

Hire and Rental

INDUSTRY QUARTERLY

Official Publication of the Hire and Rental Association of Australia

March, 1999

**1999
Convention Issue**

JLG
ON THE RISE



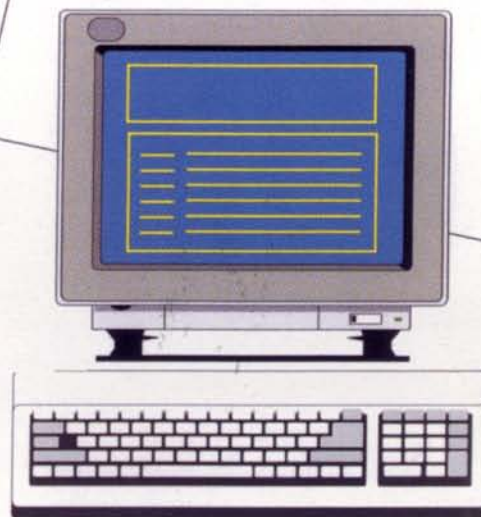
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TRACS

THE AUSTRALIAN HIRE STANDARD



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



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National Association

President: Peter Walden
Tel: (07) 3216 7722
Fax: (07) 3216 7076

Executive Director: Phil Newby
P.O.Box 50
Elanora Heights NSW 2101
Tel: (02) 9970 8756
Fax: (02) 9970 8759
Mobile 0417 212 627
Email: safeaccess@msn.com.au

New South Wales

President: Peter Lancken
Tel: (02) 9747 6788
Fax: (02) 9747 6661

Executive Officer: Jenny Lohri
P.O.Box 50
Elanora Heights NSW 2101
Tel: (02) 9970 8756
Fax: (02) 9970 8759

Victoria

President: Gary Kerr
Tel: (03) 5278 6011
Fax: (03) 5278 8398

Secretary: Christiane Darmann
VECCI
Employer House
50 Burwood Rd.
Hawthorn Vic. 4377
Tel: (03) 9251 4234
Fax: (03) 9818 3686

Queensland

President: David Johnson
Tel: (07) 3805 1855
Fax: (07) 3805 9272

Secretary: Sharlene Watson
Tel: (07) 3851 4777
Fax: (07) 3851 4788
P.O.Box 118
Ferny Grove 4055

South Australia

President: Brian Goudie
Tel: (08) 8447 2911
Fax: (08) 8341 2150

Secretary: Jeff Brand
Tel: (08) 8300 0093
Fax: (08) 8300 0001
136 Greenhill Rd.
Eastwood 5063

Western Australia

President: Richard Crommelin
Tel: (08) 9345 3460
Fax: (08) 9240 1271

Secretary: Lisa Coles
13 Wheatley Drive
Bull Creek 6149
Tel: (08) 9310 9345
Fax: (08) 9310 9344

PRESIDENT'S MESSAGE



After years of discussion and direction searching for the Association, it gives me great delight to be able to announce the appointment of Phil Newby and Jenny Lohri as Executive Director and Executive Officer respectfully. Phil and Jenny feel very strongly about our industry and treat these positions not only as a job but as a means to enhance the development and growth of our Association and industry. They need your ideas and input to provide direction and insight into members needs, so feel free to call them at any time with ideas.

It will be a pleasure to be able to work with Phil and Jenny over the years to come.

I recently went to Los Angeles to study some hire companies. Whilst many believe that Americans do things much better we do, I have to say on what I have seen, I do not believe this is always true. Maybe they do things bigger, but that doesn't always mean better. Some things they have are better, but in other respects they are not as progressive as we are here in Australia. Australians have always proved themselves to be very inventive, original thinkers, so I encourage you to keep up the tradition and work on your ideas. Share them with others, develop them with others help where necessary, but don't let those initiatives be lost. Use your own experience with your equipment to assist our association members to improve their products to meet your customers needs, to improve safety of operation, to provide ease of care and maintenance. The easier an item is to check, test, service and maintain the better. Ease of Care = More Frequent Care + Greater Reliability = Happy Customers.

I trust everyone is organising staff and travel arrangements for the Melbourne Convention, which is fast approaching.

If not, you had better get your skates on!

See you all in May

Peter Walden

Its time to prepare for the bug

To most of us the computer is a great piece of equipment, a wonderful enhancement to the running of our business.

But, the intricate running of it are a bit beyond us. It is like your car when it breaks down you get a mechanic. There is no necessity to be a computer nerd.

But the upcoming Y2000 bug is one of those things which must be addressed before it happens as it has the potential to create chaos throughout the world by rendering chip operated systems helpless.

There is a sense of awareness of the Y2K problem but not a great deal of understanding

For instance, because it is called the Y 2000 bug there is a common misbelief that the problems will arise in late December 1999 or early January 2000. In reality most accounting systems, have to be Y 2000 compliant by 1/7/99, the start of our financial year. It is a bit late to find out in December that you may lose all your financial records on 1/1/2000.

Because of the structure of the hire industry, being mainly made up of small business operations, it may be vulnerable to the Y2K bug.

All companies big and small have computers. Some have the latest software programs which enable them to keep their finger on the pulse of all aspects of their business, which may already be compliant. While others have programs which are performing the basic needs of the business, invoices, payroll, stock control etc and have been doing so for years, there has never been a need to update.

Unfortunately these smaller companies with the older software may be the most vulnerable as their software may not be compliant or upgradeable, or the original supplier may no longer be in business.

Information Technology is the fastest growing and consequently the quickest changing industry at the moment. As soon as a program is produced their opposition set about improving on it and it is soon superseded.

For this reason it is advisable for those who have to upgrade to ensure that their new software is able to cope with any new technology changes that are sure to occur in the future.

The onus is on each individual computer user to address the compliancy problem as soon as possible by checking with their supplier or manufacturer.

Any company needing information on the Y2K bug should call **1800 11 2000** and order a free copy of the Government Millennium Bug Information Brochure.

Greg Kelson

HIRE and RENTAL

Industry Quarterly

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

The material contained in this journal has been provided for general information only and it is recommended that appropriate expert or professional advice and assistance be obtained before acting in every particular instance.

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

Publisher:

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

Editor

Greg Kelson
Tel: (02) 9387 7858
Fax: (02) 9389 8348
Email: cipubl@zeta.org.au

Typeset and Layout

Maroubra Print Express
77 Gerald Road
Illawong NSW 2234

Tel: (02) 9543 0511
Fax: (02) 9543 9443
printexp@accsoft.com.au

Hire & Rental Industry Quarterly

Official Journal of the Hire & Rental Association of
Australia

March 1999

Contents

Association News

Presidents Message.....	1
State news roundup.....	23

From the Editor	2
-----------------------	---

Occupational Health & Safety

Hire Association works towards.....	76
reducing cost of safety cards	

EWPA News	71
-----------------	----

Industry News

News in brief.....	64
Coates acquires U.K. hire company	69

Equipment News

Ditch Witch launches new Mini Loader.....	5
Snorkel adds new equipment to its range	66
Compair Partnership with Hire Industry	22
New Rotary Hammer from Bosch.....	73

Regular Items

Safety Manual	31
Environmental Guide.....	55
Upcoming Events.....	75
New Zealand Report	80
Insurance	74
Trade Tips	78
List of Stickers	81
Safety Tags.....	82
Instruction sheets	83

FEATURES

1999 Convention Program	33
-------------------------	----

Exhibitors Showcase	45
---------------------	----

Look for these New Products	6
at the Trade Show	

JLG Launches New Products	11
---------------------------	----

Flextool a third generation company	14
-------------------------------------	----

Growth by acquisition	18
American style	

National Association appoints new Executive Director	23
--	----

Front Cover JLG's	
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Four-Stroke Rammers From Mikasa

Flextool are proud to offer the Australian hire industry the MT-52FW & MT-72FW 4-stroke series rammers, manufactured by Mikasa.

These two models enable the hirer to eliminate the reliability and maintenance problems associated with 2-stroke rammers.

Fuel mixing is not only messy, it also increases the chances of a customer making mistakes. Now refuelling is as simple as adding petrol to a car, eliminating the costly mistake of adding too much oil, or worse, no oil at all. Quickly offsetting the extra cost of the unit by putting an end to service calls and lost hires from engines put out of commission by improper fuel mixing.

Like their 2-stroke counterparts, the 4-stroke oil bath FW series offer the same rugged and reliable design package that Mikasa is renowned for.

The MT-72FW has an operating weight of 74 kg and is powered by a Robin EH12D, with a hard hitting impact force of 1,400 kgf at 640-680 impacts per minute. The MT-52FW has an operating weight of 58 kg, powered by a Robin EC09 with an impact force of 1,000 kg at 600-675 impacts per minute.

In comparison to a 2 stroke model, some of the

features the 4-stroke rammers include are:

- A reduction in fuel consumption of up to 27%.
- Lower operating noise levels.
- A reduction of engine emissions.
- Easier starting.
- Along with the standard features of a Mikasa rammer:
- Metal backed, laminated wood shoe.
- Four stage air filtration.
- Heavy Duty tubular steel frame and rubber engine mounts.
- Tough large radius bellows construction.

To gain all the benefits of a Mikasa 4-stroke rammer, please contact your nearest Flextool branch.

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Sydney 9818 5722
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www.flextool.com.au

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The Advantages

- No oil is burned during engine combustion, minimizing maintenance problems.
- Lower fuel consumption than 2-stroke engines.
- Lower operating noise.
- Automatic decompression for easy starting.
- Reduced engine emissions compared to 2-stroke engines.
- Lay down to 90° in any direction.



MT-72FW
74 kg



MT-52FW
58 kg

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Ditch Witch launches new Universal Mini - Loader

Ditch Witch Australia will launch the **Terrier Universal Mini-Loader** on the Australian Market during March 1999.

The Terrier Universal Mini-Loader is a Hydrostatic 4 wheel drive, Skid Steer, Stand on Mini Loader capable of operating a wide range of Hydraulic Powered attachments.

The unit comes with a 0.116 cubic metre standard bucket, fitted with attachment quick coupler backplate.

Loader arms with a self levelling bucket geometry. In the tilted-back position the bucket front back and sides are level giving excellent carrying capacity.

Dump height with standard bucket 1300 mm. Rated lifting capacity of 250kgs, max lift of 400kgs.

Physical Dimensions:-

Length with bucket 2180mm.

Height 1180mm.

Width 1040mm.

Ground Clearance 120mm.

Operating weight 615kgs no load.

Tyres 18x8.5 4ply Turf Tread Standard,

Bar Lug Optional.

Powered by a Honda GX390K1 13HP electric start petrol engine, Diesel Optional.

Attachment power take off is fitted with quick connect couplers and a flow control valve for use with a wide range of hydraulic tools and attachments.

Optional attachments available for the Terrier include:-

4 in 1 Bucket, Post Hole Borer, Trenching Attachment, Load Carrier, Angle Blade, Hydraulic Broom, Hydraulic Mounted Breaker.

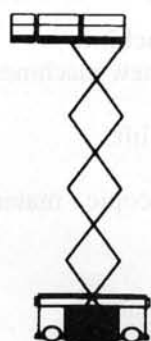
Hydraulic tools from the Stanley Hydraulic Tool Range.

Machine accessories, Engine pre - filter, Tracks, Diesel Engine, Hydraulic oil cooler kits..

This product is focused at the Hire Industry, Small landscape contractors, builders etc.

The product is priced to be affordable and give a good return on Investment.

Contact your local **Ditch Witch Australia** Branch or ring free-call 1300 36 1820 to arrange information and a demonstration.



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S1.172-24 4WDFS	17.2m (56')	SWL 750 kg
S1.172-18 Electric	17.2m (56')	SWL 750 kg
S1.153-12 Electric	15.3m (50')	SWL 500 kg
S1.125-22 4WDS	12.5m (40')	SWL 1,000 kg
S1.125-18 Electric	12.5m (40')	SWL 1,000 kg



For more Information call LIFTLUX on (02) 9419 2093 or FAX (02) 9411 3936

Look for these new products at the Trade Show

JLG launches 5 new machines

Jlg will be using 1999 Trade Show to launch five new machines into the Australian access market. these will include;

The E2 electric scissor lift

E3 series of electric scissor lifts (six models available)

450 AJ knuckle boom

800 AJ knuckle boom

K12 trailer mounted access platform

Visitors will be able view these machines on display at the Trade Show as well as at Werribee Park, where they will take part in Mondays demonstration day.

Stand No. 55,56,57,58,59,60,64.

• • •

WACKER'S new air cooled generator for hassle free power

WACKER Australia P/L are introducing two WACKER designed air cooled portable petrol generator Models G3.3AE and G4.6AE which offer continuous output power of 3.3kVA and 4.6kVA.

They feature Honda engines with automatic low oil shut down and auto idle control with time delay.

Stand No. 34,35,36.

• • •

Sewer Equipments new "Drainjet"

Sewer Equipment Company (Aust) will show their new "Drainjet" conversion kit for pressure washers.

The kit which consists of a sturdy hose reel fitted with a 30 m of lightweight hose, two drain cleaning nozzles, shut off valve and connecting hose, is designed to be used in conjunction with pressure washers and water blasters to convert them to effective drain cleaners.

Stand No.75

• • •

Makita's new 4130 185 mm Metal Cutter

With this revolutionary metal cutter, you have the ability to cut through the mild steel quickly, efficiently and safely.

The saw comes standard with an 185mm T.C.T. cold cutting blade and a powerful 1330w motor, the saw has the ability to cut mild steel 0.48mm - 3mm.

Stand No. 29,30,31.

Advance Powers Load Bank

Advanced Power will be exhibiting their new Portable Load Bank with digital readout for testing portable generators in workshops.

Stand No. 43

• • •

Aust.Portable Dance Floors new Folding roll - away stage

Australian Portable Dance Floors will be releasing the new Folding roll - a - away - stage. Which has all the features of the standard model, plus the ability to fold and roll away.

Stand No.80

• • •

Ditch Witch Australia's new Mini - Loader

Ditch Witch Australia will be featuring their new Terrier Universal Mini-Loader at the Exhibition.

The unit is a Hydrostatic 4 wheel drive, Skid Steer, Stand on Mini Loader capable of operating a wide range of Hydraulic Powered Attachments

Stand No. 96

• • •

Terex Cranes' four new machines

Terex Cranes will be displaying 4 new machines at the Exhibition.

The TS34RT rough terrain scissor lift.

The TA40 articulated boom lift.

Plus Two rough terrain telescopic material handlers, the TH745 and the TH804.

Stand No.25,26.

• • •

Airdraulic Birco Group's new Hammer Drill

Airdraulic Birco will be introducing the Macdonald DR4 Hammer Drill. This 9kg pneumatic Hammer or Drill brings reliability to this market.

Stand No. 94,95.

• • •

Hako's Wap 850 - 11

Hako will be introducing the Wap 850 - 11. twin motor vacuum.

This machine also features a filter shaker and has an indicator that will flash when the filter needs to be cleaned.

Stand No. 81,82,83,84,85,86,87,88,89,90,91,92

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Genie provides a major boost to industry's premier event

Further evidence of Genie Industries' commitment to playing an integral part in the hire and rental industry in Australasia can be seen in the company's generous support of this year's Hire and Rental Association Convention and Exhibition in Melbourne.

Genie Australia has not only secured the largest floor space available at the Melbourne Convention Centre in order to showcase its latest products, but is also the major sponsor of the Convention Dinner to be held at Crown Casino Entertainment Complex.

"This is the largest trade show of its kind in Australasia," explained Genie Australia General Manager, Chris Goddard. "We are very pleased to show our support to the hire and rental industry".

Genie plans to display a broad range of its internationally renowned products during the three day event.

One model sure to interest delegates and visitors is the GS 19/30. This Electric Self-Propelled Scissor Lift represents Genie's knack for creating equipment which delivers across all expectations – maximising performance, safety, serviceability and value for money.

With a 227 kg capacity and 7.6m working height, the GS 19/30 boasts an impressive list of features including solid steel deck platform with slip-resistant surface, ergonomic Joystick controller operable from the platform or the ground, high angle steering for outstanding manoeuvrability and energy saving variable speed motor.

GS 19/30's big brother, the GS 26/46 offers all the safety and performance of the 19/30 but with an extended working height of 9.75m and lift capacity of 454kg. It satisfies heavy lifting requirements with ease and efficiency.

Another big drawcard on the Genie stand is likely to be the Rough Terrain Self-Propelled Scissor Lift (26/68RT). Genie is proud of this tough, go anywhere workhorse that can cut it in just about any situation or terrain.

With 40% gradeability and standard four wheel drive the 26/68 RT delivers maximum manoeuvrability in difficult situations.

Also on show is Genie's very advanced Z45/25J, a Rough Terrain Self-Propelled Articulating Boom, born and bred for the most challenging high reach jobs. The fastest boom in its class, the 45/25J's advanced design incorporates a 1.5m articulating jib for extended reach and multi-function manifold which elevates the platform to full height in 45 seconds.

Another of Genie's star performers in Melbourne will be the Z34/22N. When it comes to narrow access problems, this Narrow Self-Propelled Articulating Boom is the solution. Only 147.3cm wide and zero tailswing makes this the Genie for a



tight spot. And with a 12.3m working height, 6.8m outreach and up and over clearance of over 4.6m, the Z34/22N offers the most versatile range of motion in its class.

Genie's TMZ 34/19, a trailer mounted Z boom which offers amazing lift and reach capacity along with the ability to do the job quickly, operate in extreme conditions and move from job to job easily. Definitely a hire and rental dream come true!

Also on display will be a range of manually operated products aimed at providing workable hire and rental solutions for the construction industry.

These include the AWP Aerial Work Platform Super Series of

maintenance and construction personnel lifts with industry leading manoeuvrability and the most rigid mast to date.

The SLA Superlift Advantage material lift offers sought after flexibility with its optional combinations of base and mast, winch and load handling attachments.

Finally, there's the SLC manually operated Superlift Contractor, purpose designed for construction firms and contractors. It's heavy duty, portable and loads easily into a pickup.

All in all, this year's Hire and Rental Association Convention and Exhibition will feature a remarkable sample of the Genie ingenuity and practicality, made even more remarkable by the fact that Genie Australia backs every one of its products with the best after-sales commitment in the business - technical advice, spare parts, training and assistance available 24 hours a day through an Australia-wide network of agents and distributors.

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the rest



GEN036



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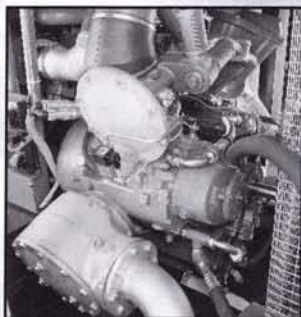
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JLG launches new models at Hire Convention

As the major sponsor of the Hire Convention, JLG industries Australia, has scheduled a number of important new machines releases to coincide with the three day Convention in Melbourne from May 3 - 5.

JLG will also be actively participating in the field at Werribee Park where it is offering to take on all comers with a comprehensive working demonstration of JLG access equipment.

The new product releases timed for show include the E2 series of electric scissor lifts.

Although well represented already in Australia's major hire fleets the JLG E2 series will be new to many other Hire Convention visitors.

Also scheduled for release in Melbourne is the new JLG E3 Series of electric scissor lifts.

The E3 series will have been released at Conexpo in Las Vegas and the American Rental Association Trade Show in the USA, only a matter of weeks ago.

The JLG E3 series comprises of six models offering elevated platform heights from 4.57metres to 7.92 metres (15 to 26 feet) and yet the electric scissors retain their compact dimensions.

The Three smallest models in the range have a maximum width of only 83cm and fold down heights ranging from only 1.92 to 2.02 metres.

The large E3 models with platform heights from 6.1 to 7.92 metres, have similarly compact width and fold down heights.

JLG's leadership in access equipment is well to the

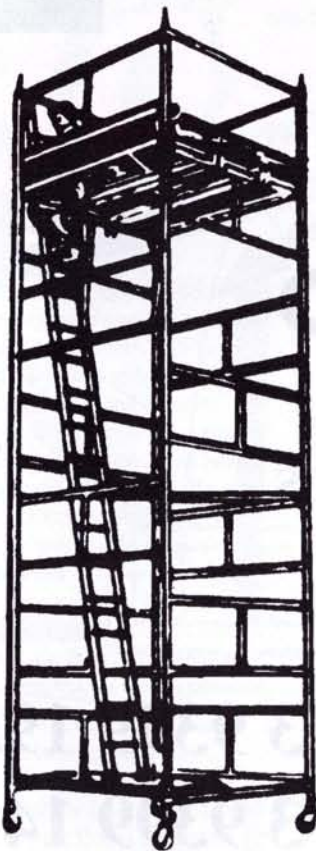
fore in the new E3 electric scissor range including multiple new features which provide optimum rigidity and greater operator confidence on the job.

New advances in the JLG knuckle boom range of rough terrain work platforms are not being overlooked with the 450AJ and 800AJ models making their debut.

These models features exceptional boom cycle times of 0 to 25 metres (0-80 Feet) in less than a minute. Also on show will be a new electric powered knuckle boom which complements the performance of the diesel drive machines.

The traditional trailer mounted access platforms are not being overlooked with the new JLG K12 model with a [platform height of 10 metres also making its debut in Melbourne.

JIG Australia's general manager, Tim Nuttall, said that the launch of five new models at the Hire Convention reflects the continued advancement of JLG access equipment and its pace setting technology. "Visitors will be interested to know that at the same time JLG will be celebrating the 30th anniversary of its foundation and the continuation of innovation and technology development which continues to keep the company at the forefront in the access equipment. "We invite Convention guests to stop by the JLG stand at the Melbourne Exhibition Centre or come along to Werribee Park for the field day program on Monday, May 3, when JLG intends to give a new meaning to the term working demonstration."



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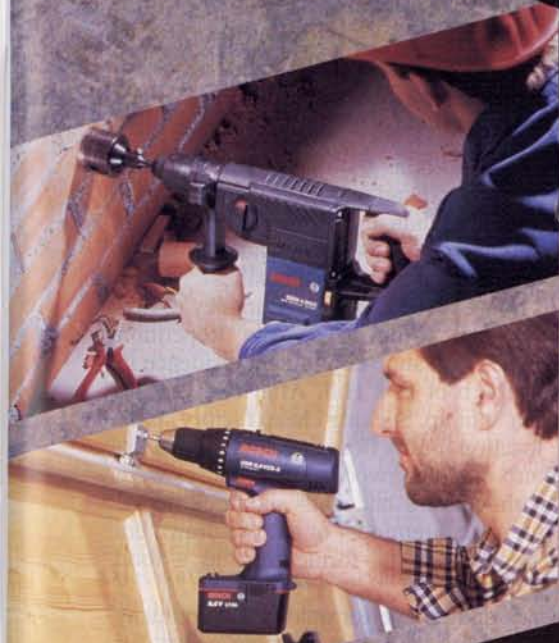


BOSCH Heavy Duty Rotary Hammer Drill GBH 4 DSC (11222-7)

- Rotation Stop for chiselling and Hammer Stop for drilling.
- Safety clutch – automatic cut out if bit jams and Vario-lock – locks chisel in 1 of 36 positions.
- Electronic speed control.
- SDS Plus for quick tool changes.
- Drilling capacity – masonry spiral bits 4-30mm, core bits 40-80mm, steel 13mm and timber 30mm.
- Weight 4kg • 750 watt motor.
- Supplied with carry case.

