

Hire and Rental

INDUSTRY QUARTERLY

Official Publication of the Hire and Rental Association of Australia

May 1999

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why Genie
Australia
is Number 1**

Genie Australia



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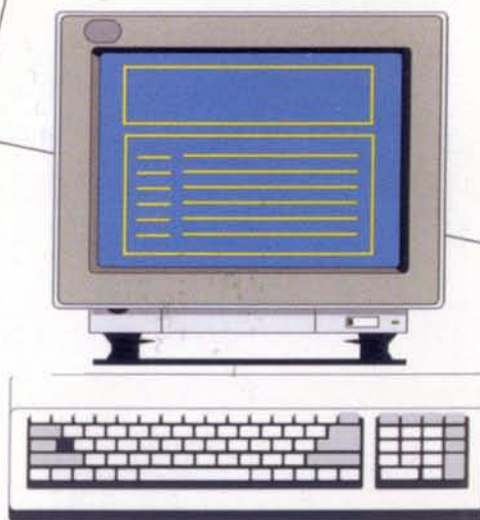
TRACS

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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PRESIDENT'S MESSAGE



It is a great honour to be elected to the position of President of the Hire and Rental Association of Australia. I would like to take this opportunity to introduce myself to those members who do not know me.

I have been in the Hire Industry for about twenty-nine years. The first twelve years I was employed as a motor mechanic and later service manager with the largest Hire Company in Geelong, Victoria, called Geelong Hiring Service. The company was involved in the construction industry servicing the Geelong region for many years. In November 1981 Wreckair purchased the company as it wanted to obtain access to the major companies in the Geelong region. In February 1982 together with my wife, Heather, we began our own company Kerr's Northside Hire. Our main objective was to service the smaller contractors and the general public in the area. Having been involved with the hire association with my previous employer I joined the Victorian association when I began my own business. Being a member has been very beneficial to my business over the years and I am a firm believer in putting something back into anything that has helped me along the way.

My commitment to this position is to make the National Association the driving force behind the rental industry. Much has been said over the last twelve years about the future of the national body and I believe its time to take the next step towards the growing industry's expansion. This involves developing products and services for members, marketing tools for suppliers, information for consumers and running successful conventions. Having met with all present state Presidents and the Executive Director after the annual meeting in Melbourne this year we are all committed to the same ideals.

To echo the slogan of a previous government "its time." Its time that every member and associate becomes involved and has input into the future role of the association. Its time to end the many years of parochialism that has existed between some states. Its time that every state committee work hand in hand in developing the products and services that our industry needs so that they are available to all members in the future. The coordination of state activities and training programs will be a major benefit to our industry.

Finally I am looking forward to the challenge that presents itself to this position and to the future of the National body. I look forward to making contact with members and associates in the future and I am available at any time to discuss hire industry or association matters, member concerns or initiatives, so please feel free to call me at any time.

Gary Kerr

The fundamentals are still the same but the application has changed

A chance remark by one of Australia's premier hiremen provided some food for thought.

Chatting to Andy Kennard at the recent hire convention, he commented that he had been looking through some old copies of hire magazines dating back to the beginning of the Hire Association and they were writing about the same subjects then as we are now.

Which proves that the basic business fundamentals haven't changed, customer service, product awareness and establishing customer loyalty are still high on the priority list of all businesses. It is just that the methods we use these days are different.

I had an example of customer service recently.

Needing to send a quantity of magazines to Melbourne for the convention I obtained some large boxes from the supermarket, packed the magazines in and arranged for a courier to pick them up and transport them to Melbourne.

The girl from the courier rang later to tell me the boxes weren't really suitable for transporting such heavy items but, she had taped the boxes up and secured them so that they wouldn't get damaged.

I thanked her. Put the phone down and forgot all about it.

On arriving back from the conference there was a message to ring the courier. Which I did.

The girl explained that her sister had just shifted to Sydney from Perth and had used some sturdy boxes which she was going to throw away but she had saved for me and I could pick them up whenever I was going past.

I thanked her. Put the phone down and thought, I only used that courier twice last year, but her thoughtful action ensured they would be getting whatever business I could put their way in future.

This years convention gave the suppliers the opportunity to showcase their products to the industry. While there were several examples of suppliers using modern day methods to bring awareness to their products.

There were constant lucky draw prizes whereby all visitors names were in the draw to win equipment from suppliers.

The winners and their prizes were broadcast over the PA system

The prizes ranged from \$100 vouchers to a mastlift, creating a great deal of interest and bringing continual awareness to the suppliers products. There were plenty of people who would have gone away with a greater appreciation of some of the suppliers.

