical and more reliable than anything we have ever produced, or really anything currently in the market, including those with four stroke engines," said Tanaka. Purefire is the first to be certified to the stringent California Air Resources Board's Tier II/Year 2000 emission regulations. The engine was certified in March, 1998.

The 40 cc production-ready engine used for the certification had to go through a 300 hour degradation test. "In addition to lowering hydrocarbons, oxides of nitrogen and particulate matter, the engine also maintained carbon monoxide that was 70% less than the regulation and far better than four stroke engines," said Tanaka.

To maintain reliability, "the engine was designed using a number of standard two stroke engine components. As well, major innovations were introduced: new scavenging ports, piston, cylinder and crankcase to provide a more efficient combustion process," added Tanaka.

During the intake stroke, the fuel-air mixture is forced through extended scavenging passages within the cylinder wall and crankcase, to achieve a higher level of atomisation. As the mixture travels, centrifugal force causes a higher content of the fuel (portion of the mixture) to be delivered into the cylinder during the compression stroke. Then the piston, with its unique "U" shaped ridge, directs the fuel-air mixture more precisely into the cylinder dome which is a mirror image of the piston's top.

This results in a more concentrated ignition area which creates higher compression, improved flame propagation and more complete burning of the fuel, which makes the engine 30% more fuel efficient.

The exhaust is channelled through a compact catalytic converter inside the muffler. This further reduces emission by more than 70% which is currently unmatched by any other production twostroke or four stroke engine used for portable power equipment.

For more information, please contact: Mr. Jim Taveira Parklands Trading Co. Pty. Ltd. 106 Belmore Road North Riverwood NSW 2210 Phone: (02) 9533 3999 Fax: (02) 9153 9422

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