BOSCH Heavy Duty Cordless Drill/Screwdriver GSR 12 VES-2 NR (1936-669)

- Features centre hand-grip for optimum balance and control.
- 12 volt 2-speed reversible.
- 13mm keyless chuck with automatic spindle lock.
- 15 adjustable torque settings, 0.5-7.5 Nm (23 Nm at stall point) and 1 drill setting.
- No-load speed 0-400/1200 rpm.
- Two easily removable 1.7 Ah battery and 1 hour charger.
- Carry-case supplied.



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Three Generations Serving the Hire Industry

In 1951 the local hotel closed its doors at six pm and a bottle of beer from the pub's bottle shop cost the equivalent of eighteen cents in today's currency. The year saw the birth of two Australians who would become major Australian players, one in sport, the other in industry.

Born in 1951 Evonne Goolagong won her second major tennis singles title at Wimbledon In 1972. At the age of nineteen in 1971 Evonne was named Australian of the year.

Whenever you think of Australian women's tennis players you invariably think of Evonne Goolagong / Cawley and whenever you think of hire conventions you probably also think of Flextool.

Since the inaugural national Convention in 1970 at Terrigal, Flextool has been an exhibitor at every Hire Convention. Credit for that original decision goes to the late Bill Pyle, Flextool's General Manager at that time.

Probably the only other company who can share this track record as a continuing exhibitor is Compair. Under the leadership of Ray Legear Compair were renowned for their Convention hospitality. The number of their hospitality room was probably the most eagerly sought after item of information at early Conventions.

Strange as it may seem not all the conventions have been held on the Australian mainland. In 1985 the Queensland hire convention took to the water for Come Alive in '85 on the cruise ship Oriana.

This year's Convention, the twenty seventh, to be held in Melbourne will again find Flextool as a major exhibitor.

Melbourne in 1951 was the birthplace of Flextool. It was founded almost forty eight years ago by a man in his mid thirties who was aptly described by an entry in the Melbourne telephone book. It read simply Miller R Engineer.

Robert Miller was a teenager during the depression years and experienced first hand the difficulty of getting a job in hard economic times. While working in a variety of jobs from office boy to sign engraver he called regularly at a South Melbourne engineering firm, Bell and Valentine, seeking a permanent position. His persistence was finally rewarded when after one year he finally gained a position as an apprentice. The firm specialized in manufacturing printing machinery which was designed for newspapers and magazines including the Sydney Morning Herald, Womens' Weekly, and the Herald and Weekly Times in Melbourne.

After completing his turning and fitting apprenticeship and rising to the position of foreman on the afternoon shift, Robert left after ten years to join a company who specialized in the manufacture of automotive instruments.

It was here with Johns and McHale (later to become Flexible Drives) that he first gained knowledge of flexible shaft drives which were produced for car speedometers. He furthered his education at night, with a course in Production



*Has anyone got a 212 pump?
Brisbane flood. 1974*

Engineering and used his skills as toolmaker and machine builder to help the company expand and meet the needs of a growing post war automotive industry. However his urge to be independent and to branch out was strong and after seven years he left this secure job to start his own business.

He mortgaged his house in 1951, borrowed money to buy secondhand machinery and commenced as a Repetition Engineer in a small rented workshop adjoining a residence in the outer Melbourne suburb of Box Hill. After one year he and his business partner split up. Seeking cheap factory space Robert found a new location for his fledgling company in the inner Melbourne suburb of Collingwood. The premises were once a tripe factory with whitewashed walls and brick floors. The stable and hay loft were a reminder of a horse drawn era and cockroaches a reminder of its former role as a food processor.

With low overheads and an eye for quality the company quoted competitively and succeeded in winning orders for industrial components including its own brand of clamps, and barrel taps, automotive parts and aircraft components for the Australian built Canberra jet bomber.

In the 1950s and 1960s portable power tools were still in their infancy and flexible shaft driven drills, grinders and abrasive cutting disks provided the most efficient power to weight ratio for these processes.

This led to the production of flexible shafts for home workshops and industry. Initially the flexible shafting was imported from overseas. Then Robert Miller designed and built his own winding machines.

Post war growth in Australia saw a transition from low-rise brick to high-rise reinforced concrete buildings. Following accepted overseas practice specifications for concrete buildings called for the concrete to be vibrated.

The only concrete vibrators available were imported from overseas, with pneumatic vibrators being the most common and also the most troublesome. Imported flexible shaft driven concrete vibrators were also available but suffered from a lack of spare parts and poor service backup.

Seizing the opportunity Robert Miller commenced repairing vibrators and flexible shafts for the emerging construction industry. Of course one thing always leads to another and it was not long before Flextool were producing all the parts for their first vibrators and drive units. They were bulky machines by today's standards with twin vee-belt drives and high speed flexible shafts. However they were reliable and backed by local spares and service.

The availability of the Australian made Villiers overhead valve petrol engine and the development of Flextool's patented epicyclic vibrator design paved the way for the models in current use.

It took many years in conjunction with Dunlop in Melbourne and BHP at Newcastle to achieve the required



Collingwood factory premises 1950s



Melbourne head office 1990s

standards of raw materials for the production of Flextool's own inner core and outer casing. It was a painstaking process with numerous batches having to be rejected due to inferior quality as Flextool pioneered local manufacture of industrial flexible shafts.

Even in its early days Flextool had a strong connection with the hire industry and in fact depended on hire to get its branch network off the ground. Flextool's first branch commenced operation at Pymont in Sydney in 1964 to service the sixties building boom. It was recognised at the time that sales of vibrators alone would not support what was a small branch with just two staff. So Vibrator Hire and Service was born. The power of advertising in the Yellow (then Pink) Pages was soon discovered when it was found that an advertisement under Vibrators brought callers wanting not only concrete vibrators for hire but also seeking vibrating belt massagers for weight control. So it was not long before Flextool's hire operation expanded and became more diversified. As you may well imagine with a product called Flextool and a name like Vibrator Hire and Service the sales staff were unable to satisfy all the calls they received for Vibrators or Service!

The postman who delivered the mail at Pymont was attracted by the activity at the busy little Pymont Bridge Road address in the heart of Sydney and applied for a job. After leaving and returning some twenty three years ago, today Charlie DeBono is Sales Manager for the Flextool Sydney branch.

The Perth branch was opened in 1968 followed by Brisbane in 1970, both commencing as joint hire and sales operations.

There were some unique logistic problems in those early days. The first Perth branch at Lindsay Street in East Perth was accessed from a yard adjoining a major interstate freight company. The shipments from the Flextool factory were the first deliveries to be made for the day, however the arrival of semi-trailers in the morning impeded entry to the Flextool building while the transports were unloaded.

The original Flextool Queensland branch commenced in premises at Albion. It was forced to move because the old plaster factory in which it was located had plasterboard walls that posed a security problem particularly after the building was inundated by flood waters.

Flextool's first Queensland manager followed the growing success of the Sydney hire operations and hire became an accepted part of the Brisbane scene. Ron Wyatt went on to become President of the Queensland Hire Association. Ron still manages the Brisbane branch and at the last Queensland region AGM was given a certificate of appreciation for his 30 year contribution to the hire industry including two terms as national president.

Other Flextool managers cut their teeth in the hire industry. Bob Edwards, NSW manager at Coates Hire in Sydney and Nick Rowe manager of the young and fast growing SA branch with Richard Stevens Hire in Adelaide.

We are indebted to many hire companies for the contribution they have made and the feedback they have

given on product performance. One of the first was Burnson Plant Hire at Richmond in Melbourne. (Burnson's subsequently became part of the B E Hire group who of more recent date were acquired by Kennards). Burnson's were one of the first hire companies to test a new flexible shaft driven 212 pump, two inch outlet, twelve thousand gallons per hour. They were quite amazed by the way it outperformed conventional close-coupled centrifugal pumps.

Coates branches under the management of Jim Brown in Perth and Sydney also discovered the good returns that could be achieved from Flextool 212 pumps in the hire fleet.

Over the years the company has expanded its own brand lines and the range of products it distributes. It is hard to put a simple label on exactly what Flextool is today. The Power Products People is one attempt.

Product lines have grown from just flexible shafts and concrete vibrators. Today the company provides concrete solutions for industry with products for vibrating, trowelling, screeding, grinding, surfacing, drilling, cutting, breaking to name just some of the applications. And also products for site preparation such as de-watering, compacting and tamping. The familiar Flextool brand lines are now augmented by a number of leading international suppliers including Bartell and Magic Screed from Canada and Mikasa from Japan.

The company can proudly boast that there are few buildings on the capital city skylines in Australia that have not been involved with a Flextool product in some form or another over the years.

Its not only its products but also its people that have distinguished Flextool from its competitors. The company owes a great debt to the Flextool people who have made their contribution to steady growth over almost fifty years. Unfortunately some have passed on and are now just memories.

Currently Flextool is gearing up for the year 2000 by upgrading its computer hardware, software and communications systems. The new facilities will provide all the electronic bells and whistles to expediate internal and external operations and drive its business into the next century.

Flextool and its staff look forward to servicing the needs of its customers well into the twenty-first century. But before leaving this century behind Flextool would like to thank the hire industry for its support. Flextool has a lot in common with many of its hire industry customers. It's an Australian owned family business and like them depends on the continuing support of its customers for survival.

Robert Miller still maintains an active interest in the business that he founded. For the past twenty-four years the company has been managed by his son Kemble Miller currently supported by an Australia wide team of over sixty staff. One of the company's younger recruits is his son Evan Miller who recently returned from a trip to the USA and Japan to keep abreast of overseas equipment and trends.

In the years ahead Flextool is well equipped to continue to provide the quality products and personal service which have earned it a place as a major supplier to the construction and hire industry in Australia.



Concrete vibrator and drive unit 1960s

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Email:

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(08) 8445 1244

Email:

dwadelaide@batequip.com.au

W.A.

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(08) 8445 1244

Email:

dwadelaide@batequip.com.au

W.A.

(08) 9353 5155

(08) 9451 5722

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Growth by Acquisition American style

1998 was the year of consolidation in the U. S. Rental Industry. In 1997, 100 rental outlets were acquired valued at US \$ 1 Billion. But this figure faded into insignificant this year as the industries major players, and outside interests, went on a never-before-seen buying spree. This buying spree has been funded to a great degree with public money from the local Stock-Market.

A prime example of the consolidators is Nations Rents, which was set up in August 1997 with venture capital from the Huizenga family, of Blockbuster Video fame, for the purpose of acquiring rental companies.

They made their first acquisition in September 1997 and by December that year Nations Rents had acquired rental companies with an annual turnover of US \$40 million.

In August 1998, Nations Rents floated one third of the company on the stock market, raising \$104 million to fund its future purchases.

At the beginning of 1999 it had acquired 135 outlets in 20 states with a n annual turnover of US \$440 million.

Nation Rents Founder, Jim Kirk predicts this turnover will double in 6 years,

But while this was going on, the rest of the industry wasn't idle.

Major players in the market HERC, Prime Rentals, United Rentals, Service Corp. American Rent, U.S.Rentals, Neff, Brambles, American Equipment, were all on the acquisition trail. Hardly a day went past when there wasn't a report of acquisitions by one or more of the group.

You could have been excused if you had gained the impression that the top ten rental companies had decided to buy the rest of the industry.

The Rental Companies financed their buying spree from the stock market, They found the market very willing to provide acquisition capital to an industry which had shown an annual growth of 20% for the last three years, that is involved in servicing industries such as Building, Construction and Infrastructure Projects, which were being driven by the surging US economy,

This involvement with the market has raised the profile of rental as well as bringing greater awareness of the industry

In July 1998, United Rentals, another company that never entered the rental industry until October 1997, but had grown so quickly through acquisitions to be the No. 6 on the RER Top 100 list, announced it had purchased U.S Rentals, the No. 2 on the Top 100.

The announcement stunned the industry. The combined annual turnover of the merger will be US \$1.5 Billion, from over 400 outlets.

An indication of the extent of the consolidation was seen in United's announcement that it had also acquired 12 other rental companies on the same day as it acquired US Rents.

While most of the rental industry participants looked to construction as their main area of involvement, Brad Jacobs, CEO of United Rents sees the industrial sector as having the greater growth potential.

The frenzied acquisition spree by all concerned hasn't been at bargain basement prices. Purchases have been paying multiples of 5 - 6 times EBIDATA (earnings before interest and tax and depreciation adjusted). Offers pretty hard to refuse.

An interesting aspect of the consolidation is that two of the biggest players United and Nations Rents came from outside the rental industry. They were both set up to invest in an industry which their founders feel has the potential for long term growth, which already has an estimated annual turnover of \$20 billion.

A recent survey of the Construction Industry revealed over two thirds of the industry claimed they preferred hiring equipment to purchasing.

Construction equipment manufacturers expect unit sales to grow by 9% in 1999. While Rental is predicted to grow by 10 - 15% annually over the next five years.

It is easy to see why America is sold on rental at the moment.

The United - U.S.Rentals deal raises the question, where does the consolidation end?

Do the consolidators eventually merge.

In this age of globalisation such mergers would be minor compared to the Banking and Oil Company mergers recently.

Maybe the United - U.S. Rentals will be the forerunner to a Godzilla sized rental company merger between three or four of the major companies.

Specialised business management software programs, are making such mergers much more easier to manage and creating huge savings in operational costs.

But, for the present the Consolidators maintain they are buyers not sellers who are establishing the foundations of long term growth in their companies.

Rental companies aren't the only ones who see the future to be in rental.

In 1997 Atlas Copco, a Swedish equipment supplier paid US \$1.1 billion for Prime Rentals, then No. 4 on the top 100 list.

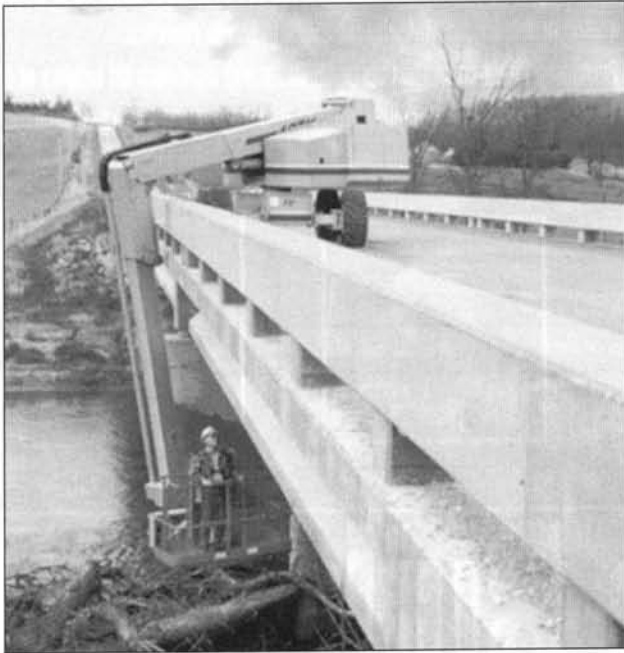
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Shortly after Caterpillar, the biggest manufacturer of heavy equipment in the world, announced they were changing policy by structuring their business towards rental. They began changing their distributorships into rental operations and are even going to the extent of manufacturing smaller hire related equipment to stock these operations.

Their plan is to have 300 one stop hire shops by the end of the year 2000.

Case and Komatsu, two long time suppliers to rental have are also converting their dealerships into rental outlets.

What affect has the consolidation had on the industry?

The emergence of the mega rental groups will no doubt make life more difficult for the small companies. Those that are involved in niches may not feel the heat so much. Although the fragmentation of the rental industry will always provide opportunities for the small operators in the right areas, those that are in direct competition with the giants face an uphill battle. Their only hope appears to be in being involved with one of the buying groups. Which may give them some chance of competing price -wise. But generally they are

considered to be an endangered species.

But on the other side of the coin, an operator who recently sold his business to one of the consolidators made the point that he was paid a very good price for his business and given the opportunity to stay and run it, which he accepted. He claims, "they renewed the equipment and I am now reaping all the benefits from being involved with a huge company. In one respect all they bought was the worry of running your own business in an increasingly competitive marketplace."

Like most things in life, the way you view things depends on where sit.

Another question which the consolidation proposes is, how far geographically will it reach?

As the expansion hasn't been confined to the U.S.

Some of the consolidators have been acquiring European rental companies.

Dan Kaplan, former CEO of HERC Rentals, claimed some time ago that the consolidators would slice through the European rental market like butter.

The outcome of the consolidation is unpredictable, as in early 1999 it shows no signs of slowing.

Two things seem sure. When it ends there will be some very big rental companies and a lot less smaller ones.



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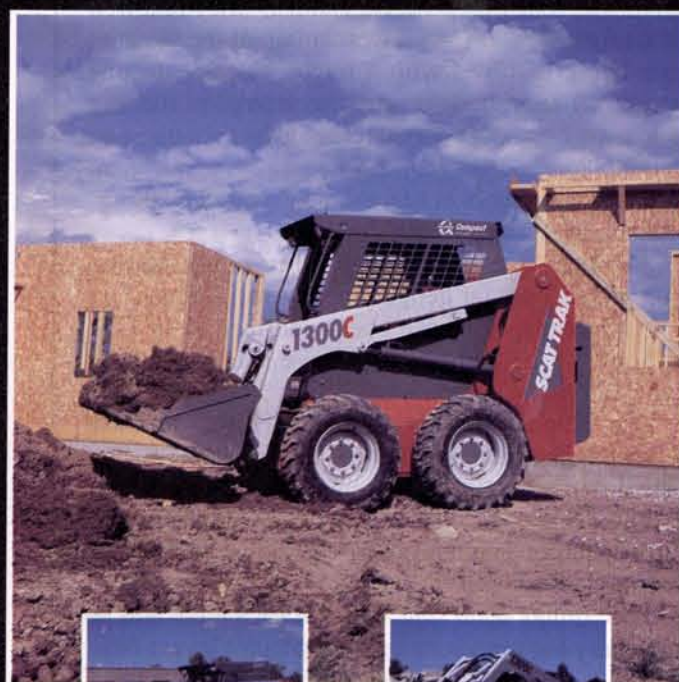
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CompAir successfully partnering with the Hire Industry



Compair Holman HOL37 (130CFM) portable compressor complete with crash bars

Compair (Australasia) Limited continues to lead the supply of Compressed Air products in the Hire and Rental market through the development of Partnering Agreements with leading companies in the industry. The key elements of the partnering relationships are based on a WIN/WIN philosophy which allows for the participating companies to mutually develop through shared objectives and commitment.

CompAir have formalised a Partnering Agreement with WesTrac Equipment during February this year. WesTrac Equipment are the Western Australian distributors for Caterpillar equipment of which they are Industry leaders in both the mining and construction markets. When WesTrac looked at diversifying their product range to incorporate Compressed Air product they looked to Compair (Australasia) Limited because of their ability to successfully partner. The CompAir LeROI range of equipment was chosen as the most beneficial option for WesTrac due to its product differentiation and the success of CAT dealers in North America with the CompAir LeROI brand.

This relationship will be developed over many years at the Local, Regional and National levels of both companies. The foundation will be the commitment to success in the hire and supply of compressed air products within Australia. Both WesTrac Equipment and Compair (Australasia) Limited focus on the development of the hire market, pro-active problem solving and the investment/introduction of new products on an ongoing basis.

Compair (Australasia) Limited is a member of the SIEBE group of companies who recently merged with the BTR to form the BTR Siebe group which now has an approximate value of \$24.6 billion. This alliance coupled with major investment into CompAir's worldwide manufacturing plants ensures that partners such as WesTrac Equipment have access to innovative product development, commercial support and a total long term commitment to ensuring their success in compressed air products.



Compair LeROI CFM. Portable Compressor awaiting pre-delivery testing in USA prior to despatch to WesTrac Equipment

Association News

Hire Association appoints new Executive Director and new Executive Officer



Phil Newby
Executive Director



Jenny Lohri
Executive Officer

The Hire and Rental Associations are pleased to welcome on-board Phil Newby and Jenny Lohri, who have been appointed to run both the National and NSW. Associations.

So they can be identified in the crowd we've included their photograph plus you might want to know who they are.

Jenny Lohri may already be known to some members, as she was the Executive Officer for NSW, from 1991 - 1995. Since then she has been involved in conference organising and makes a welcome return to the Associations.

Phil Newby has been involved in the rental business for over twenty five years. His experience includes managing rental companies, both small and large, running his own training business and more recently running similar Associations.

Both Phil and Jenny bring a depth of

experience to the Association and look forward to the challenges ahead.

Some of the key functions of the new team will be to ensure members have a reliable, single point of contact for advice and assistance, plus the co-ordination of state initiatives to avoid unnecessary duplication and ensure effective use of members funds.

Key areas that require a national focus include such items as GST, training, safety, buying groups and apprenticeship scheme.

Phil and Jenny are enthusiastic about the challenges ahead and look forward to ensuring the Association adds value to you, the members and your business.

We wish them every success.

Peter Walden
President HRAA

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SERVICE



Luigi Ciampa

Comedil SIMON RO TELELECT CELLA LORAIN P&H TEREX AMERICAN ILLI KOEHRING BENDINI BPI MARKLIFT HOLLAND LIFT Balmachine Peiner

Association News

Executive Directors Report

I am very pleased to have been appointed to the HRAA and look forward to the challenges that lie ahead to make the Association a prominent industry "voice."

The initial settling-in period has been understandably hectic, but by the time this article is printed I will have attended the AGMs for all states apart from WA. In the process I have had the opportunity of meeting many members and am starting to understand your concerns, worries and future directions for the Association.

One area that we need to focus on fairly quickly is to become clear on why we have an association, be it state or National level. This needs to be determined over the next few months and may include such objectives as self regulation for the industry and promotion of safety training. The key issue here is that the HRAA is established for the benefit of its members, so it must add value. No doubt this will be discussed in more detail in the months ahead.

On to more straight forward matters: please find listed below various matters that may be of interest to you and actioned as necessary.

1. AGM

The National Association AGM will be held at the Melbourne Convention. The meeting is scheduled for 3pm on Wednesday 5th May 1999. Further details will be mailed to members in due course. Either way, if you are going to the Convention use it as an opportunity to attend the AGM as it is a unique opportunity to discuss key issues that affect the Association

2. Stationery

The National Association carries a large range of "everyday" stickers for plant and equipment. These are available ex-stock and an order form is included in the magazine.

If you require additional stickers please phone us and, if appropriate, we will carry them as stock.

3. Contact.

The new HRAA structure is now in place and Phil, or Jenny can be contacted anytime using the contact numbers listed in the front of the magazine

including mobile and E - mail.