It would be difficult to access what is more important gaining new customers or retaining current ones.

One thing is certain, the customer has and always will be the most important part of your business.

He must be given your complete focus. There are many ways of doing this

The end result is the same.

Greg Kelson

From the Editor

HIRE and RENTAL Industry Quarterly

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

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

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Hire and Rental Industry Quarterly

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Australia

May 1999

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Floor & Road Saw

With improved capacity and convenience the Australian made Flextool floor & road saw is a cut above the rest.

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The heavy gauge steel baseplate ensures reduced vibration. The sealed spindle bearings with grease nipples, and rubber tyred cast iron wheels with roller bearings and grease nipples give longer service life.

All these features add up to a sturdy machine which will provide operator convenience, trouble free cutting and and minimise hire fleet maintenance.

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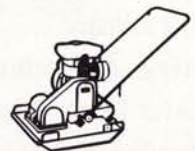
Floor & Road Saw

Shown with optional water tank
Diamond blade not included

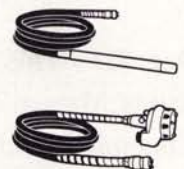
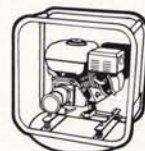
FUNCTIONAL - With fingertip blade control, convenient placement of controls, graduated depth indicator & integral lifting eye.

VERSATILE - Accommodates 360 mm or 410 mm diameter diamond blade on either side of the machine to enable right or left side cutting, up to a wall.

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Mal Barnett wins Presidents Award

Mal Barnett, from Carnegie Rentals, in Victoria, was presented with the Presidents Award by National President, Peter Walden, at the Conference Dinner held in the Crown Casino at the 1999 National Convention.

The award, for service to the hire industry, adds Mal's name to the list of worthy recipients of the award over the years.

Mal has been involved in the hire industry for seventeen years, eleven of which he has been on the committee of the Victorian Hire Association., being Vice President for four years.

After what he felt was a good innings Mal stepped down from the committee this year, providing the opportunity for some new blood to take over the reins,

But when Victoria was awarded the National Conference the first person State President, Gary Kerr approached for assistance was Mal. Knowing that Mal's experience in organising the 1993 Convention in Melbourne would be invaluable. Gary acknowledged Mal's input in his speech after the convention, when the first person he thanked was Mal for helping him make the convention the success it was.

Mal now intends to take a backward step from association duties but, sees the present changes being implemented will benefit the industry overall. He believes the industry can no longer be hamstrung by each state running the own charter, staffed by volunteers who have businesses to run. The only way he sees the hire industry progressing is to unite under a national banner, with a staff that can devote their full time to driving the industry forward.

Although in retirement from active duty, I am sure if he is called on to lend a hand he won't be able to say no.

Old habits are hard to break.

Presidents Award recipients

1974	Barry McDonald
1975	Neville Kennard
1976	Ern Turner & Des Whelan
1977	Peter Burns
1978	Compair Australia
1979	Ron Williams
1980	Coates Hire
1981	Len Booth
1982	Ray Kelsey
1983	Gary Butler
1984	Brian Elms
1985	Arthur Staines
1986	Ron Williams
1987	Gordon Esden
1988	Brian Telfer
1989	Brian Elms
1990	Jim Brown
1991	Andrew Kennard
1992	Pat Pearce
1993	Richard & John Stevens
1994	Mike Wilton
1995	Stephen Donnelley
1996	Mark Cambridge
1997	Owen Staines
1998	No convention held
1999	Mal Barnett

One Man Earth Augers are easy to use with Dig-Assist

Using one-person earth augers has always been fraught with danger, especially from "torque twist" which can easily happen when digging post holes. If, during operation, an auger hits a tree root or rock, the shock of this torsional force is deflected back to the operator. The Australian-made and designed Dig-Assist™ has saved many a n operator from this danger, as well help prevent back strain, bruised shins and so on.

Dig Assist™ fits most existing one-person earth auger. The tool stabilises and supports the auger, to help the operator dig straight holes safely and with little effort. A unique steering action keeps the tool clear of stringlines and rubbish along fences. This swivel action also makes it easier to dig holes on slopes or uneven ground.

Parklands Trading Co. has recently re-released Dig-

Assist, with a new quick-release system. This allows the operator to detach the tool from the auger easily. Dig-Assist can also be used to help transport the auger around the work site and is easily halved to fit the boot of a car.

For the cost of an average auger bit, a user can get the safety of Dig-Assist. Pay back can be achieved through "halved digging time and increased safety."

Dig-Assist™ has a heavy duty wall pipe construction and a double powder coated finish for long life.

For more information, please contact:

Mr. Jim Taveira

Parklands Trading Co. Pty. Ltd.