4. Annual Convention

This is being held in Melbourne from 2nd - 5th May '99 and is the showcase event for the HRAA. It is the one occasion every year when all members and suppliers can get together under one roof and try to solve all the industry's problems!!

Looking forward to seeing you there.

5. GST

The HRAA, with the additional support of Coates, Kennards, Wreckair and National Hire, has sent a submission to the senate committee on tax reform.

6. Membership

Annual fees are due for all states and no doubt members have received the appropriate reminders. The HRAA will be sending out membership packages to all members which will include a national membership list so you will be aware of fellow members.

7. Safety Manual/ Environment Guide

These reference books are a must for every business bookshelf and are available from the Association while stocks last. Don't delay order today!!

Elevating Work Platform Association

The HRAA and the EWPAA will be on hand throughout the exhibition to answer all your queries on Association matters.

Phil Newby and Jenny Lohri will be available to advise you on what the Associations "can do for you in terms of representation, support and advice.

In addition, key items of stationery plus safety videos will be on display. It is also an excellent opportunity for all members to meet the Association and to discuss key issues that are concerning them.

We look forward to seeing you at the Conference.

Phil Newby
Executive Director

Jenny Lohri
Executive Officer

Queensland Presidents Report

As my fourth year as President draws to a close, this will be my final report as President for the Hire & Rental Association of Queensland. The forward thinking of those who have volunteered their time and service to the Association has resulted in the Association constantly moving with the changing times and working towards an improved network of contact to assist Members' businesses to keep up to date with the ever changing business environment and all the legislative policies that are occurring.

The past twelve months have particularly gone very quickly, 1998 kicked off with first of two Trade Shows at the Mt Gravatt Showgrounds. I know that all the Members who participate and supported these nights appreciate the great efforts of Len & Patricia Mountford.

For Country Members, the Northern Roundup was held at Palm Cove Resort in Cairns, coordinators this year was Dan Neate & Julian Laws of Paramount Hire, it was a very memorable weekend for everyone that attended. The Roundup is an important part of the Northern calendar and this year saw some debate as to its regulations and current format. Gladly in 1999 the Roundup will be held again at Mackay. The year closed with a great Christmas Party at the Mt Gravatt Showgrounds with over 130 Members and their staff in attendance.

Membership has increased to 162, which represents 118 Full Members and 44 Associate Members. I would like to extend a personal invitation to all Members to attend the upcoming Annual General Meeting on February 13th.

There has also been a significant change to the operation of the National Body, with the recent appointment of Mr Phil Newby. The vision for him and his staff is to progressively build on State Association services to share a more uniform base across the States. Phil Newby will be concentrating on member services requiring establishment at a national level. It is also anticipated that Phil and his staff will progressively take over the role of the Convention Organisers normally employed to administer and co-ordinate the Convention. There will still be an organising committee to make all decisions. Phil will always be directed by and answerable to the National Committee, which comprises currently of

two representatives from each State.

I would like to take this opportunity to remind Members to give serious consideration to attend the National Convention in Melbourne this coming May and also make a note in your diary that the 2000 Convention will be held in Queensland. The National Committee has from past experiences found that the Queensland Conventions were always well attended and successful for Members & Suppliers.

Over the years I have heard people say that the Association does nothing for them and that they feel their membership is wasted. For any Association to be viable and productive, it needs a combined effort from all Members who are prepared to share their knowledge and experiences with others. Some Members feel it is their right to criticise the Committee but fail to volunteer their time to support the Association.

Perhaps it is time they acknowledge the tremendous commitment of those who have worked on the Committee regularly over great many years. Some of these dedicated people have been accepting positions year in year out because no one else would volunteer. All that a committee can do is to rely on Members to respond to questionnaires and requests for feedback.

When very few or no responses are received, the Committee can only assume that proposals are seen as acceptable or that Members don't really care what happens. To claim the later that they have not had the opportunity to be involved in the decision making process is not only false, but leads to ill informed spreading of misinformation about what has transpired. There is always an open invitation to all Members to attend Management Committee Meetings.

To the outgoing Committee Members, I would like to thank you sincerely for your dedication and support. I wish the incoming Committee all the best for the next twelve months and offer my support during the coming year.

Finally, to each & every Member I wish you a very successful and profitable 1999.

Kind regards

PETER WALDEN

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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

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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

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Queensland Christmas Party

The annual Christmas Party was held on Saturday the 12th December 1998. A change of venue this year to the Mt Gravatt Showgrounds and a spit roast dinner was well appreciated by everyone that attended and went off without any hitches.

The night wouldn't have come together without Patricia Mountford's support and endless fax & telephone calls. Patricia & her brother George volunteered for the job of the Christmas decorations and the blowing up of many balloons, instead of a xmas tree the President's unusual attire of a very bright "Bundy Rum" shirt made up for this.

Over 120 Members, partners, and their staff attended with quite a number of Members partying on well after midnight. "Wayne Nettle" who is a famous impersonator entertained us again this year with various antics and our own "Blues Brother" alias Andrew Donald of Donpra Hire who can really shake a take feather made his debut.

We must not forget to mention Andrew Wright of Sandgate Hire for his version of "Old time rock'n'roll" and Bob Owens (Premier Insurance Brokers) gave us a

rendition of "Ringing the bells".

The President & Secretary were given the usual task of raffle tickets and presenting of the lucky door prizes.

Gift Baskets were won by:

Karen of Donpra Hire Service

Bill Jnr of Equipment Hire Service

Gary of Equipment Hire Service

A special acknowledgement to George our bartender for the night. In addition a thank you to Bill Flavel Jnr of Equipment Hire Service for taking the photos on the night, we had arranged a photographer, but she was slightly intoxicated.

The evening went very well and it was a time for many of us to unwind from a busy year. On behalf of the Hire & Rental Association we would like to express our appreciation to Len & Patricia Mountford who gave their time and energy for this years' function and cleaning up afterwards.

Sharlene Watson
Queensland Secretary

*" Larrikin"
alias
Scott Walker of
All Site Rentals*



*Secretary, Sharlene
Watson, presenting
Karen of Donpra
Hire with her prize*



*L/R Jerry Krusza, (Hiretech), Mr. & Mrs.
Hornabrook (SECA), Bob Owens
(Premier Insurance Brokers), David
Harris (Premier Insurance Brokers)*



*Alan & Lynne Howard
of Cordukes Hire*

Association News

Welcome New Members

Mr. Barry Hibbert
General Equipment Rentals
125 - 131 Woodlands Drive
Braeside Vic. 3195

Mr. Grant Simms
Alex Ezy Hire
42 Aitken Street
Alexandria NSW 3174

Mr. Dean Addison
Warrigul Equipment Hire
173 Queen Street
Warrigul Vic 3820

Mr. Wayne Perkins
Seven Creek Hire
21 Mansfield Road
Euroa Vic. 3666

Mr. Tony Mchesney
Compaction Australia
32 Chistensen Road
Stayplton Qld. 4270

Mr. Ralph Walker
General Rentals
495 Beaudesert Road
Moorooka Qld. 4105
Mr. Kevin O'Keefe
General Rentals
495 Beaudesert Road
Moorooka Qld. 4105

Mr. Bruce Johnson
Lynard International
8 Rheims Street
Holland Park Qld. 4121

Mr. Ray Bengowski
Snorkel EWP
25 - 27 Cronulla Court
Slacks Creek Qld 4127

Mr. Colin Fox
Hi Reach Rentals
52 Chetwynd Street
Loganholme Qld 4129

Mr. Patrick O'Connell
COM-PAK
999 Ipswich Road
Moorooka Qld 4105

Mr. Manual Pappas
Star Scaffolds
230 Lytton Road
Morningside Qld 4170

Mr. David Bone
Carrick Hoarding Hire
P.O.Box 162
Glen Iris Vic 3146

Mr. Damian Lee
Victorian Temporay Flooring
6/70 Chifley Drive
Preston Vic 3072

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

Contact:	
Company:	
Address:	
	Postcode:
Phone:	

DATE

QTY	ITEM SUPPLIED	AMOUNT
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	@ \$95 each	
	Cheque enclosed for	

CHEQUES SHOULD BE MADE PAYABLE TO: HIRE & RENTAL ASSOCIATION OF AUSTRALIA

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PETROL Longlife industrial air cooled engines. 3.5HP to 10HP. Dependable and sturdy. Shafts for all applications available.



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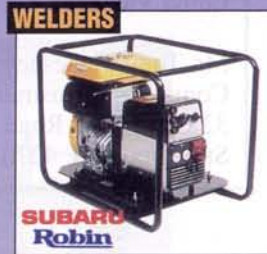
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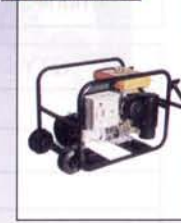
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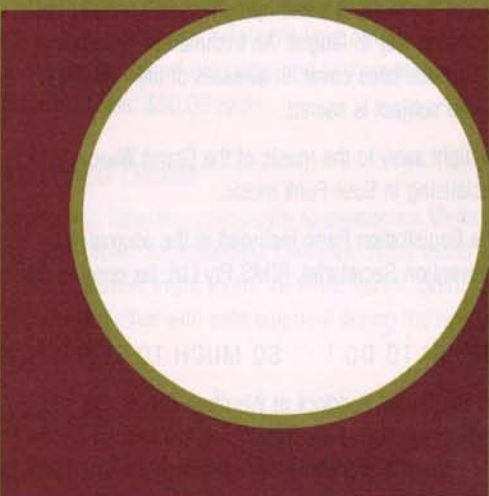
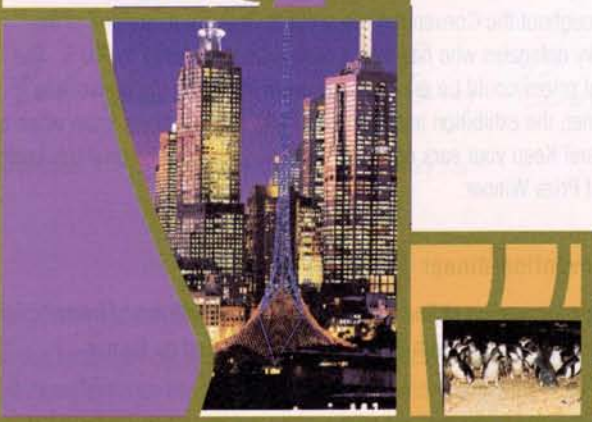
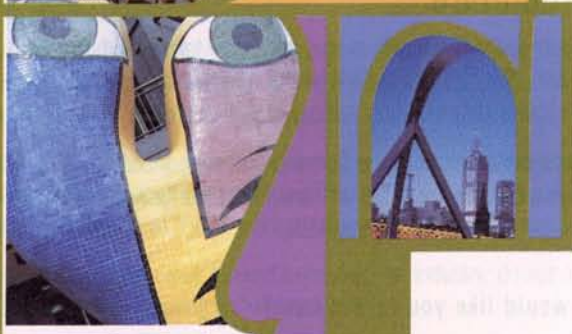
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National Convention & Exhibition

Melbourne Convention Centre

3 - 5 May, 1999

REGISTRATION BROCHURE

HIRE & RENTAL

Association of Australia
CONVENTION & EXHIBITION



MELBOURNE 1999

MEET YOU IN MELBOURNE IN MAY REGISTER NOW!

HIRE & RENTAL ASSOCIATION OF AUSTRALIA CONVENTION & EXHIBITION VIC 99 – TOMORROW'S HIRE

'Equipment in Action' – Werribee Park
Monday 03 May 11.00 am - 5.30 pm

Convention and Exhibition
Melbourne Convention Centre.
4-5 May 1999

<http://www.icms.com.au/hire>

Melbourne by night!

Join the local host committee, industry colleagues and friends at the Welcome Reception on Sunday 02 May 6.00 – 8.00 pm on the 5th floor of the Melbourne Exhibition Centre. With Melbourne's stunning city skyline as the backdrop, what better way could there be to set the scene for the '999 Convention and Exhibition.

Exhibition

Due to an overwhelming demand from suppliers to display equipment in Melbourne, the organisers have opened a second exhibition area at the Melbourne Convention Centre. You will be able to talk to representatives from a broad range of equipment suppliers and manufacturers. The 1999 Exhibition will be your best opportunity to purchase new or replacement equipment before the new millennium.

JLG Industries sponsors 'Equipment in Action' Day

Never been to a 'camel paddock' before? Take the convention bus on Monday morning 03 May to historic Werribee Park and see.

- concrete blocks sawn in two before your eyes
- tree stumps disappear in the flash of a stump grinder
- elevated work platforms make your spirits soar
- holes appear in the ground
- empty tanks fill with water

Not feats of magic, just some of latest equipment being demonstrated throughout the day. You'll be amazed what can happen in a camel paddock! Enjoy the barbecue lunch, tour the 1874 Chirnside mansion, included in your registration fee, and don't forget Werribee Park Zoo, featuring walking trails, discover centre and safari shop, can be included as an optional extra during your action packed day. Before you catch the convention bus back to the city, have a cool drink at the 'Equipment in Action' happy hour.

AUS would like you to have a holiday!

Just by registering as a delegate to attend the 1999 Hire and Rental Association of Australia Convention and Exhibition, you and a friend will be eligible to win a holiday of your choice to the value of \$2,500.

You could spend five nights at any one of the following destinations, THAILAND, BALI, PHUKET, SINGAPORE, HONG KONG or FIJI or use the \$2,500 to contribute to a holiday of your choice.

The prize will be drawn at the Convention Dinner, Monday 3 May. All holidays are booked with Tick-It Travel, 318 Little Collins Street, Melbourne 3000. Sponsored by AUS.

AUS would like you to win cash!

Throughout the Convention listen out to hear if you are one of the lucky delegates who has won a cash prize sponsored by AUS. The spot prizes could be drawn at any event including the convention dinner, the exhibition and Werribee Park. You just never know when or where! Keep your ears open and listen – you could be an AUS Lucky Spit Prize Winner.

Convention dinner – a Genie at Crown!

Enjoy an evening of fine food and wine at Crown Entertainment Complex, together with entertainment sponsored by Genie Australia.

Brian Doyle, one of the funniest stand up comics in Australia today, will share his worrying way to laughs. An Irishman of immense charm, Brian's hilarious tales cover all avenues of life – politics, sport, religion – no subject is sacred.

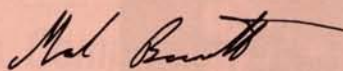
Then dance the night away to the music of the Grand Wazoo, a 12 piece band specialising in Soul-Funk music.

Book now on the Registration Form included in the Journal, and return to the Convention Secretariat, ICMS Pty Ltd, fax number 03 9682 0288.

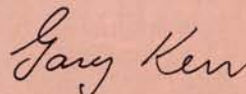
SO MUCH TO DO ! SO MUCH TO SEE!

From the Camel Paddock at Werribee Park to the Exhibition and Convention at the Melbourne Convention Centre, there is something for everyone.

We invite you to join us from 3 - 5 May in Melbourne for the 1999 Hire and Rental Association National Convention
Vic '99 – Tomorrow's Hire Today.



Mal Barnett



Gary Kerr

Message from Co-convenors

We extend to you a warm invitation to join us in Melbourne for the Hire and Rental Association National Convention. It will be 18 months since our industry last met in Queensland, and this has provided the organising Committee with the opportunity to review our past activities, to incorporate the many success stories from previous meetings with some new initiatives over the days of the Convention.

Our plans to start the meeting with the 'Equipment in action' at Werribee Park has established a strong liaison between the industry and exhibiting companies. We are confident that participants, both delegates and exhibitors will be rewarded with the outcome. The venue also provides the opportunity for partners to enjoy the surroundings of one of the most magnificent historic buildings and environs in Melbourne.

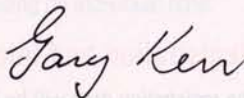
Our exhibition at the Melbourne Convention Centre promises to be a sell out and our seminar topics and speakers have been selected to both inform and entertain.

Of course, we have also devoted some of our energies to the social activities and we are confident that all our delegates will enjoy a balanced program of social and business activities.

Your Victorian hosts look forward to hosting the industry, do not miss the opportunity of joining us in Melbourne.



Mal Barnett



Gary Kerr

Official Social Program

Welcome Reception

Join the local host committee and other delegates at the Melbourne Exhibition Centre for 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. Cost inclusive for registered delegates and accompanying persons. Additional tickets: \$50.00 each

Convention Dinner

Delegates will have the opportunity to experience 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, together with entertainment during the evening. Cost \$85.00.

Field Day Demonstrations

'Equipment In Action' Werribee Park

Delegates will be transported by bus from the Melbourne Convention Centre 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.

Proposed Program

Sunday 02 May

4.00 – 6.00pm	Registration
6.00pm	Welcome Reception

Monday 03 May

8.00am	Registration
10.00am	Werribee Park
7.30 – 12.00am	Convention Dinner

Tuesday 04 May

Seminars	
9.00 – 10.00am	Keynote Speaker: Chris Koch
10.20am – 12.00 noon	Peter Jones 'The Ceremonies and Events for The President Cup' Managing Director, Peter Jones Special Events The GST and its impact on the Hire and Rental Industry Speaker: To be confirmed
12.00 noon	Exhibition Opening
12.30 – 5.00pm	Lunch and Exhibition viewing
5.00 – 6.00pm	Happy Hour
6.00 – 9.00pm	Exhibition Open Night for Rental Industry Staff, including Happy Hour between 7.00 – 8.00pm

Wednesday 05 May

9.00 – 10.00am	Geoff Campbell Vice President, International Sales JLG Industries (Europe) International Trends in the Rental Industry, a Manufacturers Perspective
10.00am – 1.00pm	Exhibition Viewing
1.00 – 3.00pm	Lunch Keynote Speaker Ched Towns

Check program updates on the Convention website:

<http://www.icms.com.au/hire>

Speaker Profiles

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 and why "there is always a better way" to be more efficient and improve one's bottom line in business.

Peter Jones

An insight into the behind the scenes activities involved in the organisation of the President's Cup to be hosted in Melbourne in December, 1998.

Geoff Campbell

Geoff Campbell has been tracking the development of Hire and Rental into the current multi-billion dollar Industry for a decade. From the

perspective of being one of the major suppliers to industry Geoff travels extensively talking to people in business. Prior to joining JLG, Geoff was involved with Construction and Operations in the resource sector.

Ched Towns

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.

Registration Information

Delegate Registration

Those who wish to attend the Convention should complete the registration form and return with payment to the Secretariat. Each registrant must complete a separate form. Clear photocopies or facsimiles are acceptable, however, in the case of the latter you are requested to mail the original copy noting that a facsimile has previously been forwarded.

Please indicate all functions that you wish to attend on the registration form, even if included in the fees. Admittance to all functions is restricted to bookings as indicated.

Your registration fee includes:

- Attendance at all technical sessions
- Entrance to equipment demonstrations at Werribee Park, including lunch and happy hour
- Attendance at Welcome Reception
- Convention satchel
- Entrance to the exhibition at Melbourne Convention Centre
- Lunch on Tuesday May 04 & Wednesday May 05
- Happy Hour Tuesday May 04

Accompanying Person fee includes:

- Attendance at Welcome Reception
- Entrance to equipment demonstrations at Werribee Park, including mansion tour, lunch and happy hour
- Shopping Tour Tuesday 04 May
- Attendance at all technical sessions
- Entrance to the exhibition at Melbourne Convention Centre

Exhibiting Companies Registration Fees

- Exhibitors who wish to attend sessions and social functions additional to those included in the exhibition fee, (please refer to the Exhibitor sales manual) will be required to pay a non-member fee.

Registration Fees

Category

H&R Association Member	\$250.00
Non H&R Association Member	\$300.00
Accompanying Person	\$160.00

Payment of Fees

All prices quoted are in Australian dollars and payment in any other currency will not be accepted.

Payment of fees must accompany all registration forms. Fees can be paid by the following credit cards: Bankcard, Visa, Mastercard, American Express or Diners or by Bank Draft in Australian Dollars. Australian registrants only - personal cheques will be accepted.

Bank Drafts or Australian cheques must be made payable to:
Hire Association of Australia (Victorian Division)

If paying by credit card, an original signature is required by the Secretariat from the card holder.

Registration Acknowledgment

Confirmation of your registration details will be returned as soon as possible after receipt of your completed form and remittance. For those registering after 30 April, 1999 written acknowledgment will be placed in your delegate documents, available at registration.

Please note: Attendance at the Convention will be confirmed only upon receipt of payment.

Registration and Information Desk

The registration desk will be located at the Melbourne Convention Centre.

We advise you to collect your documents as soon as possible after your arrival. The registration desk will be open during the following hours:

Sunday 02 May	4.00 - 6.00pm
Monday 03 May	8.00am - 6.00pm
Tuesday 04 May	8.00am - 5.30pm
Wednesday 05 May	8.00am - 2.00pm

The staff at the registration desk will be pleased to assist you with all your enquires.

Alterations

Alterations to your registration will not be accepted over the telephone. Please fax, post or e-mail any amendments to the Secretariat.

Cancellations and Refunds

A refund of registration fees, less an administrative charge of \$80.00, will only be available by providing written notification of your cancellation prior to Monday, 05 April 1999. Refunds for cancellations received after this date will be made only in exceptional circumstances after deduction of expenses already incurred. Any refunds applicable will be made after the Convention.

Accommodation

Accommodation requests should be completed on the Registration Form and returned to the Secretariat.

A special Convention rate has been secured and can only be obtained by booking your accommodation via the registration form prior to Monday, 05 April 1999. Any bookings received after this date cannot be guaranteed.

Accommodation will be allocated in order of receipt of bookings and payment. Early registration is advised.

Arrival Time

Please indicate on your registration form your estimated time of arrival at the hotel. Check in time is 2.00pm.

Deposit

The deposit equivalent to one night's room tariff as indicated on the accommodation form is required to secure your reservation. Reservations will not be confirmed unless this payment is received. The deposit will be forfeited if the room is not occupied on the advised date of arrival.

Cancellation of Booking

Accommodation bookings cancelled within 30 days prior to arrival may be subject to forfeit of deposit, depending on individual hotel policies.

Change of Booking

Please notify the Convention Secretariat in writing of any changes to your booking. Changes should not be sent directly to the hotel.

Terminology

Double: Refers to a room with one double bed

Twin: Refers to a room with two beds

Accommodation rates are room only per night, per room, and do not include breakfast unless otherwise indicated.

Hotels

Convention Hotel

Centra Melbourne

\$185.00 ★★★★★

Located adjacent to Melbourne Convention Centre.

2 restaurants and bar, outdoor heated swimming pool, tea and coffee making facilities.

Corner Flinders & Spencer Streets Melbourne Victoria 3005

Telephone: +61 3 9629 5111

Facsimile: +61 3 9629 5624

Batman's Hill Hotel

\$125.00 ★★★

Located walking distance of the Melbourne Convention Centre.

Tea and coffee making facilities

66-70 Spencer Street Melbourne Victoria 3000

Telephone: +61 3 9614 6344

Facsimile: +61 3 9614 1189

Accompanying Person Program

Welcome Reception (*inclusive in fee*)

Sunday 02 May 6.00 - 8.00 pm

The Welcome to the 1999 Convention in Melbourne will be held at the Melbourne Exhibition Centre, overlooking the city skyline.

'Equipment in Action' - Werribee Park (*inclusive in fee*)

Monday 03 May 11.00am - 5.30pm

The activities of the day include a tour of the historic mansion, lunch and the Happy Hour. The property is a recognised cultural tourism focal point for Victoria. View the 1874 Chirnside Mansion, the formal Guilfoyle style gardens, the original farm, the Werribee riverine area and the Victoria State Rose Garden.

Optional Extras

Werribee Park Zoo - Experience a unique safari and view the magnificent grassland animals from Africa, Australia and Asia when you join your partner at the 'Equipment in Action' day at Werribee Park. Facilities include walking trails, discovery centre and safari shop. Cost: \$14.00 per person

Shopping Tour (*inclusive in fee*)

Tuesday 04 May 9.00 am - 4.00 pm

The shopping tour includes visits to a selection of six of the many warehouse and factory outlets available in and around Melbourne. Travel in a luxury air conditioned coach and enjoy a morning tea and lunch in a City restaurant.

Additional Ticket Cost: \$50.00 per person

Exhibition

The trade display will be held in the You-Yangs exhibition hall. Displays will feature the most recent releases of products and will provide the opportunity to view and test equipment before replacing or adding to fleets of equipment. For further information please contact the Secretariat.

Trade Night

The industry trade night will be held on Tuesday May 04 between 6.00 - 9.30pm, and will be open to staff of Hire and Rental Centres. Delegates are encouraged to invite their staff to attend and visitor passes can be booked on the registration form.

A Happy Hour will be held for visitors between 6.30 - 7.30pm and meals are available for purchase. Please complete the number of meal tickets and remit payment with the delegate registration fee.

General Information

Convention Venue

The Melbourne Convention Centre is conveniently located in the heart of the city, within walking distance of city hotels and is well serviced by public transport. The Centre incorporates every required facility with all theatres, exhibition halls and rooms fully equipped with advanced technology.

Melbourne Convention Centre
Corner Flinders and Spencer Streets
Melbourne Victoria 3000 Australia
Telephone: +61 3 9629 4100
Facsimile: +61 3 9614 6565

Car Parking

The Melbourne Convention Centre operates an on-site car park for registrants.

Climate

May is autumn in Melbourne and you can expect mild to cool temperatures. Evening temperatures could be as low as 10°C (50°F).

Disclaimer

In the event of industrial disruptions, the Convention Organisers accept no responsibility for loss of monies incurred by delegates. The program is correct at the time of printing, but the Organisers reserve the right to alter the program if and as is deemed necessary.

Travel Information

Arriving in Melbourne

Melbourne domestic and international airport is located 22km north west from the city and is approximately a 30 minute trip along the freeway. Both direct international and domestic flights arrive at and depart from this airport using a single terminal complex.

Foreign Exchange

Facilities are available at the international terminal.

Insurance

It is strongly recommended that international delegates take out adequate travel and health insurance prior to commencement of travel.

Passport and Visa

All visitors need a valid passport and visa for entry into Australia. Tourist visas are issued free of charge from Australian Embassies and Consulates around the world. To facilitate your visa application it is recommended that delegates register for the Convention and attach confirmation of registration when submitting the visa application which may take some time to process. Your airline or travel agent can advise you regarding the procedures for lodgement of the visa application. It is essential to purchase a return ticket.

Time Difference

Melbourne time is Greenwich Mean Time (GMT) +10 hours.

Secretariat

Hire Association (Victorian Division) *Tomorrow's Hire Today*

C/- ICMS Pty Ltd

84 Queensbridge Street

Southbank Vic Australia 3006

Telephone: +61 3 9682 0244

Facsimile: +61 3 9682 0288

Email: hire@icms.com.au



REGISTRATION FORM

Please complete and return accompanied by your payment in Australian Dollars to



Hire Association of Australia (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: hire@icms.com.au.

DELEGATE INFORMATION *(Please type or print in block letters)*

Title (Mr/Mrs/Ms): _____ Family Name: _____ Given Name: _____
(for name badge)

Company/Organisation (if applicable): _____

Address (Number/Street): _____

Town/Suburb: _____ State: _____ Post Code: _____

Phone: Business () _____ Mobile: _____

Facsimile: () _____ E-mail: _____

Accompanying person's name if participating in Convention Program _____

Family Name: _____ Given Name: _____

REGISTRATION FEES *(in Australian Dollars)*

Category _____

H & R Association Member	\$250.00
Non H & R Association Member	\$300.00
Exhibitor Member	\$250.00
Exhibitor Non Member	\$300.00
Accompanying Person	\$160.00

Registration Fees Sub Total \$

ACCOMMODATION

NO ACCOMMODATION BOOKING WILL BE ACCEPTED UNLESS ACCOMPANIED BY THE MANDATORY DEPOSIT PER ROOM.

I/We will require (tick ☒ type of accommodation required)

☐ Single

☐ Double

☐ Twin Share

Hotel
☐ Batman's Hill Hotel
☐ Centra Melbourne

Per Room Deposit Required
\$125.00
\$185.00

Total Deposit \$

Accommodation Deposit Sub Total \$

Date of Arrival: _____ May 1999 Date of Departure: _____ May 1999

Estimated Time of Arrival: (if known) _____

• Please advise name of person sharing room _____

(Share names must be submitted to enable us to allocate rooms on your behalf)

SOCIAL PROGRAM

Please indicate number of tickets for each inclusive event. Tickets will not be issued automatically for inclusive function, unless requested.

Sunday 02	Cost per person	No of Tickets	Total Cost
Welcome Reception (inclusive for delegates and registered accompanying person)	n/a		
Welcome Reception extra ticket	\$50.00		
Monday 03 May			
Convention Dinner Ticket	\$85.00		
Wednesday 05 May			
Additional Tickets Lunch (inclusive for delegates only)	\$50.00		
			Social Program Total \$

LOCAL TOUR PROGRAM

Monday 03 May			
Werribee Park	n/a		
(inclusive for registered accompanying person)			
Werribee Park Zoo	\$14.00		
Tuesday 04 May			
Shopping Tour	n/a		
(Inclusive for registered accompanying person)			
Additional Ticket	\$50.00		
			Tour Program Total \$

EXHIBITION TRADE NIGHT

Tuesday 04 November			
Visitor Passes Required	n/a		
Dinner Tickets Required	\$17.00		
Exhibition Trade Night Total			

PAYMENT DETAILS

Registration Fees	Sub Total \$
Accommodation Deposit	Sub Total \$
Social Program	Sub Total \$
Local Tours	Sub Total \$
Exhibition Trade Night	Sub Total \$
GRAND TOTAL ENCLOSED \$	

All payments must be made in AUSTRALIAN DOLLARS only

Payment in any other currency will NOT be accepted. Overseas delegates please note that personal cheques will not be accepted and will be returned to sender.

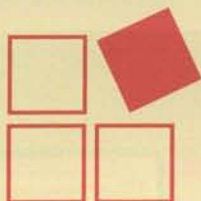
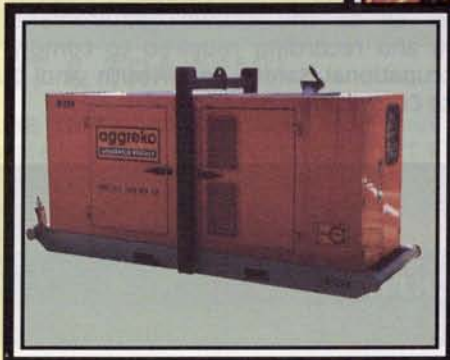
Please make all cheques / drafts payable to Hire Association of Australia (Victorian Division) Or Please charge my: (Tick ✓ which applicable)

☐ Bankcard ☐ Mastercard ☐ Visa ☐ American Express ☐ Diners

Cardholder's name (please print):

Card Number:

Cardholder's signature: _____ Card Expiry Date: ____/____ (must be completed to process payment)



QuickTrack[®]

By Systematics Computer Services & PRO/V

Hire & Asset Management Systems

THE 4TH GENERATION PROGRAM NETWORKS WITH WINDOWS

Quick Track your assets wherever they are!

QUICKTRACK PRO/IV
File Edit View

WHAT IS THE QUICKTRACK PRO/IV SYSTEM?

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

Included in the QuickTrack Pro/IV MIS System records are Customers, Suppliers, Sales, Hire and fixed assets and all of their related financial, repair and usage records. By following a set of simple routines the System tracks the business activities, both past and present, including Assets, Liabilities, Revenues and Expenses. It deals accurately with all the aspects of any business which involves the charging for use by time and the sale of all types of related products and services without omissions or duplication.

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

QUICKTRACK PRO/IV
File Edit View

QUALITY ASSURANCE MANAGEMENT

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

COST CENTRE MANAGEMENT

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

QUICKTRACK PRO/IV
File Edit View

SUPPORT & TRAINING

ON-LINE SOFTWARE SUPPORT

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

COMPREHENSIVE MANUAL

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

TRAINING PROGRAMS

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

INDUSTRY SPECIALISTS

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

INDUSTRY ASSOCIATION SUPPORT

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

USER GROUP SUPPORT

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

QUICKTRACK PRO/IV
File Edit View

ASSET MANAGEMENT

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

OCCUPATIONAL HEALTH & SAFETY

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

QUICKTRACK PRO/IV
File Edit View

AT THE COUNTER

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

BACK OFFICE

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

WHATEVER YOUR ASSETS...



QuickTrack® PRO/IV

...THE COMPLETE SYSTEM!

WHAT SORT OF PEOPLE USE THE QUICKTRACK SYSTEM?

• **FLEET MANAGERS**
Caterpillar & Komatsu
Main Roads Queensland
Search Equipment Rentals

• **AUDIO VISUAL & MEDICAL HIRERS**
Able Medical Hire
Audio Visual Dynamics
Winterton
Communications

• **PARTY & EVENT HIRERS**
HireMaster New Zealand
Hire Society
Turners Hire
Combined Event
Rentals

• **PLANT & GENERAL HIRERS**
Aggreko Generators
Aust Temporary Fencing
Carnegie Rental
Hirequip Ltd
Moorland Hire

• **RETAILERS & WHOLESALERS**
Lowes Hire & Eng
Hire Services
Millens Hire & Hardware
Rossline Pumps & Mach

• **VEHICLE HIRERS**
Abell Car Hire
Dennis Smith Rentals
Go Hire
Meghaven Hire
Sydney Water Board

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

Stuart McKinley
Managing Director Hirequip Ltd New Zealand

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

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

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

Tim Mikklesen
General Manager. Hiremaster Palmerston North NZ

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

Kevin Healy
Accountant. Millens Industries Mackay Queensland

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

Mike Wilton
Director. Moorland Hire Ltd Melbourne

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

Jane MacGregor
Accountant. Search Equipment Rentals Perth WA

”



The Windows symbol is a trademark of the Microsoft Corporation

The QuickTrack® System is designed and developed by -



Systematic Computer Services
7B-291 Woodlawn Road West.
Guelph, Ontario
Canada N1H 7L6

Phone: + 519 836 7073
Fax: + 519 836 1738

Distributed throughout Australia and the Pacific Region by -



The Software Link
(Australia) Pty Ltd.

A.C.N. 003 386 212

PO Box 1, Berkeley Vale
NSW 2261 Australia

Phone: 02-4362 3388
Fax: 02-4362 8845
Int'l: + 612-4362 3388
Fax: + 612-4362 8845
e-mail: softlink@cci.net.au



Exhibitors Showcase

Advanced Power
33 Shepherd Street
Liverpool NSW 2170

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

Advanced Power manufacture portable generators to Hire and Rental company specifications, this can vary from frame colour to components supplied with the portable generators.

On display at the field day at Werribee Park and our stand will be:

Portable Generators 2.5 kVA Hire Specification
 3.3 kVA and 5.8 kVA Hire specification

Portable Generator/Welder -Hire Specification

Portable Workshop -Hire Specification

Portable Load Bank with digital readout for testing portable generators in workshop

Stand No. 43

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Advanced Tent Technology
4 Millers Road
Wingfield SA 5013

Ph: (08) 8243 1000 Fax: (08) 8243 2855

Advanced Tent Technology, the exclusive Roder agent for Australia and New Zealand, sells, leases and hires all Roder products. Roder's product range is extensive, ranging from 3m - 50m wide and 2.4m - 7m high.

Clean - A - Tent Mark 11, effortlessly washes, dries and polishes both sides of most PVC fabrics, including marquee, clear span structure, roof covers, gable triangles and walls.

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No Fuss Event - Pro Floor
151 Osborne Avenue
Clayton South Vic 3169

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

Pro Floor is a unique flooring system used on grass, gravel, sand, soil etc with little or no ground Preparation. Moulded in a strong UV protected, high impact polopropylene. it is the quickest answer to stadium and event flooring problems. Easily cleaned with a non slip surface that will not see-saw during use.

All these products will be displayed at our:

Stand No. 54

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Airdraulic Birco Group
Unit 3/ 3 Lanceley Place
Artarmon NSW 2064

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

Airdraulic Birco Group will be exhibiting their full range of products including: Pumps, Macdonald breakers & scabbers, industrial fans and mancoolers, vehicle safety equipment, in line lubricants & dirt stoppers, rock drills, electric & pneumatic tools accessories, points, chisels, spades, k tapers, multifit, max drill bits.

They will also be introducing the Macdonald DR4 Hammer Drill.

Stand No. 94 + 95

...

Air Powered Services
297 Albert Street
Brunswick VIC 3056

Ph: (03) 9381 1888 Fax: (03) 9381 1464

Air Powered Services Pty Ltd offer the hire industry a complete range of compressed air compressors.

With over 20 international lines, we can provide a wide choice of construction and industrial air tools and accessories to suit you, and your needs.

Our engineered products diVision will also design and fabricate any product to suit your specifications.

Some of the specialised equipment which could be of interest for or sale include;

- * 3 Phase compressors and air treatment rigs
- * Breathing air packages
- * Air demolition and chainsaws
- * Air Scabblers and scarifiers
- * Air vacuum, dust collectors and oil spill recovery units
- * And much more

Stand No. C 3

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Atlas Copco
3 Bessemer Street
Blacktown NSW 2148

Ph: (02) 9621 9700 Fax: (02) 9621 9813

Atlas Copco Hire Australia is a leading supplier of compressors, generators and lighting towers to the mining, construction and hospitality industries throughout Australia. Atlas Copco will be launching a new range of portable oil-free compressors to the Hire and Rental Industry. Come and visit the Atlas Copco stand No. 69 for information on this new range and all other Atlas Copco rental equipment.

Stand No. 69

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Australian Catering Tables

38 Hickson Road

Sydney 2000

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

Australian Catering Tables are the Manufacturers and Distributors of,

Steel Framed Folding Tables,

Rectangular and round of various sizes

Folding Tables

A full range of folding tables, Including a Polyethylene topped Folding Table- which is new to the market

Seating

Plastic and steel framed stacking chairs

Folding Bench Seats - another new product

Marquees

Aluminium Framed and Aluminium Poled Tents both which are new products.

Table Accessories

A full list of table accessories, plus three new Skirt Clips.

BBQ's - Heatlie (the Best)

Stand No. 41 + 42

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Australian Portable Dance Floors

2 Townsend Street

Mawson ACT 2606

Ph: (02) 6285 4211 Fax: (02) 6285 2242

Australian Portable Dance Floors is a leader in the supply of dance floors, stages, banquet tables and seating to the Hospitality Industry.

The dance floor sections are available in a dark tone made of **Turpentine** or **Brush Box** parquet or a lighter tone made of Tasmanian Oak and finished with three coats of Premium Polyurethane.

Up - Stage

This a **Aluminium** and **Timber** constructed light weight portable stage unit. The sections can be made to any size, shape and height required, the stages are very popular because of their portability, weight and storage factor. The modules can be positioned very easily by the staff, the units are available with reversible decks.

We will also be featuring our new release, A Folding roll - a - way stage, with the same great features as the standard units but the ability to fold and roll away. This labour saving technic not only makes it unique but a great hire item.

Quick fix and release Skirting is available for all stage units and tables. Prices will depend on styles, drop and length.

Stand No. 80

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Baytex Manufacturing

P.O.Box 4370

Mt. Maunganui South

New Zealand

Ph: 64 07 579 0190 Fax: 64 07 579 0194

Springtop

See the latest developments in the Baytex Springtop range. Sizes from 2.4m thru to 10m offer excitement and new rental opportunities at a cost effective price. Quick to erect and very strongly built the Springtop is proving to be one of the most wind resistant lightweight structures around.

Clipframe

A revamp of the proven Clipframe design sees the introduction of new tubular alloy profiles with incorporated Keder grooves.

Clipframe now goes up faster than ever and to any length, using industry standard nodular installation techniques. Clipframe 11 is the lightweight structure of the future!

Stand No. 38

. . .

Robert Bosch

Cnr. Centre & McNaughton Roads.

Clayton Vic 3168

Ph: 0412 366 099 Fax: (03) 9541 7859

Bosch (Australia) will be presenting our full range of Rotary Hammers at both the Demonstration Day at Werribee and at the Exhibition. We will also present a select range of Heavy -Duty electric tools and our New range of Air tools

Stand No. 15 + 16

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Briggs & Stratton Australia

P.M.B. 5048

Dandenong Vic 3175

Ph: (03) 9796 4900 Fax: (03) 9702 3606

Briggs & Stratton Australia are the Worlds largest manufacturer of air - cooled Petrol Engines from 2hp to 22hp, vertical and horizontal shaft. Visit their stand to see the range of products they have available for the hire industry.

Stand No. 93

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Castle Tools
3/30 Perry Street
Matraville NSW 2036

Ph: (02) 9316 6600 Fax: (02) 9316 6606

Castle Tools Australia has been servicing the Diamond Tool and Associated Machinery Industry since 1982. Castle Tools offers complete sales, service and repairs from our offices in Sydney, Melbourne, Brisbane, Adelaide, Perth and Johannesburg, South Africa.

Products include a huge range of Diamond Blades, Drill Bits and Grinding Tools supplied from all over the world.

Machinery includes Bricksaws, Tilesaws, Drilling Equipment, Power Concrete Screeds, Demolition Saws, Roadsaws and Hydraulic Bursting and Crushing Equipment.

Stand No. C21,22.

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Cemtool (NSW)
105 Long Street
Smithfield 2164

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

Cemtool specialises in the manufacturer, sales and service of quality building and construction equipment.

At this years Hire Expo we will be exhibiting our range of: Cemtool Trowelling Machine, Flexible Vibrator Shafts, Submersible Water Pumps, Power Units, Electric and Petrol Bricksaws, Plate Compactors, 14" Concrete Saw, plus an assorted range of Hand Tools and Vibrating Screed.

Stand No. C11, C12.

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Compair
34 Rickets Road
Mt. Waverley VIC 3149

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

Compair (Australasia) Limited is the market leader in the supply of Portable Air Compressors and Pneumatic Tools to the Hire and Rental Industry. Oil lubricated machines range from 67 CFM through to 1600 CFM with operating pressure from 100 psi through to 500 psi. Totally Oil Free portable Air Compressors can be supplied up to 1500 CFM at a pressure range between 100 psi and 150 psi.

Please come and see us at the Hire and Rental Exhibition to discuss your needs or alternatively call Laurence Bingham (National Industry Mgr - Hire and Rental) on (03) 9544 0777.

Stand No. C7, C8, C9, C10

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Co Quip
376 Sydney Road
Coburg Vic 3058

Ph: (03) 9353 4411 Fax: (03) 9350 4842

Co Quip is the exclusive national distributor of Denyo generators and welder/generating sets in Australia. Co Quip supplies new Denyo units produced and imported from Japan to organisations countrywide. These units are popular with customers from various industries including construction, engineering, mining, government and petrochemicals.

Denyo welder/generating sets are considered world class technology with hush quite silenced operation, improved arc performance, dual welding capabilities and auxiliary power flexibility. These units allow simultaneous use of welding, single phase AC and three phase AC power sources from the generator. Key benefits of the generators include low fuel consumption and a strong stand - by power rating. All units are compact and lightweight.

Please visit our stand to inspect the latest Denyo generators and welder generator models, or feel free to contact David Batson at the above Phone number for more information.

Stand No. C24

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Crommelins Machinery
7/3 Wellington Street
Kew Vic 3101

Ph: (03) 9853 9344 Fax: (03) 9853 2377

Crommelins Machinery Sales are the distributors of a range of equipment including, generators, pumps, Bluebird lawn care equipment, Ground Hog trenchers, Earlex wallpaper steamers, high pressure washers, concreting equipment, compaction equipment, floor sanders, bricksaws and general trade machinery.

Crommelins have been the sole Australian distributor of Subaru Robin engines, including the new range, and powered equipment for 35 years and boast the highest product - to - population sales ratio in the world.

All products they choose to represent are of the highest quality and are tested and proven before entering the marketplace.

They will be displaying many of these products on their stand.

Stand No. 77,78,79

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Dembicon Australia
9 Homedale Avenue
Bankstown NSW 2200

Ph: (02) 9796 2254 Fax: (02) 9796 2828

Much more than a Diamond Tool company. Dembicon take pride in their ability to offer total

cutting and grinding solutions that provide practical methods, value added products and advice to assist their customers viability planning and daily business.

New products developed primarily for the Hire industry will be released and demonstrated at Melbourne's Hire Expo '99

The mandate for these machines and tools is that they are user friendly, have industry longevity and professional, are environmentally conscious and provide market leading value and efficiency.

Stand No. 97,98

• • •

Dingo Mini Diggers
13 Boundary Road
Braeside Vic 3977

Ph: (03) 9587 8826 Fax: (03) 9587 8827

Australia's top rental equipment companies are putting the powerful Dingo 950 into their fleets. Its little wonder when you consider all it has to offer. The Dingo 950 combines massive power, versatility and manoeuvrability in a compact size allowing your customers to trench, dig postholes, shift dirt and do much more efficiently and with ease. The versatility and power of the Dingo 950 means it can be out for more jobs, more often. Dingo has sales offices in every state.

Stand No. 71,72,76.

• • •

Ditch Witch Australia
9 Grex Avenue
Minchinbury NSW 2770

Ph: (02) 9677 9011 Fax: (02) 9677 9375

The following products will be displayed on the Ditch Witch stand.

Ditch Witch Pedestrian Trenchers models
1030,1230,1820.

Ditch Witch Ride on Trencher model 3700.

Ditch Witch Subsite 75 R&T Pipe and Cable
Locator.

Morbark EZ Beaver Drum Style Brush Chipper.
Trenchmaster Mini-Trencher Models

F780,F1201.