106 Belmore Road North

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Phone: (02) 9533 3999 Fax: (02) 9153 9422

Managing individual performance the key to higher productivity and profit

Within the hire and rental industry great attention is paid to managing a large and often costly inventory and considerable time is devoted to monitoring the performance of purchased equipment against expected results. Feedback is also provided to equipment manufacturers in order to facilitate product performance improvement that will in turn provide the Hire Company with a better instrument with which to generate profits. However, when it comes to one of the most important and costly resources companies invest in, namely people, the job managing performance against results is not often carried out at all. If an organisation's people are not adequately monitored, provided with clear information on what is expected of them and given accurate feedback on the results they produce, then the only result that can be expected of them is increased frustration and a lack of direction that will produce poor performance and reduce productivity and profits.

The problem of inadequate performance management is highlighted by recent surveys that suggest that 20% of managers don't provide clear goals and directions to their staff (Industry Week), and 70% of employees feel their performance expectations are not clearly defined (Journal of Business Strategy). These problems are often compounded by traditional views on managing the performance of individuals that make the assumption that individual workers are totally responsible for their performance of work outcomes. However, research has shown that between 70% and 90% of an individual's performance or work output is reliant on situational factors such as work design or layout, leadership, and workplace systems and procedures that are usually designed and implemented by managers. These statistics paint a poor picture for many workplaces, and as more and more organisations see both their competition and customers expectations rise, the effective performance management of individuals has become a critical factor in ensuring an organisation continued viability in a competitive environment.

However it must be noted that the effective management of individual performance can only occur if management has already defined larger organisational goals from which individual goals or tasks can be developed. This will ensure every employee is producing work outcomes that are aligned with, and support the achievement of wider, organisational goals. The following will provide a brief outline of how organisations can develop some simple

organisational level goals and strategies that can be easily understood by all members of the organisation and from which, individual performance standards and goals can be drawn.

1. MISSION STATEMENT

An effective performance management system must be based on a clear understanding of an organisation's wider goals or purpose. This can be achieved by the formulation of a mission statement. To be an effective tool the mission statement must:

- Explain what the organisation exists to do and focus attention on this
- Highlight management's vision of the organisation
- Provide the basis on which the organisational and individual critical success factors can be determined

For example: We are a hire and rental company dedicated to providing effective and efficient equipment solutions that meet the needs of both industrial and home handyman clients.

2. CRITICAL SUCCESS FACTORS

These factors indicate the vital areas of performance that will facilitate the achievements of the organisation's mission. They should describe the key elements that must be present if the organisation is to succeed in the competitive hire and rental market. For example:

- Product selection: The ability to acquire innovative products that will provide the organisation with a competitive advantage with which to meet current or anticipated client needs.
- Market development: the capacity to utilise new and existing hire equipment to develop markets and increase market share.
- Customer service: the ability to meet client hire needs and to deliver improved standards of customer service.
- Asset utilisation: the efficient and profitable utilisation of capital assets (hire equipment inventory)

3. STRATEGIES

From the above critical success factors the organisation's strategies should be determined.

These are statements of intent and define how the organisation will achieve its mission. For example:

- Corporate strategy: should define the direction for long term growth such as diversification, acquisition or disinvestment.

- Marketing: should define the target markets ie, the industrial or home handyman market, pricing strategy and the promotion and the development of sales activities.
- Finance: may outline the acquisition and utilisation of the resources required by the company to gain a competitive advantage within the targeted markets.

4. OBJECTIVES

From the organisational strategies, specific objectives can be determined. For example.

- Financial: targets for profit, added value, sales revenue, return on capital employed etc.
- Growth: acquisitions of specific equipment or equipment specifications.
- Performance improvement: targets for productivity, cost reduction etc,

5. SETTING INDIVIDUAL STANDARDS

To be effective the individual performance management process must flow directly from the above statements to ensure the individual objectives and tasks will support the achievement of an organisational “big picture” goals. This can be accomplished by firstly developing a common understanding of the standard of performance that will be expected of each individual in the job. This will require the manager to focus on the individuals main area responsibility and select the vital key task which when performed well, will ensure that the required level of performance are achieved. The manager should then set standards of performance against each of these key tasks. They should be realistic but present a challenge to the employee. This process should also be accomplished with the assistance of the job holder, as an agreement between the job holder and manager over performance standards will not only reduce any ambiguity or grey areas, but will also work towards facilitating commitment and co-operation in the workplace. Similarly, clear and concise definitions of the required standards and performance levels will also minimise doubt and ambiguity.