Stanley Hydraulic Tools and 18HP Powerpack.

Ditch Witch will also be introducing the Terrier
13Hp Universal Mini loader

Stand No. 96

• • •

Festo Pty Ltd
P.O.Box 261
Noble Park Vic 3174

Ph: 1800 063 900 Fax: (03) 9795 1414

For the first time, FESTO from Germany is exhibiting their range of heavy duty power tools to the Australian Hire & Rental Association.

Being considered the "High end of the market" in terms of quality and performance, Festo is an original partner to the hire industry, as endurance and

service life are essential to the market.

Being active in the Australian market for over 12 years Festo Pty Ltd will highlight the following tools at this years show:

- SAF 750 E - Masonary renovator for concrete renovation, paint & plaster removal.
- Festo range of portable industrial dust extractors
- AXP 132 trenching saw.
- RW 900 the most powerful hand held stirrer/mixer in the market.
- protocol demolition hammer.
- HL 850 EB rebate planner
- Wide range of orbital & random orbital sanders.

Stand No. C14

• • •

Flexible Pipe Cleaning Tools
10 Palmer Street
Mt. Waverley Vic 3149

Ph: (03) 9543 8722 Fax: (03) 9544 5492

Flexible Pipe Cleaning tools will be displaying their New & Better, RAK41 Drain Cleaner, Compact, powerful and ultra reliable with a two year warranty. Designed for a maintenance free duty cycle for five years, the machine is capable of large and small drain cleaning applications in the simplest form possible.

Get a better deal with Electric Eel. The tried and proven drain cleaner for external drain cleaning work. Supersimple and reliable. Flexible offer super deals on all of their cleaners.

Come and see the latest, Heavy Duty Sewer Cables for the Hire industry.

Stand No. 28

• • •

Flextool (Aust)
191 Wellington Street
Collingwood Vic 3066

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

The staff at Flextool look forward to meeting you, and introducing our complete range of revenue making equipment. Our display includes - Flextool Vibrators, Pumps, Drive Units, Plate Compactors, Power Trowels, Brick and Floor Saws, Diamond Blades and the new Magic Screed.

Our range of Mikasa compaction equipment on display includes the new four-stroke rammer series and power assisted 300kg reversible plate compactor. The familiar Flextool faces are here to assist you and highlight the features of Mikasa's tamping rammers and plate compactors.

Other international brand names will be represented with surface Preparation Machines, Electric Hammers, Hammer Drills and more. Ask us for prices on accessories for Breakers and Electric Hammers. Our quality and value will make your visit worthwhile.

Stand No. 12,13,14

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Genie Australia
59 Boundary Road
Darra Qld 4076

Ph: (07) 3375 1660 Fax: (07) 3375 1002

Genie's latest and greatest on display.

GS 19/30 Electric Self-propelled Scissor Lift, The ultimate mix of performance, safety, serviceability and value for money.

GS24/46 offers the safety and performance of the 19/30, but with an extended working height and lift capacity

Rough Terrain Self-Propelled Scissor Lift (26/68RT) - a tough, no nonsense, workhorse, suitable for just about any situation or terrain.

Z24/25J, a Rough Terrain Self-Propelled Articulating Boom, the fastest boom in its class - makes short work of challenging high reach jobs.

Z34/22N Narrow Self-Propelled Articulating Boom - just 147.3cm (58in) wide and zero tailswing makes this the Genie for a tight spot.

TMZ34/19, a Trailer Mounted Z Boom with amazing lift and reach capacity to do the job quickly, operate in extreme conditions and move easily from job to job.

Stand No. 83,84,85,86,87,88,89,90,91,92.

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Gerni Powerclean
895A Wellington Road
Rowville Vic 3178

Ph: (03) 9764 5833 Fax: (03) 9764 5922

Gerni Powerclean are the suppliers of Gerni high pressure cleaners and Clarke floor sanding equipment and services to the high industry for more than 20 years.

Come and visit our stand for the opportunity to win a genuine Clarke super 7R edger in our lucky card competition.

Stand No. 67,69.

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Grove Manlift
9 Altair Place
Penrith NSW 2750

Ph: (02) 4722 9222 Fax: (02) 4722 9202

The Grove Manlift product range consists of over 45 models of self-propelled aerial work platforms utilised worldwide for construction, industrial and commercial access. Customers have a wide range of choices such as power, platform types and sizes, extensions, rotators and other accessories to meet specific job requirements and enhance productivity. The 50 years of Grove experience in designing equipment to lift people and materials on the job is enviable indeed. The tremendous wealth of knowledge gained from extensive research, design, manufacture, distribution and support over this time period is treated as part of a continuing effort to increase value to our customers.

Stand No. 45,46,47.

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Hako Australia
17 Dent Street
Glen Iris Vic 3146

Ph: 0419 579 513 Fax: (03) 9886 0910

Hako Australia is the largest manufacturer of cleaning equipment & chemicals in Australia.

Their range includes, Pressure Washers, Sweepers, Scrubbers, Dryers, Vacuums and Litter Vacs.

Hako has over 300 machines in their range, and can help you with any problems, Just Ask at our stand.

Stand No. 81,82.

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Hilti (Aust)
23 Egerton Street
Silverwater NSW 2128

Ph: (02) 9395 1000 Fax: (02) 9647 2916

Hilti (Aust) Pty Ltd. At Werribee Park & Stands 39 & 40 in the Convention Centre giving visitors a chance to see and try the latest offerings from the World Leader in Construction Tools.

On show will be our fully automatic DX - A Powder Actuated Tools, Laser Positioning Systems, Diamond Chasing and Coring Tools, Electric Rotary and Combi Hammers plus the award winning TE 905 Breaker with Active Vibration Reduction

(AVR).

Stand No. 39,40.

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Hire & Rental Association of Australia
P.O.Box 50

Elanora Heights NSW 2101

Tel: (02) 9970 8756 Fax: (02) 9970 8759

The HRAA and EWPAA will be on hand throughout the exhibition to answer all your queries on Association matters.

Phil Newby and Jenny Lohri will be available to advise you on what the Association can do for you in terms of representation, support and advice.

In addition, key items of stationery plus safety videos will be on display. It is also an excellent opportunity for all members to meet the Association and to discuss key issues that are concerning them.

We look forward to seeing you at the Conference.

Stand Alone

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Hiretech
P.O.Box 274
Emu Plains NSW 2750

Ph: (02) 4735 6688 Fax: (02) 4735 6682

The change in distribution two years, ago, of the Hiretech range of products to Jerry & Clara Krucza, has enhanced product and customer focus backed up by Jerry's 20 years of solid experience with the

Hiretech machines and the Hire and rental Industry. Benefits to the Hire Industry are brought through the close link with the manufacturer Hire technicians.

Our mission statement for our operation that relates the heartfelt commitment to customers.

"To identify and satisfy customers needs beyond expectation - efficiently."

Spare parts and machine stocks have been built to excellent service levels.

Orders placed before 3.00pm are dispatched the same day, trading 7 days a week.

Hiretech's proven design upgraded over the last 20 years are an excellent investment, many units purchased in 1976 are still being hired today.

We look forward to seeing you at the Hire Exhibition.

Stand No. 50

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Hitachi

153 Keys Road

Moorabbin VIC 3189

Ph: (03) 9555 2053 Fax: (03) 9555 2281

The hire industry is a tough providing ground!

Hitachi products have been specified by leading hire companies for many years, visit the Hitachi stand and see why.

Hitachi will display a comprehensive range of electric power tools suitable for hire in most trade applications.

Included are new products such as the portable cut off saw, a new electric drill program, new hammers and demolition hammers, together with a new range of performance orientated cordless products.

Be it concrete, metal or timber, please visit the Hitachi stand and discuss your requirements with our sales team.

Stand No. C4,C13.

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Honda MPE

Private Bag 19

Somerton Vic 3062

Ph: (03) 9270 1111 Fax: (03) 9270 1136

Honda is the world's largest engine manufacturer and has an unmatched reputation for reliability and performance. The Honda Power Equipment range features the heavy duty performance of the renowned GX series of engine and will provide hours of trouble free operation which is critical to hire companies where down time costs money. The range consists of the heavy duty Buffalo mower range to the technologically advanced EX5500 kv Generator. Other products include tillers up to 8hp, diesel and petrol volume and trash pumps, ride on mowers, high pressure cleaners, brushcutters, power-carriers and portable generators.

We are expanding our hire focus by providing direct supply opportunities to hire companies. If you are interested for a Hire Company Account, Please fax your expression of interest to John Wilson on (03) 9270 1136

Stand No. 73

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Jetwave Industrial Equipment

72 - 74 Richmond Road

Keswick SA 5035

Ph: (08) 8371 3599 Fax: (08) 8371 4497

Jetwave are importers and manufacturers of a full range of High pressure cleaners, Industrial Vacuum Cleaners and carpet Extraction units.

Featured will be Jetwave's super tough range, designed primarily for the contractor and hire industry market. The slow reviving pumps, reduction gearboxes, rollcage frames are just some of the essential features provided as standard specifications in Jetwave's super tough range.

Also on display is the Jetwave range of Electric Diaphragm, Airless Pain Spraying Machines. With three models available in the range to choose from, reliability, competitive prices and outstanding performances are a reality.

Stand No. C20

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JLG Industries

549 Blackburn Road

Mount Waverley Vic 3149

Ph: (03) 9545 6303 Fax: (03) 9562 6845

JLG, the Major Sponsor of the Hire Convention will be using the Trade Show to showcase their new releases to the access industry.

These products include the;

JLG E2 Series electric scissorlift

JLG E3 Series electric scissorlifts (6 models)

JLFG 50AJ and 800AJ rough terrain knuckle boom

JLG K 12 trailer mounted access platform

These models can also be seen in action at the Werribee demonstration day, Monday, May 3.

Stand No. 55,56,57,58,59,60,64.

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Kanga Loaders

43 Alex Fisher Drive

Burleigh Heads Qld. 4220

Ph: (07) 5593 4567 Fax: (07) 5593 4398

Kanga Loaders will be exhibiting their new range of Kanga Mini Skidsteer Loaders and attachments including; trenchers, post hole boring, stump grinding and general bucket work. See Kanga Loaders in action at Werribee Park field day and call in and see Bob Karandrews at our stand.

Stand No.C23

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Kerrick Industrial Equipment**20 Egan Road****Dandenong Vic 3175****Ph: (03) 9769 2577 Fax: (03) 9769 2599**

Kerrick industrial equipment will be releasing a new range of pressure cleaners at the Hire & Rental Trade Show. Both petrol and electric powered machines will be on show. Developed with many of the features asked for by hire companies. Also on display will be industrial vacuum cleaners and carpet extraction machines.

Stand No. 44

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NS Komatsu**P.O.Box 66****Fairfield NSW 2165****Ph: (02) 9795 8265 Fax: (02) 9795 8244**

NS Komatsu will be showcasing products from its Utility range.

These products will include a mini-excavator and a number of products from the Zenoah Komatsu range of construction tools.

NSK Utility products will be introduced to the market under the new brand image to focus on particular customer needs within the light construction and rental industry.

NSK Utility will provide a comprehensive range of products and services designed to service these critical market segments.

Please visit our stand and discuss the wide range of products suitable for your industry.

Stand No. 17,18,19.

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Ladamax**P.O.Box 5596****Brendale Qld 4500****Ph: (07) 3205 2511 Fax: (07) 3205 4066**

LADaMAX will be exhibiting for the first time . Demonstrating the benefits of the new;

ULTRA MAX 150 RANGE: A new range of extra heavy duty, world class aluminium ladders. **EXTENSION LADDERS** (to 36ft - 10.8metres),

STEP LADDERS, Single and Double sided (to 12ft - 3.6 metres), **SINGLE BUILDERS SCAFFOLD LADDERS** (to 20ft - 6.0 metres), **STEP EXTENSION LADDERS** (to 14ft - 4.2 metres).

All product complies with the performance criteria of Australian standards AS 1892.

INCREASED HIRE LIFE/ INCREASED SAFETY

Stand No. 37

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Makita (Aust)**89 Rushton Street****Scoresby Vic 3179****Ph: (03) 9764 8055 Fax: (03) 9764 9298**

Makita designs, manufactures and markets a wide range of power tools for industrial applications. Makita's main products include drills, hammers, circular saws, grinders, sanders and jig saws. To meet the ever broader range of needs the Company also offers stationery woodworking machines and pneumatic tools as well as garden tools and products for indoor household use.

The unsurpassed quality and reliability of these power tools and other products, made possible by the company's strong R & D capabilities, have earned Makita's products the trust of customers worldwide.

Stand No. 29,30,31.

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Melbourne Crane Imports**215 Kororoit Creek Road****Williamstown Vic 3016****Ph: (03) 9399 1955 Fax: (03) 9399 1414**

Melbourne Crane Imports (MCI) are an Australian owned family owned business, trading in new and near new cranes and access equipment. MCI's commitment is to provide excellence and reliable service, spare parts and supply for any make or model of crane or EWP.

MCI were recently appointed the sole Australian dealership for Tadano Elevating Work Platforms.

Visit their stand and see the new Tadano

Superdeck with twin slew 360° (upper and lower)

Plus the At 150S (15m Truck Mounted)

Stand No. C19

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Merlin Services**P.O.Box 128****Oakleigh Vic 3166****Ph: (03) 9568 1511 Fax: (03) 9563 1501**

Once again Merlin will exhibit products that have pioneered and are established as pace-setters with the widest range, not only in Australia but throughout the world.

As world leaders in fresh water Flush with Water-Seal type of chemical toilets, hire companies can purchase custom designed units to suit their every need. The choice of size, capacity, colours and type of shell and or base would satisfy any market requirements anywhere in the world.

As used in both Grand Prix and most likely for the Sydney Olympics - using a world first bowl and seat design in strong durable and easy to clean plastic. A special squat flushing type unit developed and designed for a particular market will also be displayed.

Stand No. 23,24.

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**Muzicom Audio Systems
Unit 15/ 62A Albert Street
Preston Vic 3072**

Ph: (03) 9416 7100 Fax: (03) 9416 7060

MUZICOM Audio Systems is an Australian owned designer and manufacturer of state of the art computerised digital audio systems.

MUZICOM systems are fully computerised NO CD's, tapes or mechanical devices are required and with no delays between tracks. MUZICOM have developed next centuries audio requirements today.

MUZICOM is the preferred supplier of Jukebox systems to the hire industry and supplies full size and portable Party Hire models to such customers as, Stewart Barlen Hire, Complete Party Hire and Adelaide Party Hire.

Stand No. 10

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**OAMPS
78 Trenerry Crescent
Abbotsford Vic 3064**

Tel: (03) 9483 6300 Fax: (03) 9417 2810

OAMPS are the endorsed Insurance Brokers to the Hire and Rental Association. They are the primary distributor of the AUS tailored Hire and Rental products. OAMPS can also provide specialist advice on a whole range of endurance products including home, motor, workers compensation, business insurances.

Stand Alone

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**Oldfields Access
P.O.Box 1613**

Campbelltown NSW 2650

Ph: (02) 4627 0777 Fax: (02) 4627 0888

Oldfield Access are manufacturers and distributors of quality Access Equipment to the Australian market. Our product list includes Oldfields Pro Series Aluminium Scaffolding, which is a proven quality fleet asset for any hire operation. Other quality products available from our Oldfields representative are Pro Series Airless Sprayers and Accessories, Pro Series and Tradesman Fibreglass and Aluminium Ladders, Trestles and Planks, Temporary Grandstand Bucket/Bleacher seating, Temporary Performance staging, Swinging Stage Equipment plus our special manufacturing service for Access Equipment that is not available off the shelf.

Please visit our stand so that our experienced team can discuss the best possible way of increasing your companies profits by utilising our proven Pro Series brand products in your hire fleet.

Stand No. 32,33.

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**Partner Dimas Australia
34 Bennet Avenue
Melrose Park SA 5039**

Ph: (08) 8275 9999 Fax: (08) 8357 6006

Partner Dimas Australia has developed a range of machinery and associated diamond tools to complement the demands of today's Hire Industry.

1999 sees the introduction of the K1250 - The king of power cutters, with 20% more power than any other saw on the market. The introduction of the new K950 active saw complements the series of totally active power cutters.

The world's power cutter specialists has released a complementary range of diamond tools designed to return maximum profits for your dollar invested. In fact, we will guarantee it.

Come see our range of hire-tough products on stand no. 61-63. Our sales staff will be ready to assist with any enquiries.

Stand No. 61,62,63.

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**Powerlite Generators
2 Binney Road
Kings Park NSW 2148**

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

Powerlite generators have been supplying Generators to the Hire industry for over 25 years. Their range includes Portable, Stand By and Prime Power units, from 1000 wt to 600kva. All units come complete with all the necessary WorkCover specifications

All enquiries should be directed to the above address.

Stand No. 22

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**Red Roo Manufacturing
24 Manton Road
Oakleigh South Vic 3167**

Ph: (03) 9544 4066 Fax: (03) 9544 0342

"Red Roo is pleased to once again be a part of the Hire & Rental Equipment Exhibition. Our product range for 1999 has been expanded with the introduction of the SG400 Stump Grinder and the re-release of the HLS9 Log Splitter. The SG400 features a 16hp Vanguard V-Twin with Donaldson Cyclopac Air System and centrifugal clutch. Depth capacity is 400mm. The HLS9 Log Splitter incorporates a galvanised finish in addition to an independent suspension and folding lifting platform. These two items will complement the existing product line of hydraulic and mechanical rotary hoes, trenchers, post hole borers, augers, chippers, shredders and utility trailers."

Stand No. 27

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Rental Industry Equipment Supplies

10 Manningham Road

Bulleen Vic 3105

Ph: (03) 9850 5878 Fax: (03) 9850 7729

Rental Industry Equipment Supplies are equipment and Consumable suppliers to the Hire & Rental industry nationwide, with a comprehensive range of catering and construction equipment available.

Look for our special industry prices in the Buying Guide in every issue of Hire & Rental Australia.

Stand No. 74

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Sewer Equipment Co. (Australia)

P.O.Box 377

Marrickville NSW 2204

Ph: (02) 9959 5622 Fax: (02) 9959 5076

Apart from their display of Electric Eel products, Sewer equipment Company (Aust) will show their new "Drainjet" conversion kit for pressure washers.

The kit which consists of a sturdy hose reel fitted with a 30 m of lightweight hose, two drain cleaning nozzles, shut off valve and connecting hose, is designed to be used in conjunction with pressure washers and water blasters to convert them to effective drain cleaners.

Stand No. 75

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Skyjack Elevating Work Platforms

P.O.Box 59

Boyne Island Qld 4680

Ph: (1800 677 463 Fax: (07) 4973 7806

SKYJACK offers a range of **Personal Lifts** from 1.8m to 12.2 Platform Heights.

Scissorlifts from 4.6m to 15.2m Platform Heights, and driveable at full height with a platform capacity up to 1134kg, Electric - Diesel - Slab Type Rough Terrain - 4WD.

Boomlifts from 9.8m to 20.12m Platform Height and working depths to 11.28m below grade, which offers the customer more options and flexibility, Electric-Diesel-Slab Type-Rough Terrain - 4WD.

Skyjack has recently introduced the Electric powered rough terrain scissor.

Skyjack continues to expand its Boom Line with plans to offer a number of new models before the end of 1999.

Stand No. 67

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Snorkel Elevating Work Platforms

5 Brand Street

Knoxfield Vic 3180

Ph: (03) 9764 9900 Fax: (03) 9764 9989

Snorkel will be taking the opportunity at this year's exhibition to unveil its new range of SkyTrak.

Telescopic Handlers, ScatTrak Skid Steers and Mini Excavators, and Workpro Powered Haulers and Lifters.

SkyTrak is a market leader in Telescopic Material Handlers in North America. Providing lifting capacities up to 4500 kg and maximum liftheights of up to 16.4 m, SkyTrak Telescopic Material Handlers are a low cost, high performance alternative to cranes and other lifting equipment

Also likely to generate a lot of interest on Snorkel's stand will be the new Workpro range of construction site materials handling equipment, including Powered Haulers and Lifters.

Snorkel will also be introducing its new MHP 12J trailer-mounted unit, a scissorlift and a boom lift.

Stand No. 1,2,3,4,5,6,7,8,9.

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Software Link Australia

P.O.Box 1

Berkeley Vale NSW 2261

Ph: (02) 4362 3388 Fax: (02) 4362 8845

Distributors of the world's Number 1 Software System for Hire & Rental companies. The Software Link will be exhibiting the Quick Trac Asset Management System at the Trade Show.

The system is in use by more than 2,700 users throughout the world, including every type of Hire and Rental and Fleet management business.

The system is fully integrated, Models include Hire, sales and fixed asset Stock control, Rental Control Management, All Accounting functions, Purchase Orders, Management and Tax Depreciation, Equipment Maintenance

, Customer Repairs, Automatic month end invoicing and many other industry specific functions.

A Demonstration CD is available together with a free on site consultations.

For more information contact the company.

Stand No. 20,21.

• • •

Stihl

P.O.Box 74

Knoxfield MDA Vic 3180

Ph: (03) 9215 6666 Fax: (03) 9763 4423

Stihl Pty Ltd will be exhibiting their full range of equipment. This will include an updated range of

Chainsaws, Brushcutters, Cutquicks, Hedgecutters, Earth Augers, High Pressure Water Cleaners, Air Brooms and Vacuum Cleaners. All the updated equipment features the latest in technology focusing on comfort to the user and safety. Also a new range of accessories and safety apparel will be on show. Our Technical and Sales Staff will be in attendance.

Stand No. 68

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Stumpman Sales & Services
Lot 4 Ottereys Scrub Road
Walmer RSD
Maldon Vic 3463

Ph: (03) 5475 1928 Fax: (03) 5475 1928

The Stumpman Mega Muncher is a stump cutting machine, Australian owned, Australian manufactured, which has been specifically designed for professional use within the Arboricultural arena.

It offers a versatile machine that can manoeuvre, out cut any equivalent machine with little or no exertion to the operator.

The machine is a 4WD Skid Steer, can do a 360 degree turn on the spot. Cut an area of approximately 2 square metres before repositioning, also being only 860 mm wide, plus having the unique, patented, boom design, is a very versatile and compact unit.

Stand No. 11

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Terex Cranes
42 Glenbarry Road
Campbellfield Vic 3061

Ph: (03) 9358 0512 Fax: (03) 9357 9729

Terex Cranes will be displaying four new machines for the first time in Australia at the Exhibition, as well as at the "equipment in action" day at Werribee.

The TS34RT, a 34' platform height rough terrain scissor with 4WD and oscillating axle and independently operated outriggers. The platform is 3.21m X 1.74m and can be extended by 1.4m. Capacity on the main platform and roll out deck is the same at 500kg. This an exceptional well designed and engineered scissor.

The T40 is an exceptionally powered 40' articulated boom lift with a fly jib as standard equipment. The Tr40 has sensitive proportional controls and is a 48 volt electric system. Maximum height is 12.2m and maximum working reach is 8.3m.

Two rough terrain telescopic boom material handlers will also be on display. TH745 and the TH804.

Stand No. 25,26.

Trease Enterprises
159 Kilmore Road
Heathcote Vic 3523

Ph: (03) 5433 2415 Fax: (03) 5433 2263

Trease will be displaying their B B Q.s, which are specifically designed for part hire, with recessed Knobs fold up legs carry handles and are stackable. There will also be a portable sink, Hot Water service and Boiler on show.

Stand No. 51

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Trilogy Business Systems
P.O.Box 153
Roseberry NSW 2012

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

TRACS is Australia's leading Hire and Rental software software package. The **TRACS** system was designed and developed specifically for Hire Companies. It is fast, easy to use and extremely robust. It provides a superior tracking system of all equipment inventory and parts. **TRACS'** competitive edge over other software packages is in the seamless integration from Rental to Accounts and includes a powerful report generator and security system.

Its flexibility is measured by its users who vary from large multi branch companies to single branches, from Party Hire to General Handyman Hire. **TRACS** can be found in 150 sites nationwide and is supported by Trilogy offices in each state.

Stand No. 49

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Vessa Nickolas Ltd
P.O.Box 27285
Mt. Roskill

Auckland New Zealand

Ph: 64 9 630 4130 Fax: 64 9 630 4130

Vessa Nickolas will be displaying their Rustgo Mobile Work Platforms. A totally new and innovative work platform which will make access to jobs simpler, easier and more importantly safer and more productive.

The Rustgo is terrain adaptable, it quickly and safely adapts to unlevel site conditions and sloping grades up to 30 degrees.

Other features include:

- Two models to chose from
- Up to 3 platforms (6 metres long per unit)
- Adjustable working heights to 9.4 metres
- Tows on its own chassis at highway speeds
- Front and rear wheel steering
- Simple manual operated controls
- No electric's or hydraulics = very low maintenance costs

Rustgo Platforms offer unlimited uses to a wide range of trades in DIY markets.

Stand No. C1

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Volante Services
P.O.Box 66
Anna Bay NSW 2316
Ph: (02) 4982 2942 Fax: (02) 4982 2677

VOLANTE services are importers and suppliers to the Rental and Hospitality industries in Australia and New Zealand. Their products include FLORLOK Portable Dance Floors, PUBLOK Portable Disco Floors, and WEBLOK Marquee, Tent and Exhibition Flooring (the product chosen for the Atlanta Olympics) together with the very latest All Plastic Flooring, never seen before in Australia.. Stage Rostra, Rope Stands, Tables (Banquet and Twinkling) and chairs make up the range which will all be on display on their stand.

Stand No. 52,53.

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Wacker Australia
P.O.Box 1315RMDC
Clayton Vic 3169

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

WACKER AUSTRALIA PTY Ltd'S displays will feature the recently released BS500, BS600 and BS700 model rammers, the RD11A roller and a brand new range of small electric submersible pumps, portable generators and a demolition saw.

Wacker's full line of products will be available for you to test run at Werribee, including vibratory rammers, rollers, compaction plates, demolition saws, drive units, concrete vibrators, drills, breakers, power trowels, pumps and generators.

Our staff will be pleased to demonstrate or to assist you in running a machine yourself or advise you of machine details at our stand.

Stand No. 34,35,36.

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 \$20 and can be obtained by filling out the form below.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

TO:
JENNI LOHRI
HIRE & RENTAL ASSOCIATION OF AUSTRALIA
P.O. BOX 50
ELANORA HEIGHTS NSW 2101
Tel: (02) 9970 8756 Fax: 9970 8759

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

ORDER FORM

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

Please supplyENVIRONMENTAL AWARENESS GUIDE/S.....@ \$20 EACH
Cheque for: \$.....Made out to HIRE and RENTAL ASSOCIATION of Australia.

IT'S HIGH TIME TO OWN THE BEST...GROVE MANLIFT



OUR FULL LINE OF AERIAL WORK PLATFORMS ALWAYS RISES TO THE OCCASION

Grove Manlift aerial work platforms are performers you can really look up to.

That's because we make a complete product line for worldwide markets consisting of scissor lift platforms, articulated boom platforms, telescopic boom platforms, vertical mast platforms and push around platforms with working heights from 6 metres to 40 metres.

NSW/ACT

Tel: 02 4722 9222

Email: grove@pnc.com.au

Website: groveworldde.com

Vic

(03) 5433 3433

Qld
(07) 3279 1099

SA
(08) 8347 1110

WA
(08) 9434 4488

To learn more about Grove Manlift's products and services contact your Grove Manlift distributor or visit our website at www.groveworldwide.com.



GROVE
MANLIFT®

HITACHI

POWER TOOLS

Model: DH24PB
2 Mode



SDS PLUS

Model: DH24PC
3 Mode



NEW MODEL
SDS PLUS
with three mode action

Model: DH25V
2 Mode



SDS PLUS

Model: DH40YB
Chip & Drill



HEX DRIVE
TWO MODE

Model: DH40MB
Chip & Drill



SDS MAX
TWO MODE

Model: DH50SA1
Chip & Drill



HEX DRIVE
TWO MODE

Model: H41SA
Demolition



HEX SHANK
HAMMER

Model: H45MA
Demolition



SDS MAX
HAMMER

Model: H55SA
Demolition



HEX SHANK
HAMMER

Model: H90SB
Demolition



HEX SHANK
HAMMER



H65SB

**HEX SHANK
HAMMER**

The Mega Muncher

Special features of the 'MEGA MUNCHER'.

- 860 mm (2'10 1/4") wide (easy access through side gates into backyard)
- Proportional hydraulic controls (the harder you push the faster they reaction)
- 4WD (greater manouverability in tight spots, can do a 360deg. Turn without moving)
- Powered by a 44H.P. Water cooled YANMAR (quieter and smoother operation)
- Can reach a height of 1.2M
- Can reach a depth of more than 500mm
- Can cut an arc of 1.8M (6') in close and 2.7M (9') when extended
- Capable of working over sleeper walls etc. without taking machine down slopes or into garden beds.
- Completely hydraulically driven therefore no belts to adjust or replace
- Largest cutter bearings in its class
- Machine is well balanced having a low centre of gravity therefore making it extremely stable.
- The whole machine frame is designed to withstand the rigors of constant use in the extremely demanding field of stump cutting.

User Benefits over others.

- Being fully hydraulically driven, no operator fatigue (can do a full days work with little or no effort) therefore giving a better home life.
- Being fully hydraulically driven, less maintenance and downtime, therefore giving more time at home.
- 4WD, no effort to the operator when manouevering, no

manhandling the machine when in a tight spot, easy manouevering when cleaning up a multiple stump sight, therefore less operator fatigue.

- Area of cut, allows far more stump area to be cut at one time, therefore saving time and cost in manouevering and overall cost and time when operating the machine.
- Machine can be used to move chips out of the way, therefore less manual exertion and less fatigue for the operator.
- Due to the low centre of gravity the machine rarely has to be stabilised, if ever by the operator if the correct operating procedures are followed when working on steep sights.

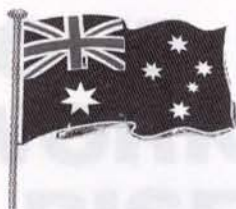
Overall the machine affords the operator far less working and more pleasure time therefore making it a user friendly and profitable investment. The machine also removes all of the back and arm stresses that are inherent with the stump cutting business.

At present clip on attachments are being fitted to our latest machine, these being Post hole digger and Trencher attachment, giving the machine a, multi function approach.

We also have available, Cable or Radio control Units, allowing the Operator total control, at a distance, and not having to stand in the path of dust and air borne fibres, which are inherent with stump cutting, especially during the summer months.

For more information

Stumpman Sales and Services
1800 819 493



STUMPMAN

Sales and Service
Introducing the NEW Mega Muncher
STUMP CUTTER

A New Era
of Stump Cutting
is here



Australian Designed
Australian Built

Phone 1800 819 493

Crommelins Machinery Sales & Subaru Robin

35 years in the market place

In 1954 **Crommelins Machinery Sales** was appointed to represent engines and powered products in Australia. 35 years later, they still remain the world's longest established distributor of Subaru Robin, while the engines and products themselves continue to hold a strong lead in today's market place. Crommelins also proudly boast the highest product to population ratio of Subaru Robin sales in the world.

Subaru Robin engines are manufactured in Japan by Fuji Heavy Industries, the same manufacturing giant that makes not only the award winning Subaru rally cars, but also aircraft, trains, buses, outboard motors and satellite components. Their thorough and innovative technology and continuous upgrading of equipment is constantly meeting the demands of today's industry. The reliability and performance of Subaru Robin has proven itself time and time again, even under the most arduous conditions.

Most of the nation's Hire Industry has standardised on Subaru Robin engines, because they can withstand Australia's harsh working conditions. They are the chosen engine for not only major hire companies, but also many government departments and councils. They are used by CALM Western Australia to power their firefighting pumps and have also been used by the New South Wales bushfire board.

Subaru Robin engines are interchangeable with other brands. Because of their versatility, they come with the most comprehensive warranty in Australia - **that's a full 2 years, irrespective of the product they are powering or the industry in which they are operating** - no one matches that warranty!

Launch of Subaru Robin "High Horsepower" EH Series single and twin cylinder engines.

Single cylinder 11.5hp and 13.5hp, plus Twin cylinder 18hp, 20.5hp and 22hp.

These engines are available in various shaft configurations to meet the needs of customers for mounting on mowers, tractors, generators, augers, compressors, compaction equipment and general construction machinery. The engines feature:

- * the biggest bore and stroke capacity in their class
- * the highest torque in their class

(The EH65 22hp with 653ccs makes it the largest capacity engine in its class)

Cliff Hughes, owner of City Hire in Brisbane,

recently purchased some Jaden mini-loaders fitted with the new Robin EH64 20.5hp engines.

Mr. Hughes stated, "we have been waiting for these engines to arrive. We use and recommend Subaru Robin as these engines are superior in our industry and these new EH64s are no exception. They are proving that we can trust the same reliability performance and economics we have experienced with all previous engines in the Subaru Robin range.

Other comments made about the new engines are:

"The engine does not labour at all, the governor hardly works."

"The extended range is just what we have been waiting for."

Pip Phillips, founder and owner of Bunbury Machinery, WA, stocks Subaru Robin powered products, including concrete mixers, pumps, trowellers, gensets and compressors. He states:

"These little yellow engines are brilliant. I've got 45 of them and they never even look like letting me down!" Plus, their hire controller, John Roberts, states: "we've proved over the years that our fleet of reliable Subaru Robin has been the best value-for-money possible."

All Subaru Robin engines are "C-tick" compliant to meet the new Government regulation for electro-magnetic interference with electronic equipment.

This means they will not disrupt electronic equipment such as computers, TV's and appliances.

Coupled with the success and reliability of Subaru Robin, Crommelins has grown to be a large distributor of other Subaru Robin powered products.

Starting as a small machinery distributor in Perth, 41 years ago in March, 1958, with the office in both the back shed of Mr. Crommelin's home and a portable office in his stationwagon, it has now become one of the largest family-owned distributors, importers and producers of fine quality machinery and related products. These being:

From Japan, Subaru Robin petrol and diesel engines, generators and pumps.

From USA, Bluebird International Lawn and Garden Care Equipment, including vertimowers, aerators and turf cutters.

From USA, Essex Silver Line Floor Sanding equipment with drum sanding and edging machines.

From USA, Ground Hog Reticulation trenchers, a small chain excavator for domestic lawn and garden

From USA, Square Buff Orbital Floor Sanding Machines, orbital floor sanding machines producing ready-to-treat timber floor finish

Made specifically for Crommelins:

"Vibracon" concrete vibrating shafts

High pressure water cleaners

Plus Crommelins also distribute:

Of course all powered products are driven by Subaru Robin and offer long-life reliability and to the consumer, greater investment for their money.

Crommelins head office is in Perth, with branches in Sydney, Melbourne, Brisbane and Adelaide. As well as that, they have proudly built up a reliable and enthusiastic Dealer and Reseller network of 380 strong in metropolitan and country areas. They also trade to all Hire and Rental companies throughout Australia, to manufacturers of equipment (OEMS), to local government bodies and councils in metropolitan and country areas, plus to the building, Mining and Agricultural and Farming Industries. All of which have continued to support the Company because of the service and after- sales support maintained by them.

The company plans future growth and expansion, with new equipment undergoing testing and many additional exciting agency and product lines planned

Reseller enquiries welcome.

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Baytex at Special Event 1999

We have just returned from Orlando, Florida, where we exhibited at both the IFAI Tent Rental Mid Winter Meeting and the Special Event 1999 Show. Many readers have asked about these shows in the past and expressed disappointment that the time of the year prevents most people from this part of the world from attending.

What did they miss?

Both these shows are always interesting and while not on the grand scale of the ARA Show they do offer a much more intense look at the more spectacular parts of our industry.

The Mid Winter Tent Meeting is all about marquees and structures with virtually no attention paid to anything else. The major manufacturers showcase their latest products and there is a lot of rubbing shoulders with the Who's Who amongst the major Tent Renters in the USA. All in all a very social event where you get time to talk one on one with suppliers, friends and competitors.

As for the exhibition itself it was more interesting for the trends than the products on display. In particular:

- For the first time ever there were virtually no pole tents in evidence.
- Hoecker had a 15M F series structure set up on a Hoecker floor - Americans seemed quite unfamiliar with this product. They basically don't do floors.
- Anchor have acquired the "Fast" system of structures and a very nicely finished 20M model on display.
- Eureka represents Loesburger in the USA and had a

weird and wonderful semi octagonal construction to show off.

- Roder and Veldeman had desk top displays only.
- American manufacturers, with the exception of Tent Fiesta from Canada, are favouring the Rolled Eave frame design in spite of its space inefficiencies and practical draw backs. Apparently it is cheaper to produce !
- There is still major business in low cost frames up to 50' (50m) wide.
- Baytex Linings won good business.

Moving to the Special Events 1999 Trade Show was a major step up in activity. Booth traffic was as heavy as I have ever experienced with Baytex Linings attracting much of the interest in our booth. The major tent manufacturers all had their stands but the show was really about the weird, wacky and wonderful in true American Style. Certainly an experience to be remembered if you have time to wander the aisles.

With the American economy booming the way it is (their hardly started thinking about the millennium) the Party rental Industry in general is in good shape and the American propensity for throwing spectacular parties costing zillions is mind boggling. We feel fortunate to be just a tiny part of it.

To be honest you don't miss a lot by not being at these shows. You see all and more at the ARA Show in February, but of course you will have missed some great parties.



Electron

Simply Spectacular!

18 metre series from
Baytex Tentmakers

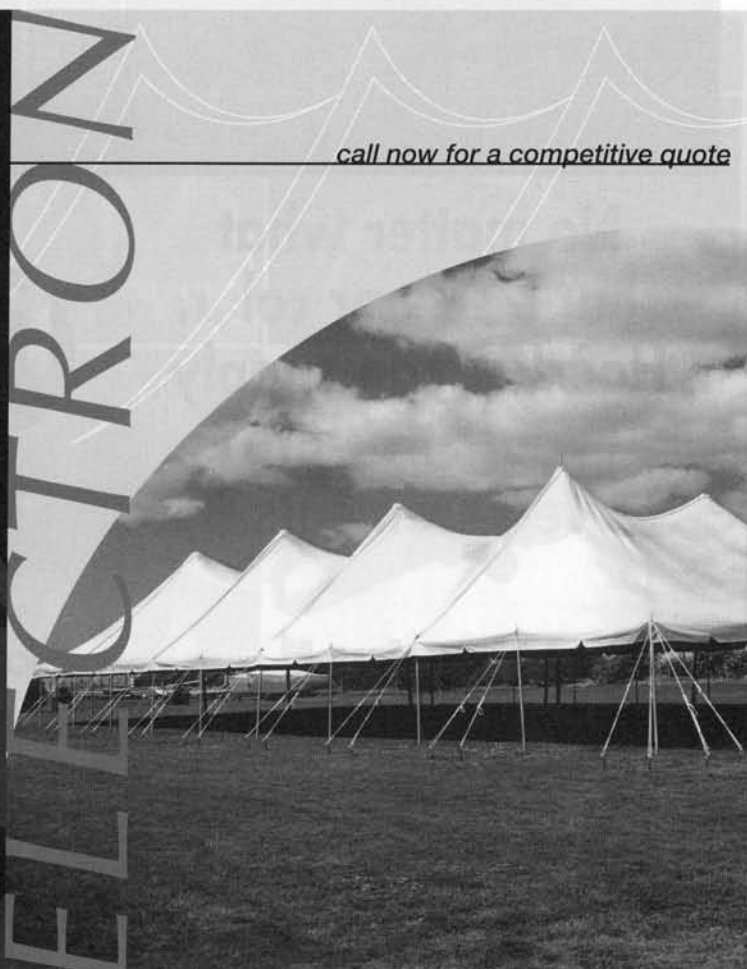
featuring:

- Lightweight 2 pce Pushpole Design
- Stable & Wind efficient
- Real Value for Money
- Quality Construction
- 2.4M Sidewall Height
- Huge Interior Volume
- Fast, Easy 4 Man Installation
- Style for the New millennium
- Also Available 3,6,9,12 and 15 m Wide



Baytex
TENTMAKERS

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



Advanced Tent Technology solves tent cleaning problems

Tent Cleaning

The problem of fabric cleaning has always been large - time consuming etc. ATT designed and manufactured CLEAN - A - TENT, a PVC fabric washing machine. CLEAN - A - TENT is a flat top machine that washes, dries and polishes one side at a time of roof covers only, keeping the keder track dry.

After receiving feedback at various European exhibitions, we returned to Australia to design CLEAN - A - TENT MK11. CLEAN - A - TENT MK11 washes, dries and polishes both sides of most PVC fabrics (including marquee, clear span structure, roof covers, gable triangles and walls) to a maximum width of 5.565 metres.

No specific infrastructure is necessary in most cases and CLEAN - A - TENT MK11 takes up only 50 square metres of working space. Only two people are required to operate the machine, with a minimum amount of physical effort. The cleaning solution used is a very mild biodegradable detergent.



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barbecue specifically for **PARTY HIRE**



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THE LATEST INNOVATION IN CLEANING, MADE HERE IN AUSTRALIA!

It's no longer necessary to clean Marquee or Clear Span Structure fabric by hand.

CLEAN-A-TENT Mk11 now washes, dries and polishes most fabrics to a maximum width of 5566mm

Made in Adelaide, South Australia by **Advanced Tent Technology**, CLEAN-A-TENT Mk11 is a self contained recycling unit. Fully hydraulic driven, it is PLC controlled. CLEAN-A-TENT is transportable and needs no particular infrastructure. It is compact and needs only 50 square metres of working space.

Based on 12,000 square metres of stock, cleaned 6 times a year,
using manual labour = 3456 hours
using **CLEAN-A-TENT Mk11** = 576 hours

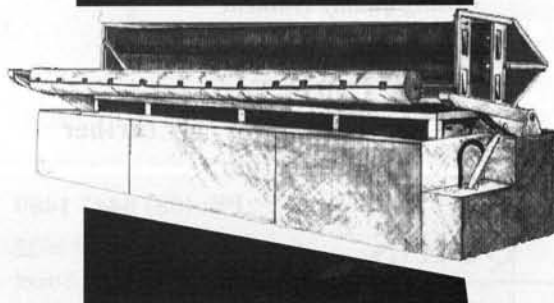
CLEAN-A-TENT Mk11 means less space.
CLEAN-A-TENT Mk11 means less cleaning staff
CLEAN-A-TENT Mk11 less time.

*Demonstrations presently available on our premises.
You are welcome to come, take a test drive.*

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Email: cleanatent@powercom.com.au

\$175,000
Delivered in Australia



NEWS IN BRIEF

National Hire acquires Door to Door Hire

National Hire, the New South Wales based General Hire company, recently purchased Door to Door Hire, a one branch operation, in Melbourne.

National opened its first branch in Melbourne last year when it acquired the Atomic Hire group.

• • •

New General Manager for Atlas Copco Hire

Mr. Barry Boyle has been appointed General Manager, Atlas Copco Hire, Australia.

Atlas Copco Hire is a division of Atlas Copco Australia Pty Ltd and hire generators, compressors and lighting towers to the mining and construction industries throughout Australia. Barry was previously National Service Manager, Atlas Copco Construction and Mining Australia. Prior to this he held various positions with Mount Isa Mines. Barry has a number of years experience within the Mining and Construction industry, both in Australia and overseas.

Coates buys Conrent

Coates Hire announced it had purchased Conrent, Australia's largest supplier of construction hoists. Conrents sales are in excess of \$5 million and employ a staff of 30.

The vendors of the business, Grahame Hadley and Lee Bolling, will continue to manage Conrent along with current employees through existing branches. Coates Hire Director, Jim Brown, said, 'the acquisition provides an additional product range to offer Coates' customers and our intention is to expand the business nationally.'

• • •

MCI new TADANO dealer

As of November 1998, Melbourne Crane Imports have been appointed the sole Australian dealer for TADANO Elevating Work Platforms.

Melbourne Crane Imports (MCI) are an Australian owned family business trading in new and near new cranes and access equipment. MCI's commitment is to provide excellence and reliable service, spare parts and supply for any make or model of crane or EWP.

• • •



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- Using quality synthetic or canvas materials

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Chairs

McCourt folding chair



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UV stabilised seat and back
Moulded carry handle
Stack 60 high
Only 3 kg each
US standard in party hire

Available ex stock



Sample chairs
available

Tables



2.4, 2.1 & 1.8
metre rectangular

1.2, 1.5 & 1.8
metre round

Oval 2.4 x 1.2 metre steel framed oval
table now available

No joins - single piece blow moulded top
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High impact polyethylene
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Reinforced with steel "J" rails

New plastic Duratable



Made in USA
Half the price
of similar tables

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to centre steel brace
Legs lock in open and closed positions



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Snorkel expands range with materials handling & earthmoving equipment



Snorkel, well known for its extensive range of elevating work platforms including scissorlifts, telescoping and articulating booms, has substantially expanded and broadened its offering with the introduction of construction site materials handling and earthmoving equipment.

Snorkel, a member of the North American-based Omniquip International Group, one of the world's largest manufacturers of industrial equipment, has taken on the distribution rights for SkyTrak Telescopic Material Handlers, ScatTrak Skid Steers and Mini Excavators, and the Workpro range of construction site materials handling machinery including powered haulers and lifters.

The addition of the SkyTrak, ScatTrak and Workpro ranges of equipment to Snorkel's elevating work platforms, means the company is now in the position of being able to satisfy most construction site materials handling and access requirements from the ground, all the way up to around 40 m.

The new equipment was launched in Sydney in December by Enoch Stiff, the Managing Director of Omniquip International.

During the launch, Stiff explained that the company is focused on providing labour-saving machinery to the construction and equipment hire industries, with the goal of satisfying all requirements for projects up to about five storeys high.