MONITORING AND ANALYSING PERFORMANCE

Once standards have been agreed upon the next step is for the manager to ensure that these standards are actually being achieved on an ongoing basis. This will involve the collection of information, which will allow an objective comparison of results with the standard previously set. There should not be too much trouble in this area provided that objective, job related standards have been agreed upon and information sources are available to provide relevant and accurate details of actual performance. The understanding and agreements arising from these discussions should also form the

basis for progress reviews as and when required. The main point to remember in this step is that the employees need to be given regular feedback on their performance, so deviations from the agreed upon standards can be addressed before they become critical.

7. ADDRESSING NEGATIVE RESULTS

Any difference between actual employee performance and the pre-arranged level must be analysed to establish the real cause of any shortfall. This will require the manager to hold discussions with the relevant employee to verify the true reason, and develop a plan of action that will provide the performance improvement required. It is important at this point that managers do not assume the fault to be with the job holder. Consideration must be given to factors that can influence performance, which are totally outside the individuals control and all circumstances influencing the performance must be taken into account. The identification of these constraints will also require considerable people skills from the relevant manager, as he or she must foster an organisational culture that promotes communication and openness, so that the employees do not feel threatened if they tell it as it is.

In summary the above outline provides the basis for an effective, individual performance management system. All this can be done on an informal basis in a small organisation. Formal records may be kept of agreements with workers concerning pre-determined performance levels as well as management reports on achievements and outcomes. But elaborate forms of rating are not needed and performance discussions may be relatively informal affairs.

What is critical, is that the ‘big picture’ goals and strategies are determined and disseminated to all employees. Managers must then take the time to agree to individual objectives that support those corporate goals and strategies. Performance must then be reviewed against the objectives and if required, action plans for improving performance and developing the capacity to deliver better results should be set in place.

Performance management can be a vital tool for ensuring an organisations goals are achieved by signalling what is really important, providing ways to measure what is important, fixing accountability for behaviour and results and helping to improve performance. The utilisation of the steps outlined above can help ensure that an organisations “human assets” will reach their full potential and provide a return on investment in the form of increased productivity and profitability.

Gavin Lowe
Flextool Australia

Haulotte Product Review

1. H12SD and H15SD Rough Terrain Scissors

The H12SD and H15SD Scissors platforms have respective working heights of 12 and 15 metres. When fitted with a single extension deck the total deck measures 1.8 metres wide by 4.9 metres long. An optional 2nd extension deck length increases the length to 5.9 metres. The H12SD platform capacity is 900 kgs and 700 kgs with the second extension fitted. The H15SD's when fitted with a single extension deck has a capacity of 700 kgs and 500 kgs with the double extension.

The units are available in either 4 x 2 or 4 x 4 drive configurations. Gradeability is 25 or 50% respectively. Foam filled tyres are fitted as standard. Independently controlled hydraulic stabilisers are offered as an option.

The 4 x 2 version of the H12SD is available with Bi-energy (diesel and battery electric) allowing for battery electric operation in enclosed spaces and diesel power when operating in the open and for travel between jobs on the work-site. Platform controls are of the electric fully proportional type.

The H12SD and H15SD are two of the extensive range of slab and rough terrain scissors available from Haulotte Australia including the soon to be released H18SD, 18 metre working height rough terrain unit.

2. HM8 and HM1OP Vertical Mast Platforms

The self propelled HM8 and HM1OP have 8 and 10 metre working heights respectively. The HM8 has a fixed extendable platform and the HM1OP is fitted with a luffing jib between the basket and the mast tip to provide 3 metres of outreach.

The HM's have a basket capacity of 230 kgs, 360 degrees non-continuous rotation and zero tailswing, making these units ideal for use in confined spaces where one or two person access is required over installed plant and in warehouses. Non marking white tyres are supplied as standard.

A stowed height of 2.0 metres and 1.0 metre width will allow both to fit through a standard industrial/commercial doorways, and with an overall weight under 2,500 kgs., the units can also be transported in goods lifts.

Platform controls are of the fully proportional electric type.

The direct electric drive system incorporated in the HM series makes efficient use of stored battery capacity, making it possible to get a full days operation out of an overnight battery charge.

The mast sections are box type construction. A multi-stage hydraulic cylinder powers the extension system. This combination provides a very rigid support

column for the platform. The inclusion of the full electric control system at the basket limits services to the basket to one hydraulic hose (for the luffing jib) and one multi core electric cable.

3. HA12i Articulated Boom

The HA12i is a 1.35 metre wide, narrow isle, zero tailswing 12 metre working height, battery electric platform with a maximum outreach of 6.5 metres and an up and over reach of 5.0 metres. The unit weight 4,950 kgs, and stowed is 1.97 metres high. It has a gradeability of 25%

Traction is provided via direct drive electric motors at the front wheels. This approach provides an efficient power transmission system and conserves stored battery capacity. Battery charging is via an on board 50 amp charger.