With one of the most comprehensive ranges available, SkyTrak is a market leader in Telescopic Material Handlers in North America. Providing lifting capacities up to 4500 kg and maximum lift heights of up to 16.4 m, SkyTrak Telescopic Material Handlers differ substantially from the European-designed Tele Handlers which currently dominate the market in Australia, said Stiff.

He believes the simple, easy-to-use, robust design of the SkyTrak units make them the most appropriate choice for the dry hire market, which he feels will continue to grow as more people become aware of Tele Handlers' cost and labour-saving capabilities.

With operating capacities from 600 kg to over 1000 kg, ScatTraks are an economical and high performance alternative in Skid Steer Loaders, with models available to suit most applications, and a wide range of high flow attachments available to further increase the functionality of the units.

ScatTrak Mini Excavators with dual power hydraulic systems provide smooth operation and fast cycle times and are available in tracked and rubber-tyred models. Variable width carriage models are also available.

Class leading performance and proven low running costs are just two of the reasons SkyTrak, ScatTrak and Workpro have a promising future in Australia, said Omniquip's International Sales Manager, Sid Sampson.

Sampson has moved to Australia for the "next couple of years" to establish sales and service arrangements for the new products in Australia and New Zealand— Scat Trak Skid Steers have been in Australia since the early 1990s, but the new distribution arrangements will see the product available with full national service back up for the first time.

"Initially we will be using the existing Snorkel dealer network for spare parts support and distribution, but it is our aim to appoint a number of new sales and/or service agents throughout the country," said Sampson.

Further information: Sid Sampson, Snorkel Elevating Work Platforms, 26 Redfern Street, Wetherill Park, NSW 2164. Tel: (02) 9725 4000. Fax: (02) 9609 3057.



An invitation to all to attend the 1999 Northern Roundup KoHuna Beach Resort

Saturday 12 June.

Golf Day and Pioneer Valley tour will set off at 8am. Returning 3.30pm Golfers will have the opportunity to take in the sights on a trip out to the picturesque Pioneer Valley golf club at Mirani that you'll share with the local wallabies. After the golfers are dropped off the rest of the tour will take in either the local Illawong fauna sanctuary to see the Koalas and Crocodiles or tour the valley. We will then rejoin the golfers for a Country Pub Lunch (at your cost).

Both these events are subject to interest shown.

Costs Golf day	\$40
Clubs	\$10
Pioneer Valley Tour	\$40
Children	\$25

***Golf Day Trophies sponsored by our Suppliers**

Electrical Training Workshop. *A must for anyone who is not already certified.* Starts 19 noon, Len Mountford will be attending the Round Up and conducting an Electrical Training Course in the correct procedures in electrical testing before each hire to Australian Standard AS3760 this will be an ideal opportunity to get your certificate for a Competent Person.

This will take place at Jayhire's workshop at Hamilton St. North Mackay.

Cost to attend the workshop is \$50.00 per person, which includes materials, workbook and certificate upon completion.

Round up dinner.

Pre dinner Drinks 6.30pm. Dinner 7pm. at KoHuna Beach Resort. Dress is "semi formal" for up north that means you don't have to wear a coat and tie but you can if you want to. Remember your Dancing Shoes because there is a band and good music to entertain us. Predinner drinks & door Prizes and give-a-ways courtesy of Suppliers

Sunday 13 June

Trade Show and Exhibits from	9am
Morning Tea	10.30
Lunch served close to exhibition area.	(12 TO 1PM)
Round Up Meeting With Qld President David Johnson	2pm
Afternoon tea and conference closure	3pm

All enquiries Sharlene, Northern Roundup Co-ordinator
Tel: (07) 3851 4777 Fax: (07) 3851 4788

Coates Hire acquires U.K. company

Managing Director Of Coates Hire Limited, Jim Brown, announced today that Coates has acquired a U.K.hire company, Rentair pic.

Rentair is U.K.'s leading hirer of specialist air compressors and associated ancillary equipment and other general products.

The purchase price for the acquisition is approximately A\$59 million. It will be financed partly by a placement of 12.3 million shares to a broad range of institutes at A \$2.80 per share to raise approximately A\$34 million. The placement represents 13.8% of Coates existing issued ordinary share capital and is fully underwritten by Ord Minnett Corporate Finance Limited.

The acquisition is expected to enhance earnings per share in its full year of operation under Coates' operation.a

The U.K. is an area of potential that Coates has investigated for some time and, in terms of the structure of the equipment hire market has a high degree of similarity to Australia . The Acquisition of Rentair will give Coates geographical diversification in a business that provides an excellent strategic fit to its existing core operations.

"Rentair's existing management will remain with the business and its Managing Director, Mick Burgess, will report directly to me" Mr. Brown said. Mr. Burgess is 47 years of age and has 25 years service with the company.

The Rentair senior management have a very similar culture to Coates and, as a group have over 140 years experience with the company.

Rentair will operate as a separate business unit of Coates Hire Limited and continue to trade as Rentair pic out of their 14 locations in th U.K. Rentair has 155 employees and its head office is in Wimbledon.

Rentair has an excellent track record of organic growth and has been successful in securing many long term contracts for on-site facilities management with leading U.K.industrial companies, including British Steel, BP, ESSO. Total Sales in the first full year 99/2000 should amount to approximately A \$ 36million Australian across a diversified customer base. Construction sector revenue is expected to contribute only 22%.

Rentair has a modern hire fleet with a similar age profile to Coates' own fleet, specialising in oil free high pressure, high volume air compressors used in the Petrochemical and industrial sectors which have been boosted by the increased trend towards outsourcing. The fleet also includes many other general products similar to Coates such as welders, generators and lighting towers.

Coates Chairman, Mr. Chandler said " this acquisition provides Coates with exciting growth opportunities in a geographically divers market and in a country which bears many similarities to our own Australian market."

Gerni and Clarke SIMPLY A BETTER HIRE



Gerni 4101A/4501A/4801A

The 4001 series is a range of hot water cleaners that are effective and easy to use. These machines have been designed to meet the user's needs. The efficient 4001 series Automatic machines offer the professional user an excellent solution to their cleaning needs. These heavy duty machines are ideally suited to applications requiring regular and continued usage. The 4001 series machines are particularly suited for use by road haulage, manufacturing and food processing companies as well as being ideal for agriculture and heavy industries.



Gerni 410A/460A

The machines of the 400 series are handy and user-friendly with both stationary and mobile qualities. These extremely efficient machines have a number of qualities and features making them very attractive to work with. Recommended for rural and general industrial applications.



Gerni 230/250

These machines have automatic stop/start, 0 to 10% detergent injection and a variable nozzle. Just plug them in for those cleaning tasks you want to do fast - big performance for a little price.

EZ-8 Drum Sander

- 1.5 hp (1.12 kw) fully enclosed motor ... no cleaning ... no overheating ... no brushes
- Secured belt cover, no unauthorised access
- Disconnectable handle and dust pipe for easy transportation
- Cogged timing belts won't slip
- Easily accessible belt guard



- EXPANDABLE DRUM makes changes easier, gives better finish
- EASY PAPER LOADING bar type clamp, easy access for quick paper changes
- Front and rear lift handles, easy transport/operation
- Handy drum lowering lever
- Reliable mechanical switch in cast aluminium housing
- Large capacity dust bag
- Full width bumper
- Easily removable dust pan
- Non-marking Bumper.

Easy to Load



Expandable drum



Easy to transport

Super 7R Edger

- Hardened steel alloy pinion and drive gear
- Powerful universal motor
- Convenient operating handles
- Heavy duty on/off switch
- Powerful vacuum fan
- Sealed, lifetime lubricated ball bearings
- Built-in headlight
- Non-marking roller guard
- Aluminium alloy casting
- Balanced sanding disc
- Non-marking swivel castor



Includes Free Carry Case



OBS-18 dc Orbital Sander

- Fully enclosed 3450 rpm, 1hp motor powerful high speed orbit action, **NO BRUSHES!**
- Precision balanced counterweight, smooth vibration free operation.

- Large (225mm) vacuum fan provides high cfm air movement
- Heavy duty, easy to use, diecast operating switch/handle
- Heavy cast iron chassis, massive strength & weight
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SEE US ON STAND 65, 66, 70

NEW ROTARY CLEANER IS HOVERCRAFT

A new, revolutionary rotary surface cleaner that uses the "hovercraft" principle has been released by Australian Pump Industries. Called the Aussie Eco Clean WHIRL-A-WAY the unit is claimed to have a cleaning speed of up to 20 square metres per minute.

The user-friendly surface cleaner has been designed for use with all brands of high pressure water blasters and can cut labour, fuel and water consumption by up to 90%. Another benefit is that the "covered style" design eliminates 98% of over-spray. This eliminates atomised water affecting surrounding work areas.

Designed for use with pressure cleaners of up to 3500 psi and 23 litres per minute flow the rotary cleaner is easy to use because of its unique "hovercraft" design. It actually floats on water pressure and can easily jump curbs or gutters.

Aussie Pumps' Product Manager, Hamish Lorenz said "The Aussie WHIRL-A-WAY is not only a tremendous productivity aid but it also, reduces operator fatigue because of its unique 'floating' design."

The machine comes with heavy duty high pressure swivel, lightweight aluminium handles, high pressure safety trigger gun and self aligned rod ends. An apron around the heavy duty polyethylene cover is made from "Fuller" style replaceable brushes.

The Aussie WHIRL-A-WAY can be used for hot water cleaning and is ideal for cleaning footpaths, driveways, parking stations, service stations, workshop floors or any area where there is a build-up of hazardous oil or fluid spills. The machine can also be effectively used for roof cleaning.

Australian Pump Industries believe the new 20" WHIRL-A-WAY will prove a boon for contractors, builders and anybody involved in cleaning large flat surfaces.

Further information is available from Australian Pump Industries' Aussie Eco Clean Division or from Aussie Pump distributors throughout Australia.

For further information about this release contact on Hamish Lorenz on (02) 9894 4144

When you are at this years HIREX '99 come and see us at our stand 39/40. On display will be a wide range of Hilti Construction tools and fastening systems, among some of these products will be:



Powder Actuated Tools

Fully automatic with no recycling of piston or cartridge required.



TE905 Breakers

High performance with Active Vibration Reduction, makes the job easy!

Plus much more:

- Diamond Coring
- Rotary Hammers
- Combi Hammers
- Battery Tools
- Wall Chasers
- Laser Positioning

131 292

We look forward to seeing you, if you would like more information or a demonstration give us a call.

TRACS Annual User Conference

The 9th Annual TRACS User Conference held at Jupiters Casino was a great success bringing together over 40 nationwide TRACS user who participated, networked and partied on the gold Coast.

The conference was a 3 day affair with the first half focusing on year 2000, and how it will affect businesses, together with presentation on Email, Internet, electronic Banking and future Development. The new Conference format proved popular with 505 of Conference time allocated to training and more opportunities to exchange information and ideas amongst delegates. Face to face discussions always prove to be invaluable!

To keep delegates "entertained" (which is why Jupiters is such an appropriate venue) "The TRACS Golf Challenge" was held at Royal Pines Golf course, Attracting all the "I would be if I could be champions." The winning team (as usual, contained

characters who crept out of their exclusive shelves. We discovered that Richard Crommelins (Crommelins Hire) has a habit of diving onto restaurant floors and spilling red wine for no apparent reason, while Robin Cassidy (AH Plant) was the highlight of an eventual dinner with his Jerry Lee Lewis impersonation (both hands and feet on the table). The party continued in the gambling dens of the Casino, but not before a few

delegates - 16 to be exact decided they wanted to commemorate their new found friendships by trying to fit into a "2 Man" photo booth. Special mention needs to be made of Trevor McFarlane (Kerr's Northside Hire) who became the Conference "Disco King". Trevor earned his award for his special efforts on the dance floor, which also involved a 64 year old exotic dancer!! Margaret William (Bayswater Rentals) retained her "Gambling Queen" title by the length of the Gold

Coast Highway.



How the mighty have fallen! Richard Crommelin on his knees searching for that elusive glass of "Red."



The "Piano Man" Robin Cassidy about to get the "show" on the road



Team Photo

Bruce Davies) won unfairly and by any dubious means possible. Not to be outdone a few of the female delegates decided to a ride on the wild side of some sleek and super fine looking Harleys. One delegate relayed that her rugged riding companion asked her if she was married, to which she replied, "I'm thinking about it."

Dinner provided unexpected entertainment from

The conference managed to not lose sight of its prime objective, which was to inform, provide a variety of training sessions and ensure that everyone took something away which they could benefit from.

With the 10th Annual conference being held in 1999 it will be pretty hard to top the 1998 conference but we'll do it!!

EWPA News

News and Views

The start of 1999 has been fairly quiet for the EWPA. Not only is it membership renewal time but Megan also left the Association at Christmas to be ably replaced by Jenny Lohri. Many of you will remember Jenny as she was running the EWPA in NSW from 1993 - 1995. She has now returned and is looking forward to "continuing the challenge."

A National Executive teleconference meeting was held on 24th February and all members should have received a copy of minutes and attachments by the time you read this. If not, please contact Jenny for a copy.

The EWPA Inc. has now been re-established for over a year, and thanks to continuing and growing support from its members, is financially sound and hopefully providing the service demanded by the members.

Listed below are a number of subjects and news items that the EWPA is currently involved in.

Please read them and action as necessary.

1. Membership Fees '99

These are now overdue for renewal and reminder notices should have been received before you read this article. Please exercise your cheque signing hand and renew your membership if you haven't already done so.

As at the beginning of March membership of the Association was over 240 with 140 renewed for '99.

2. State Committees

The state Committees have all been active over the last six months with good meeting turnouts and key issues being addressed. Congratulations to WA who now had its AGM and have a pro-active committee up and running. This now means all states have established EWPA committees.

3. Stationery Policy

After much discussion at all levels the National executive Committee confirmed the 'Supply of Stationery policy' at their meeting on 24/2/99. The policy states that EWPA stationery will be supplied to members and non-members except for logbooks, pouches and grey cards. These will not be supplied to rental fleet owners who are not members. Members

also receive substantial discount on stationery.

4. Melbourne Conference and Exhibition

The HRAA Conference and Exhibition on in Melbourne from 3-5 May. This is the showcase event for the Hire and Access Industry and as such we urge all members to try and visit the exhibition and support the Access equipment suppliers, to catch up on new technology and systems and meet your competitors on neutral grounds.

5. Training

The Yellow Card Operators Training Scheme is currently undergoing national accreditation and rewrite. This yellow card scheme is a nationally accepted EWPA run Training scheme designed to meet the "duty of care" requirements of the OH&S Act. In the past 21/2 years over 55,000 of these cards have been issued. Hence the importance of ensuring this programme becomes nationally accredited. Progress will be updated at the Convention.

6. Stolen Equipment

Recently two scissor lifts were stolen in NSW. Please see last minutes for details. This not a pleasant fact to have to report but is a sign of the times. So all members please note that you should ensure the serial numbers of your EWP is marked, in less than obvious place, to assist in tracing.

Also, the major suppliers are asking for serial numbers when supplying spare parts, which should result in lost machines eventually re-appearing, based on past success.

If you have any other suggestions please contact the Association.

7. National Meeting

The next National Meeting will be held at the Melbourne Convention from 8am -9am, Wednesday, 5th May, '99.

All members are welcome.

The EWPA will be at the Convention and Jenny and I look forward to meeting all participating members at the show.

Kind regards

Phil Newby

Executive Director

New DD70 Double Drum Vibratory Compactor from Ingersoll - Rand

NSK has announced the introduction of its new DD70 high performance, double drum vibratory asphalt compactor. The seven ton unit is ideal for use in commercial, residential and roadway pavement compaction applications.

The DD70 features 1450mm wide drums that are 1050mm in diameter and over 20 mm in shell thickness, increasing compaction productivity and drum life. It has base operating weight of 6735 kg and measures 4470mm in length.

The DD70 features eight different amplitude settings that produce centrifugal force of between 40 kN and 80 kN per drum. Eccentric rotation matches direction of machine travel to produce superior pavement surface smoothness. Vibration automatically engages and disengages, adjustable to rolling speed.

The unit is powered by a naturally aspirated Cummins 4B3.9 (60kW) @ 2500 rpm engine. Propulsion is through efficient low-speed, high-torque direct drive motors on each drum. The drum-wetting system features two (370 litre) tanks with variable flow control for optimum water utilisation. A complete back-up system with separate water spray pumps, distribution lines, spray bar and hand serviceable nozzles is standard.

The DD70 replaces the successful DD65 model.

A major asphalt producer in Queensland has taken delivery of the first unit sold in Australia.

The DD70 has previously been released into the USA market and is currently market leader in its class.

For more information contact NS Komatsu

Tel: (02) 9795 8300

Fax: (02) 9695 8244

E-Mail: Marketing_ho@nskوماتsu.co.au

Melbourne Crane Imports new TADANO dealer

As of November 1998, Melbourne Crane Imports have been appointed the sole Australian dealer for TADANO Elevating Work Platforms.

Melbourne Crane Imports (MCI) are an Australian owned family business trading in new and near new cranes and access equipment. MCI's commitment is to provide excellence and reliable service, spare parts and supply for any make or model of crane or EWP.

After only a relatively short time, TADANO has made a large impact into Australia. "We have been swamped by phone inquiries and with demonstration inquiries" says Justin Potter, Sales Manager.

MCI are proud to announce the sale and release of a new manufacturer and new technology into the Australian EWP market place.

2 X new WD Aw 370 (38 metre) Boom Lift sold to a crane hire company in Melbourne, and the release of "new technology" TADANO Superdeck with twin slew 360° (upper and lower) Yes Upper.

AT150S (15m Truck mounted), AC125S (12m Crawler base). Now both in stock.

TADANO are already well respected as manufacturers world wide, as there are the worlds largest manufacturer and supplier of mobile cranes.

TADANO, Reliability, strength and service.
Nothing less.

All enquiries contact:
Melbourne Crane Imports
215 Kororoit Creek Road
Williamstown Vic
Tel: (03) 9399 1955

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If you have answered "No" to any of these questions you should talk to

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New Bosch Rotary Hammer - the first with quick-check power indicator

Bosch's new Rotary Hammer is the first on the market to offer tradespeople an accurate reading of the remaining power level with an in-built quick-check battery level indicator.

For professional tradespeople, the quick-check battery level indicator of Bosch's new GBH 24 VRE Rotary Hammer is a valuable aid which eliminates time spent getting another battery while on the job. By providing an instant check of tool run time, Bosch's new Rotary Hammer ensures tradespeople need never again worry about their battery running low in the middle of the job.

The GBH 24 VRE Rotary Hammer is available with a 1.7 Ah or 2.5 Ah battery pack - as large as an A4 sheet of paper and weighing just 3.5 and 4.1 kg respectively - which charge in only 15 to 22 minutes, to dramatically reduce down time.

Scaffold workers, ceiling contractors, telephone workers, construction companies, carpenters, electricians, and heating, ventilation and air conditioning installers will find the GBH 24 VRE Rotary Hammer ideal for everything from pre-fab concrete panel installations to interior finishing.

The GBH 24 VRE has a forward/reverse rotation switch for a variety of screwdriving applications, variable speed for improved control and a spacious professional carrying case as standard. For enhanced user control and safety, the electric motor brake stops immediately, while the depth stop also makes the drill even safer and easier to use.

The powerful 350W motor, selector switch and SDS-plus quick lock tool holder means the drilling is

more stable, and hammering in concrete up to 20mm, or drilling in wood or metal can be done easily and safely. A quick fit drill chuck is available as an optional extra.

The four battery contacts per terminal on the Bosch Rotary Hammer are constructed of high grade alloy materials which have been specially tested and designed for outstanding wear characteristics. Bosch's battery contacts contribute to greater power on demand, outstanding reliability, a more efficient current flow and energy use through a run time per charge.

The housing of the Bosch GBH 24 VRE Rotary Hammer is air-flow optimised for improved cooling qualities, while the sturdy ergonomic design offers enhanced user comfort through special handle geometry and excellent tool balance. The Bosch "intelligent" AL 15FC Rapid Charger with Fuzzy Control charging technology comes complete in the Hammer case and, and provides special features

for professional use, such as constant monitoring and automatic adjustment of the battery status to provide a totally optimised battery charge.



For further information contact;

Robert Bosch Australia on
1 800 802 888

or New Zealand contact Robert Bosch on
0 800 807 723

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Adelaide: 0411 876 652

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Dunedin

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.

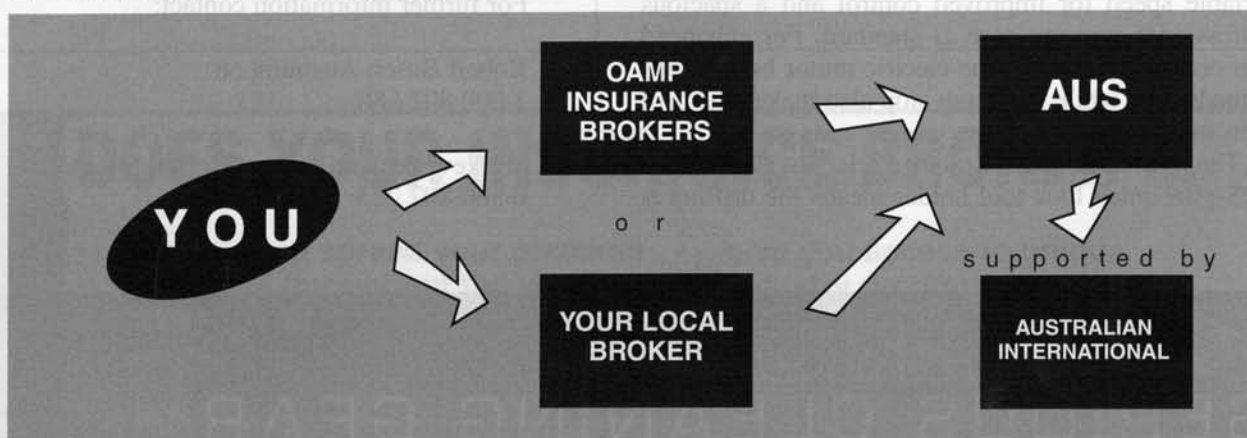
Other Insurance Brokers

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**

AUS
Association Underwriting Services

OAMPS Underwriting Agencies Pty Ltd ACN 079 021 426

Upcoming Events

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 24 - 27

Contact: Kelvin Strong

Tel: 04 496 3273

Fax: 04 496 3272

ICUEE

International Construction and Utility
Equipment Exposition

28 - 30 September 1999, Kentucky Fair
and Exposition Centre, Kentucky, US

Tel: +1 818 558 1278

Fax: +1 818 558 1278

SAIE '99

International Building Exhibition

October 13 - 17,

Bologna, Italy

Tel: +39 (0) 45 588111

Fax: +39 (0) 45 588288

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

Anaheim Convention Centre

Anaheim, California

Feb. 15-18, 2000

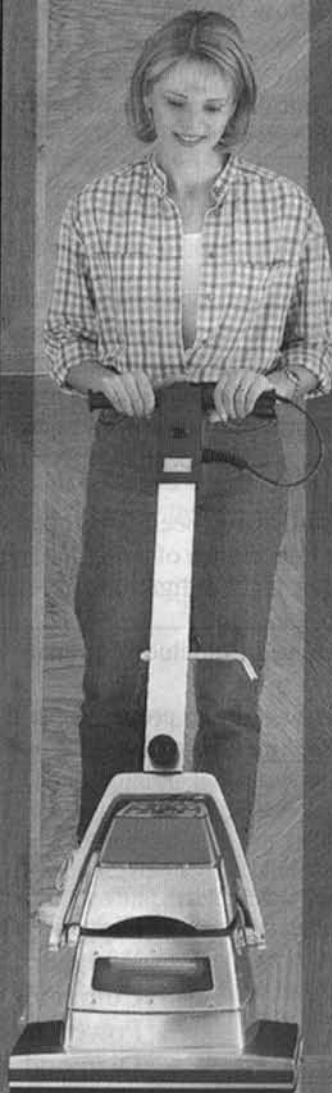
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Hire Association working towards reducing cost of Safety Cards

The Victorian Association is negotiating a deal which will see the cost of the Safety Cards for DIY equipment drastically reduced.