The Haulotte self propelled range of booms are fitted with basket overload warning devices. This device emits an audible signal immediately the basket has been overloaded. The overload device can also be connected into the hydraulic system, to prevent movement in the overload condition.

The HA12i is the smallest Electric Knuckle Boom in the Haulotte range, which includes the 15 metre HA15i with a maximum outreach of 7.7 metres, which is one of the best reaches in the industry for a 1.5 metre wide machines. The company also supplies 12, 16 and 20 metre rough terrain knuckle booms including the 4-wheel drive, 4 wheel steer HA20PX.

4. H21TX Telescopic Boom

The H21TX has a working height of 21 metres and has an unrestricted basket capacity of 350 kgs at a maximum outreach of 16.7 metres making it one of the best performing telescopic booms in the market for its working height.

The 0.8 metres x 2.0 metres basket is fitted with a 180-degree hydraulic rotator and an overload warning system.

The H21 TX is supplied in a 4 x 4 configuration as standard, and can negotiate ground slopes with 40% gradients.

The HA21TX is only one of the number of telescopic and telescopic/drop boom units available from Haulotte Australia. The range includes the H25TPX, 25 metre telescopic drop boom unit which has 17.5 metres of horizontal reach at full capacity (230 kgs) without the need for extending axles.

Foam filled tyres, flashing beacon, travel alarm, free wheel device, emergency hydraulic pump and lifting eyes are just a few of the standard features supplied with the Haulotte Telescopic booms.

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With over 100 years industrial manufacturing experience Haulotte engineers each of its products to the most stringent quality standards ensuring optimum safety, reliability and durability.



Haulotte have a comprehensive range of self-propelled platforms and booms to cater for every application whether it be indoor or outdoor. From working heights ranging from 8.3 metres up to 25.3 metres and platform capacity ranging from 200 kg to 900 kg, Haulotte provide a

selection of features to get the job done safely, efficiently and cost effectively.



In addition, Haulotte supports its product with a comprehensive warranty and product support throughout Australia.

Find out how Haulotte access equipment can benefit your business, call (03) 9706 6787

Haulotte Australia



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Facsimile: +61 3 9706 6797
Email: sales@haulotte.com.au

500 reasons why Genie Australia is Number 1

Why is Genie Australia the leader in elevated work platform technology? We'll give you 500 good reasons.

Since November 1997 from humble beginnings in Brisbane with a one man staff, Genie Australia has established itself as the number one supplier to the hire and rental industry. This has been no mean feat in a tough industry that demands competitiveness, and technological advances. In this short time, Genie has carved out a reputation that sees it at the forefront of Elevated Work Platform sales in Australia and has recently celebrated the sale of 500 machines!

By February 1998, Genie had increased its staff to two people, then by March 1998 to five and in June of that year they moved into their new head office at Darra. Now with the 500th machine wrapped and delivered there are 18 full-time staff and sub-contractors on the Genie Australia team.

From the outset, the company philosophy at Genie Australia was to become a vital partner to the hire and rental industry, and not just another supplier. This philosophy is manifested in Genie Australia's product range which is renowned throughout the industry for being rugged, dependable and reliable. The Genie Australia range ensures that there is a machine for just about every need and condition.

Genie Australia knew that the industry was looking for a competitive alternative. Their decision to go direct to the market rather than entering into the rental business themselves, turned out to be a wise decision and one that is paying dividends.

Genie Australia also realises that it is one thing to have a productive machine in the market place, but the back up and after sales service has to be every bit as good.

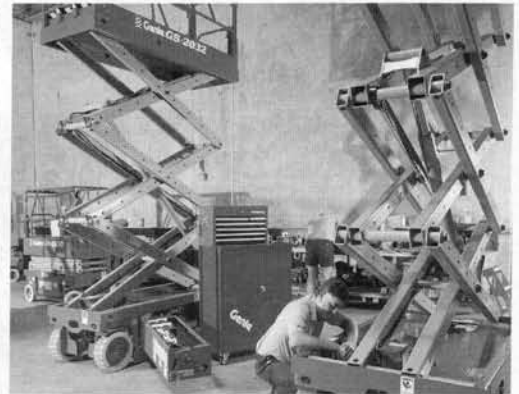
They understand how critical spare parts are to the day to day running of your business. At any one time there are 1800 line items available for speedy delivery to wherever you are. The spare parts available are also the ones that are most requested. Careful monitoring by our maintenance staff ensures that accurate forecasts of parts needed remains one of the major strengths of the spare parts division. Another important aspect of the ongoing monitoring service is ensuring that our prices remain competitive, so that you are not forced to shop around for better prices. We also offer the added assistance of a Customer Assistance Hotline which is answered 24 hours a day 7 days a week, so there is always someone to help.