The deal is expected to be finalised shortly and the Safety Cards should be available from the Hire and Rental stand at the Trade Show from May 2 - 5.

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

BRICK SAW

DANGER! Ensure the hirer shows you how to use the equipment. Read the instructions below **BEFORE** using this equipment.

Safety Equipment

The following protective equipment **MUST** be worn when using this equipment:



Safety glasses and/or goggles



Ear muffs or ear plugs



Dust mask if cutting operation produces dust



Leather boots preferably with steel caps



Close fitting clothing

Safety Instructions for this Equipment

- Apply light steady pressure to feed work past the blade. Excessive force should not be used.
- Use several shallow cuts, not one deep cut.
- Set the machine up on level ground to ensure both the machine and the operator are stable.
- Ensure an adequate supply of water on both sides of the blade. This will ensure there is no blade damage and will reduce dust generation.
- Always support the material to be cut on the table. Never hold the work to be cut by hand alone.
- Ensure that the ribbed mat is fixed to the table at all time as it provides a non skid surface to support the work.
- Ensure the rubber splash apron is fitted at all times as it functions to keep water spray off the motor.
- Do not allow waste water to accumulate under foot.
- Do not stand in line with the blade when starting the machine.
- Ensure the material to be cut will remain stable and will not move or fall while cutting.
- Never allow thumbs or other parts of hands in line with blade.

Electrical Safety

- ✗ Never use the tool in damp or wet places, and never expose them to rain unless specifically designed for that purpose.
- ✗ Do not handle the plug or unit with wet hands.
- ✗ Do not use the tool in the presence of flammable liquids or gases unless specifically designed for that purpose.
- ✗ Never carry tool from the cord or yank it to disconnect from receptacle. Keep cord from heat, oil and sharp edges. Never use the machine if the cord is cut, cracked, worn or damaged.
- ✗ Never risk unintentional starting when plugging in the tool. Confirm the switch is in the OFF position before inserting the power plug in the receptacle.
- ✗ Do not touch movable parts or accessories unless the power source has been turned off.
- ✗ Always disconnect the tool before changing accessories.
- ✗ When not in use, tools should be stored, place out of reach of children.
- ✗ Never lock switches in 'ON' position with tape, wire or by any other means.

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.

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.

Hire Assoc Alternators

Now that we have looked at the Batteries and Starter Motors, the alternator is the next component that we need to look at for it provides the charge to supply the battery with enough power to meet the demands on our equipment system.

Alternators

The alternator delivers an output voltage at low idle speed and considerably more output voltage at low operating speeds. Thus, an alternator meets the demands of stop-and-go city driving and increased accessory loads.

The output of an alternator is alternating current (ac) which means that that half the total output current flows in one direction and the other half flows in the opposite direction. The electrical circuits of the vehicle however, can use current flowing in a single direction, which means the alternator output must be changed to direct current (dc). This is done by passing the alternator current through a diode rectifiers which allow the current to flow in only one direction.

Construction

A typical alternator consists of a stator, a rotor, two slip rings, two brushes, and six diodes. In addition of course, is the necessary end frames, pulley, fan, etc.

The stator consists of a number windings on the inside of a laminated core that is attached to the frame of the alternator. It is from these windings that the output of the alternator is taken.

The fuel coil is wound on the rotor, which revolves within the stator. Two brushes, each riding on a slip ring, are located at the end of the rotor shaft. One slip ring is electrically connected to one end of the field coil, and the other slip ring is connected to the opposite end of the coil.

The stator windings are connected to the diodes in such a way that the alternating output of the stator is converted (rectified) to direct current. The diodes also prevent the battery from discharging through the alternator when the engine is stopped. Thus, a cutout relay in the regulator is not needed.

On the vehicle tests

The following tests can be made with the alternator on the equipment.

Output test - The output of most alternator charging systems can be checked by using a voltmeter and ammeter. In addition, a tachometer is used to accurately

indicate the engine r/min. The type of system must be determined before the proper connection can be made. Always follow the recommendations of the manufacturer for that system. The output test that is most frequently made is as follows.

1. Connect the positive lead of the voltmeter to the output terminal of the alternator, and the negative lead to the ground.
2. Disconnect the lead from the output terminal of the alternator (usually labelled BAT). Connect the positive lead of the ammeter to the output terminal of the alternator, and connect the negative lead to the disconnect lead. Turn on the vehicle lights and all accessories.
3. Connect the tachometer between the primary distributor terminal and ground.
4. Start the engine and gradually increase speed to the r/min specified for the particular system being tested (usually between 1250 and 2000r/min).

Note the ammeter reading. This is the output current of the alternator and should be within the specified limits of the unit being tested.

Note the voltmeter reading. The voltage should be slightly higher than the normal charging voltage (usually 12.5 to 15 volts for a 12 volt system). If the rated output current is obtained at a voltage between 12.5 and 15 volts, the alternator is operating correctly.

If the rated output cannot be obtained, stop the engine and remove the ? connection from the alternator. Correct a jumper from the F to the AT terminal on the alternator. Restart the engine and see if sufficient output current is now obtained. If it is, the regulator is defective. If the current is still below specifications, the alternator is at fault.

Test Conclusions

If the alternator does not meet the output current and/or voltage specifications as listed by the manufacturer, any one of several troubles may exist. The alternator must be removed from the vehicle and disassembled for the following tests.

Stator Tests - to test the stator for opens, connect an ohmmeter or a 12 volt test lamp between one pair of stator leads. If the ohmmeter reading approaches infinity or the test lamp does not light, the winding is open. Repeat the test for each of the stator windings.

To test the stator windings for ground, connect an

ohmmeter or test lamp from any stator lead to the ground.

Testing the stator windings for a ground, connect an ohmmeter or test lamp from any stator lead to ground. If the ohmmeter reads near zero or if the test lamp lights, the stator is grounded.

Testing the stator windings for a short circuits difficult because of the low resistance of the windings. If the other tests prove normal, and the alternator still does not produce the specified output, shorter stator windings may be the cause.

light, the field winding on the rotor is open.

To test the rotor for grounds, connect an ohmmeter or the test lamp between the slip ring and the rotor shaft. If the ohmmeter is near zero or the test lamp lights, the field coil is grounded.

To test the rotor for grounds, connect an ohmmeter or the test lamp between the slip ring and the rotor shaft. If the ohmmeter is near zero or the test lamp lights, the field coil is grounded.

To test the field coil for a short circuit, connect an ammeter and a 12 volt battery in series with the slip rings. The field current at standard temperature should be within the specified range (usually from 1.9 to 2.3 amperes) for the particular unit under test. If the field current is above the specified value, the coil is shorted. If the rotor fails any of the just outlined tests it should be replaced.

Diode Tests

The rectifiers (diodes) used in the alternator allow current to flow through in only **one direction**. This characteristic makes it easy to check the condition. Two methods can be used to test the diodes - the ohmmeter and test lamp method.

Ohmmeter Method - The ohmmeter used for this test should employ a 1.5 volt cell. To make the test, disconnect the stator leads and connect the ohmmeter leads across the of the diodes. Note the ohmmeter reading. Reverse the ohmmeter leads and note the reading. If both reading are the same, the diode is defective. A good diode will give one high reading and one low reading. Test the remaining diodes in the same manner.

Test Lamp Method - A 12 volt (maximum) test lamp is substituted for the ohmmeter in this test. Disconnect the stator leads and connect the test lamp across one of the diodes in the same manner the ohmmeter was connected in the previous test method. If the test lamp lights in both positions of the test leads, or if it fails to light in both positions, the diode

is defective. With a good diode, the lamp will light in one position of the test leads, but will not light when the leads are reversed.

Diode Replacement

To replace a defective diode, it is necessary to unsolder the diode leads. The other diodes must be protected from heat damage during this process. Holding the leads of the defective diode with pliers will usually allow enough heat dissipation to prevent damage to the remaining diodes. The same procedure is used to protect the replacement while its leads are being soldered. Most diodes require special tools to press individual diodes in position. Still other alternators require the replacement of an assembly unit containing three diodes mounted on a plate (called a heat sink).

Check the instructions of the manufacturer for removal and replacement procedures. Make certain the correct diode is used for replacement. Positive diodes are usually identified by a (+) or red marking, and a negative diode by a (-) or black marking.

Symptoms and possible causes

Low Alternator output

- (a) Defective voltage regulator
- (b) Shorted diodes
- (c) Stator Grounded

Possible remedies

- (a) Adjust or replace regulator
- (b) Replace diodes
- (c) Repair or replace stator

Symptoms and possible causes

Excessive (high) Alternator Output

- (a) Defective voltage regulator
- (b) Diodes open

Possible remedies

- (a) Adjust or replace regulator
- (b) Replace diodes
- (c) Repair or replace stator

Peter Armstrong
National Hire

New Zealand Roundup

The new year sees us actively planning for our 1999 Convention and Trade Show to be held in Hamilton (just over an hours drive south of Auckland) at the Quality Hotel. The Convention and Trade Show will both be held at the Hotel. Hamilton is surrounded by some of the best Horse Racing areas in New Zealand, hence our Conference Theme - RACING INTO 2000.

We extend a warm welcome to both Australian Exhibitors and members to come over and enjoy some Kiwi hospitality at the following programme. Registration of interest can be faxed to the Association on 04 496 3271 or Email to kelvin@nzcontractors.co.nz.

1999 Convention - Hamilton Racing into 2000

Theme

Tuesday 24th August

Afternoon	Yard Tour incorporating Horse & Stud Tour
5.30	Presidents Cocktail Party for Past Presidents, Life Members and Overseas Guests
6.30	Happy Hour
7.30	Welcoming dinner with local Keynote Speaker

Wednesday 25th August

9.00 am	Training Seminar with Guest Speaker - training counter staff/customer service
10.30am	Morning Tea
11.00am	Round table network
12.00am	Sponsors time
1.00pm	Lunch at Hotel for Delegates and Sponsors
Afternoon	Trade Show for Delegates and Exhibition Guests
5.00pm	Trade Show closes followed by serving of light refreshments
Evening	Free

Thursday 26th August

8.30am	AGM of Hire & Rental Co. (Insurance)
9.30am	Keynote Speaker S.W.O.T.S
10.30am	Morning Tea
11.00am	AGM of Hire & Rental Association
12.30pm	Lunch at Trade Show
5.00pm	Trade Show closes
6.30pm	Happy Hour
7.30pm	Awards presentation
8.00pm	Banquet and entertainment

Friday 27th August Optional trip to Auckland suppliers for Party Hire Members

Training for the industry

For some time discussion has been held within the Industry as to the requirements for training, especially to cover employees and employers under Health and Safety in Employment Regulations. A project team, has been appointed to look into the feasibility of a National certificate in General hire under the umbrella of the New Zealand Qualifications Authority.

Review of the Association

The Association has just completed a review amongst its Members of its operations and the benefits which Members feel they obtain or require. The result (from 51% of the membership) has provided the Directors with a good blue print for restructuring the Association to meet the needs of members as we move into a new millennium. One of the main statements to come from members was the desire for a full time Executive Director and this currently is being worked towards.

American Rental Association 1999 Convention

The New Zealand Association was represented at this event by President, Stephen Robertson, who had the opportunity to meet with senior representatives of the Industry from Canada, USA and Europe. The meeting discussed the possibility of establishing a World Hire association and this topic will no doubt be progressed further in the coming year or so.

LIST OF STICKERS

- A1** Park and Run Level
- A2** Use Distillate Fuel Only
- A3** Use Fuel Supplied Only
- A4** Check Oil Daily
- A5** Use 2 Stroke Only
- A6** Standard Petrol Only
- A7** Special Oil Daily
- A8** Use Kerosene Only
- B1** Rotation (left/right)
- B2** Tyre Pressure - front, rear - KPA
- B3** Use in Well Ventilated Area Only
- B4** To lift maximum of..... kg
- B5** Drain Daily
- B6** Prime Pump Before Use
- B7** Keep Clear of Blade(s)
- C1** Empty Bag Before Returning
- C2** Clean Before Returning
- C3** Extra Charge if Returned Dirty
- C4** Cylinder Fitted with Left-Hand Thread
- C5** Flammable Gas (Red Lettering)
- C6** Use Unleaded Petrol Only
- C7** Maximum 80 speed
- C8** **IMPORTANT**
This equipment may lawfully only be used by the holder of a certificate of competency issued under the Occupational Health & Safety (Certificates of Competency) Regulations (50c each)
- C9** Overhead Damage, Customer Responsibility (White with Red 75mm x 115mm) (\$1 each)
- C10** Warning! - Use of this equipment in confined spaces such as:
*storage tanks, *wells, *silos, *vats, *ducts, *tunnels, *shafts, *pits can result in death.
(50c each)

COST OF STICKERS

Members = \$8.00 per pack Non Members = \$12.00 per pack. (50 stickers per pack)

COMPANY NAME : PHONE:

CONTACT: ORDER NO:

MAILING ADDRESS

.....

STICKERS REQUIRED/CODE & NUMBER OF PACKS:

.....

Please pay on receipt of invoice . Thank you for your order!

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA (NSW) Inc.
P O Box 50 Elanora Heights NSW 2101 Tel: 02 9970 8756 Fax: (02) 9970 8759

SAFETY CHECK TAGS FOR HIRE EQUIPMENT

As you are aware, you are required under the 'Electrical Requirements for the Set Up and Use of all Electrical Installations on Construction Work Sites in NSW', to have colour-coded tags which specify the following:

- Date of Inspection
- Inspection Number, and
- Owners plant number of item inspected

As well as this a record book needs to be kept detailing:

- Name of employee who performed the test
- Labelled with serial number of the proprietary testing device
- Date of test
- Results of test and details of any repair work, and
- Date of issue

All tags must be a different colour for each month as follows:

•	January	-	<i>red</i>	•	July	-	<i>blue</i>
•	February	-	<i>blue</i>	•	August	-	<i>green</i>
•	March	-	<i>orange</i>	•	September	-	<i>red</i>
•	April	-	<i>green</i>	•	October	-	<i>yellow</i>
•	May	-	<i>white</i>	•	November	-	<i>orange</i>
•	June	-	<i>yellow</i>	•	December	-	<i>white</i>

The Hire & Rental Association (NSW) Inc. has had these colour-coded tags printed as a service to members. The tags are on cello tape roll and the cost per roll is \$14.00. There are approximately 630 labels per roll. If you would like to order these tags, please complete the ORDER FORM BELOW.

SAFETY CHECK TAGS ORDER FORM

COMPANY NAME : PHONE:

CONTACT: ORDER NO:

MAILING ADDRESS.....

COLOURS REQUIRED & NUMBER OF EACH:

..... RED BLUE ORANGE
..... GREEN WHITE YELLOW

Please pay on receipt of invoice. Thank you for your order!

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA (NSW) Inc.
P O Box 50 Elanora Heights NSW 2101 Tel: 02 9970 8756 Fax: (02) 9970 8759

LIST OF INSTRUCTION SHEETS

ELEVATING WORK PLATFORM
DITCH WITCH
DX EXPLOSIVE POWER TOOL
USING YOUR ELECTRIC TOOLS SAFELY
ALUMINIUM SCAFFOLD
LAWN MOWER
'CUT QUIK' DEMOLITION SAW
BOBCAT
FLOOR SANDER
COMBI HAMMER
USING AIR EQUIPMENT SAFELY
ELECTRIC HAMMER
HILTI TP400/TP800
ENGINE HOIST USE
WALLPAPER STEAMER - STRIPPER
STEAM TEAM STEAM STRIPPER MODEL HTW-5
MINI LOADER
ROTARY HOE
CHAIN SAW
ROUTER
WACKER BTS 11 SAWS
WACKER RAMMERS
WOODTURNER'S LATHE
PLATE COMPACTOR
STIHL TWO MAN EARTH AUGER
LADDERS
MULCHERS (ENGINE DRIVEN)
CONCRETE TROWEL
DISC GRINDERS
HIGH PRESSURE CLEANERS
ELECTRIC ARC WELDER
PNEUMATIC NAILER
GAS WELDING & CUTTING (OXY - KITS)

Cost per manual including binder = \$145 plus postage.

INSTRUCTION MANUAL ORDER FORM

COMPANY NAME: PHONE:

CONTACT: ORDER NO:

MAILING ADDRESS:

..... QUANTITY REQUIRED:

Please pay on receipt of invoice. Thank you for your order!

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA (NSW) Inc.
P O Box 50 Elanora Heights NSW 2101 Tel: 02 9970 8756 Fax: (02) 9970 8759

NEW BOOMLIFT PROVIDES GREATER WORKING RANGE

The new MZ66D telescopic boom work platform from Grove Manlift provides an unsurpassed 221.47m² unrestricted working area. The lightweight, yet rugged, boom minimises deflection for a stable work platform and provides a horizontal reach of 16.7m which significantly exceeds other boomlifts in the 20.1m working height class.

Four wheel steer is standard for exceptional maneuverability. Inside turning radius is 2.31m and outside fuming radius is 4.8m. This is significantly less than other lifts in this class which do not even offer four wheel steer or if offered, is an option.

Gradeability is rated at 30% for two wheel drive models and four wheel drive is available as an option which increases gradeability to 50%. Units can self load onto rollback trucks.

The platform is steel with a non-slip grating floor and is end mounted to maximize horizontal reach and operator visibility. It features a self-closing swing gate and a standard 180° hydraulic platform rotator for easy positioning of the platform to the work area. The standard platform is 0.91 x 1.83m with a 227kg capacity. An optional 0.91 x 2.44m platform is also available.

The MZ66D is compact with a stowed height of 2.31m and length of 8.8m. Weight is 10,568kg. The low GVM and compact dimensions allow two units to be legally transported on a single truck or trailer.

Proportional controls with ramp-to-zero provide

smooth operation. Continuous 360° operation enhances productivity. Electric over hydraulic controls are utilized and rotary flow dividers provide positive traction. The variable displacement axial piston pump provides only the pressure and flow required for each function which improves pump life, hydraulic oil life and fuel economy.

Large fibreglass swing-up compartment doors provide easy access to components. A lockable battery disconnect isolates the electrical system for easier service and helps prevent vandalism. The external power guide is easily accessible for routine inspection and

maintenance. A Deutz F4L-1011 diesel engine is standard and a Ford LR425 dual fuel engine is also available.

The MZ66D one of a full line of over 50 models of vertical mast, telescopic boom, articulating boom and scissorlifts. Financial programs and comprehensive parts and service support are provided. All Grove Manlift aerial work platforms feature an industry-leading warranty program that provides a 12 month limited warranty for parts and labour for defects in material and workmanship and an additional 72 months coverage on structural components.

For more information contact your local distributor or Grove Manlift, 9 Altair Place, Penrith, NSW 2750. Phone (02) 4722 9222. Fax (02) 4722 9202. Mobile 0416 222 052

E-mail: grove~pne.c.au.

Website: www.groveworldwide.com.

ADVERTISERS INDEX

Advanced Tent Technologies	63
Atlas Copco	10
Australian Catering Tables	65
Australian Pump Industries	19
Baytex Manufacturing	62
Robert Bosch	13
Compair	1/B/Cover
Crommelins	32
Dembicon	60
Dingo Mini Diggers	7
Ditch Witch Australia	16
Ditch Witch Australia	17
Flextool	4
Genie Industries	9
Gernie Powerclean	68
Grove Manlift	56
Hilti	68
Hoecker Structures	61
Hiretech	75
Hitachi	57
JLG	F/Cover

Kanga Loaders	28
Kerrick Industrial Equipment	73
NS Komatsu	24
Liftlux	6
Lincoln Electric	29
Melbourne Crane Imports	12
Muzicom Audio Systems	64
No Bolt Scaffolds	11
OAMPS	B/Cover
OAMPS	72
Quins Canvas	64
Sewer Equipment Company	7
Skyjack	19
Snorkel	20
Snorkel	21
Software Link	C/Spread
Stihl	28
Stumpman	58
Terex Cranes	25
Trease Enterprises	63
Trilogy Business Systems	I/F/Cover

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For further details contact
Laurence Bingham, National Business Manager - Construction



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OFFICES THROUGHOUT AUSTRALASIA



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AUS

Association Underwriting Services

Association Underwriting Services is a division of OAMPS specialising in tailoring business insurance policies to meet Association members needs.

LOOK

LOOK

LOOK

Underwriters

AUS, together with the Hire and Rental Association of Australia, have tailored a product specifically for the Hire and Rental industry and have obtained underwriting support from Australian International Insurance Ltd.

Policy

The special features of the tailored policy include:

- Cover for hire stock Australia wide - no complicated limitations.
- Automatic cover for all hire stock held - even if it belongs to others.
- Full reinstatement and replacement conditions apply for hire stock up to 3 years of age - most other insurers depreciate from purchase date.
- Accidental Damage cover freely available - even for stock whilst on hire.
- Theft cover automatically extended Australia wide - including items belonging to others for which you are responsible.
- Reinstatement and replacement conditions apply for stolen items up to 3 years age.
- Storm Damage cover for marquees.

Tailor your own package by choosing any or all of these unique industry covers.

- Theft without forcible entry - most insurers will simply not give you this cover.
- Theft in open air - with no sign of forcible entry.
- Theft by hirer.
- Liability automatically includes both Public and Products cover.
- Automatic extension where you give professional advice without a fee.
- Footpath extension - loading/unloading and transit to a job is no longer a problem with this specialised cover.

Distribution

AUS products are available through your own local broker.

Want to know more?

Ring your nearest OAMPS office or

Call your own local broker or

Dial the AUS Information Hotline - Alison Butler (03) 9483 6309



Available to members
of the Hire and Rental
Association

AUS

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