Genie Australia also offers, where possible, overnight delivery service to most areas, so you are never kept waiting for spare parts.

Genie Australia's on road service vehicles

also offer a comprehensive range of spare parts and assistance and are only a phone call away.

The Darra workshops in Brisbane offer the complete maintenance and technical assistance service. However, if you are unable to utilise this facility, the networks of Genie Australia agents throughout Australia are trained to meet the exacting standards of the Genie Australia organisation. The after sales service facet of our business and the spare parts division have become the core of the Genie Australia operation and to ensure that they remain effective



The Genie Australia Team, HRA show, Melbourne, May 1999

and in tune with the needs of the hire and rental industry we welcome all feedback as we believe that this is essential to continue to cater successfully to the needs of our customers.

One important service to result from this customer feedback has been the success of the Genie Australia in-house training for our customers' staff. Genie Australia technicians, themselves graduates of the Genie University in Redmond, Washington State, will train your staff to carry out the maintenance on your own fleet if requested.

They even offer over the phone coaching for minor repairs so you can get back on the road to productivity sooner in the unlikely event of break downs.

It is perhaps fitting that the 500th machine was sold to Wreckair, one of Genie Australia's most valued clients. Genie Australia's worldwide reputation as a quality manufacturer with proven products, service and after sales back up, helped influence the decision to make them Wreckair's major supplier.

Genie Australia's long term plans to cement its relationship as a major partner to the hire and rental industry is well on track. If the reaction in the marketplace over the short period of time Genie Australia has been in operation is any indication, then the company can look to the future confidently and optimistically.

Genie Australia General Manager, Chris Goddard, believes that there are positive signs for the future of the hire and rental industry and is totally committed to Genie Australia's support role in ensuring that this forecast is realised. "We have enjoyed good solid growth since our launch in Australia and the sale of our 500th machine is indeed a milestone.

But the team we have here is fantastic. They believe in the ideal as much as I do and that team culture is what is really making us tick at the moment. We're certainly not resting on our laurels, we see this as only one of the challenges we want to achieve. If our commitment to the hire and rental industry remains our focus, then we have many more milestones to go for. Everyone here at Genie Australia is looking forward to the next challenge – the sale of the 1000th machine!"



FRONT COVER

Chris Goddard, General Manager Genie Australia and John Taite, State Manager Wreckair Queensland at Genie Australia head office, Darra, Brisbane

Melbourne hosts 1999 Convention

The Hire Industry travelled to Melbourne for the the 1999 Convention & Trade Show, and those that attended certainly were not disappointed.

Equipment in Action

Even Melbourne's weather was on its best behaviour as a great majority of the attendees were transported to Werribee via bus for the "Equipment in action" day on Monday, the first day of the convention.

Werribee Park was the perfect venue for the demonstrations that took place. Its wide open spaces



Some of the participants at the equipment in action day



providing the opportunity for suppliers to show their products in action before a very appreciative audience.

In all thirty three suppliers were in attendance to demonstrate their equipment giving visitors the opportunity to see equipment ranging from hand tools, pressure washers, stump grinders, bricksaws, pumps, power tools to skid steers and front end loaders in action. In fact it was hard to find one area of hire that was not represented.

This method of displaying the capabilities of

equipment to prospective customers and giving them the opportunity to operate the equipment no doubt is a great accompaniment to the normal static exhibition.

But without doubt the highlight of the demonstrations were the big boys of the access industry navigating their scissors and boom lifts through a course set up to test all who tried to traverse it. Complete with mounds, holes and a very nasty unco-operative water filled ditch. It certainly gave those participating the chance to show their equipments manoeuvrability and versatility. It also proved 60ft boom lifts don't walk on water.

While also supplying great entertainment for the appreciative audience.

A barbecue lunch was a pleasant break to the days proceedings.

This demonstration day was considered by most as the highlight of the Convention and will almost certainly be a regular feature of future conventions.



Some of the Convention dinner guests enjoy pre - dinner drinks.

Convention Dinner

Returning to the hotel gave everybody the chance to prepare for the Convention Dinner, which was held in the Crown Complex.

At the the dinner, National President, Peter Walden presented the Presidents Award for service to the industry to Mal Barnett.

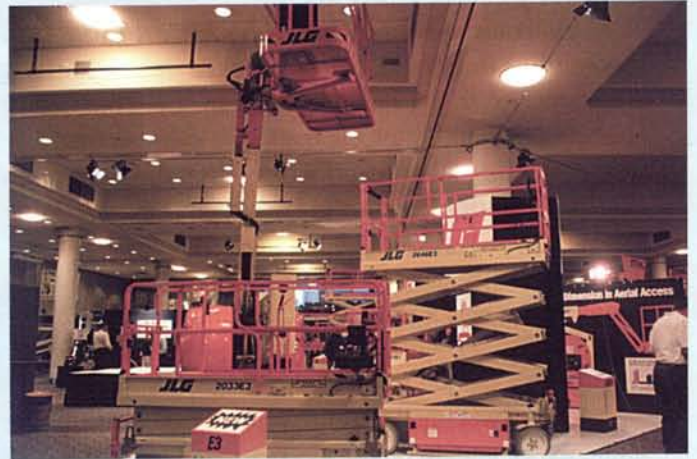
Then it was time to sit back, enjoy dinner, a few drinks and be entertained by comedian Brian Doyle, whose sorrowful, humourous anecdotes had everybody in hysterics.

Afterwards most headed for the Casino. But there weren't too many smiling faces in the morning.

The 1999



Trade Show



Tuesday

Tuesday morning saw the appearance of the first of the guest speakers, Chris Koch.

Chris is a motivator. One of his claims to fame is motivating the Sri Lankan cricket team to beat Australia in the 1995 World Cup by completely changing the culture of the team.

Advocating that corporate Australia can also change its culture in order to find a better way of doing things.

It was pretty easy to see how Chris could motivate people as he was a brilliant, entertaining speaker.

GST

John Sweetman, from VECCL, then gave the audience an update on the GST.

Although legislation has not yet been passed, John gave a broad overview of the GST and its implications.

It is expected that the GST will commence on 1/7/2000. Some of the legislation has already been drafted and it is expected that;

All GST must be included at the issue of invoices.

GST must be included in all prices quoted, not added on to, eg + 10% GST.

GST is to be paid every three months.

The transitional period to the GST is expected to cause plenty of headaches. but we are all going to have to take the same medicine.

Peter Jones

The next speaker Peter Jones, stages Special Events.

Except that they generally are pretty big special events, such as the;

AFL Centenary Ball, 1996

AFL Grand Final Parades, 1997, 1998

Australian Grand Prix Balls, 1996, 1997, 1998.

Opening Ceremony, Closing Ceremony and Gala

Dinner for the Presidents Cup, 1999

are a few examples.

His innovative and unique approach to staging these events made interesting listening.

Exhibition

After lunch the Trade Exhibition was opened and stayed open till 9.00pm, giving delegates ample time to view the wide range of equipment on display. As usual suppliers had spared no expense in the presentation of their stands and those approached later were very happy with the overall result reporting good traffic flow through their stands.

Wednesday

The first speaker on Wednesday morning, Geoff

Campbell, is well known to the industry. Having been Managing Director of JLG in Australia for several years before moving overseas to take up a position with the company.

Geoff provided an interesting and informative manufacturers perspective of current trends in the International Rental Industry. Giving the audience an insight into what overseas companies are doing to better run their business.

Three more hours of exhibition viewing followed, leading up to lunch.

After lunch the last of the speaker, Ched Towns, made his appearance.

Ched is an amazing person..

He has competed in over 200 triathlons, parachuted out of a plane from 13,500 feet, canoed from Australia to Papua New Guinea and walked the Kokoda Trail - despite being blind.

His ability to laugh at his blindness was an inspiration.

After Ched the Annual General Meeting bought this years convention to a close.

One of the features of this years show was the lucky prize draws. All delegates were eligible for the constant drawings of prizes, donated by suppliers, including;

30 X \$100 prizes from OAMPS

12 bottles red wine from JLG

Air Compressor from Air Powered Services

Robin Generator from Crommelins

Clarke 7R Edger from Gernie Powerclean

Toucan Scissorlift from Grove Manlift

Overseas Trip from OAMPS

All you had to do to qualify was to be there. One delegate, Paul Sharpe from New Zealand, won two \$100 prizes.

Even Jim Brown managed to win one.

A consensus of opinion of delegates and suppliers agreed that this years convention was the best yet, with most nominating the equipment in action day on Monday as the highlight of proceedings.

Overall the Convention was a well balanced presentation that had something for everyone.

A good range of speakers covering interesting topics.

The equipment in action day

An excellent trade show.

Plus the opportunity to socialise with members of the industry

But, you had better mark your calendar now, as Queensland put the industry on notice.

Next years Convention to be held on the Gold Coast, May 14 - 18, will be even better.

Don't mess with the new Bosch mini-grinder

Don't let the size of Bosch's new CWS 8-125C mini angle grinder fool you. With a powerful 850 watt motor and weight of just 1.5kg, this tool was made for serious action. That's great news for professional tradesmen and handy men alike but it's the last thing rust and rough surfaces want to hear.

But it's not only rust and rough surfaces that are in the GWS 8-125C angle grinders line of fire. This robust and reliable workhorse is capable of everything you'd expect from a much larger machine, including cutting pavers and metals, sanding and metal finishing, paint removal and decoating and grinding steel, metals, stone and concrete.

Such flexibility of operation is the result of a successful combination of power, design and a reflection of Bosch's commitment to quality and providing what the market wants. The GWS 8-125C's light-weight is a result of clever design and the use of shock proof plastic in the motor housing.

Unique to Bosch grinders is the off-centre side handle (that can be mounted on left and right hand sides) that provides excellent control for any job such as cutting, grinding, roughing down and derusting. The handy side handle comes standard with the GWS 8-125C - as does a pin spanner and safety guard.



Optional extras include a backing flange standard with nut, rubber backing pad and nut, carry case and cut-off stand.

There are also armour-plated windings for a longer working life, flat spindle gear head and compact housing for ease of use in small and cramped workplaces.

Another feature of this convenient and powerful angle grinder is Bosch's Constant speed (C) technology. Constant speed means optimum operating speeds, even under load for more consistent and rapid work progression, overload protection for a longer motor life and a soft

start for maximum safety

In short, the new and more powerful CWS - 125C minigrinder from Bosch has raised the benchmark in quality and performance in its class. What else would you expect from a world-renowned market leader in electrical power tools?

The GWS 8-125C follows Bosch's strict environmental policy and is manufactured from 97 per cent recyclable materials.

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GROVE
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Tony Clapin

Driving Grove to greater heights



*Tony Clapin, Managing Director
Grove Manlift Australia*

The Access Industry has been one of the biggest growth sectors of the hire industry in Australia over recent years.

Tony Clapin, Managing Director of Grove Manlift in Australia, has steered Grove to a share of that growth. His effort in doing so is a commendable one, as achieving success in this very competitive market hasn't been easy.

In September 1996, Tony was working for Tutts, a plant and equipment distributor located west of Sydney. At the time Tony was National Product Manager for Grove Manlift products and National Crane, another Grove product.

Grove, a world wide company, with head office in North America, felt that the two tier pricing structure of having a distributor placed them at a disadvantage compared to other manufacturers in Australia. They felt that

they had to be in the market in their own right in order to facilitate their plans to put in place a long term commitment to the Australian access industry.

So Tony travelled to Grove head office in North America and put forward a business and marketing proposal showing how Grove could best tackle the Australian and New Zealand markets. Tony's proposal was accepted by Grove and a subsidiary Proprietary Limited Company was set up in Australia in September 1996, and Grove entered the marketplace in their own right.

One of the things that impressed Tony was Grove outlining their long term commitment to the Australian market, and they have fulfilled this commitment by backing him in every way since.

For the next three months he set up office in his lounge room, first making sure all the equipment satisfied Australian safety standards. This is in keeping with Groves policy on safety of conducting individual compliance tests on all their machines, which is then verified by an independent certified engineer. Tony believes this should be compulsory on all machines entering the market in Australia.

As the same time, Tony put together a business strategy for Australia and New Zealand, searched for premises to start operations in, organised a stock order as well as putting a marketing plan into motion.

In December 1996 Tony secured premises in Penrith, west of Sydney, Grove Manlift employed its first staff member and began operating from those premises.

Tony spent 1997 almost in perpetual motion. Travelling around Australia endeavouring to



Grove Manlift head office at Penrith in Sydney

establish Grove as a presence in the buoyant marketplace, setting up interstate agencies, putting a distribution network in New Zealand, as well as continually travelling overseas to keep up with global trends in the access industry.

Despite this he managed to put an interstate agency network in place by the end of the first year.

Although success didn't come overnight, Grove gradually built up a presence in the marketplace, which it has continued to build on despite the strong competition.

Tony feels that one of the reasons for Groves success is that as a manufacturer they have always been committed to playing this role. The market made it plain very early that you could not wear two coats, you either were a manufacturer or hirer. Following this advice Grove have concentrated solely on their role as a manufacturer, never considered hiring or being involved in a revenue sharing situation at any time.

This has helped built customer loyalty, he believes.

Part of Tony's business strategy has been to establish a broad customer base whereby Grove distribution in Australia was not completely dependant on servicing the construction industry alone. But he has looked for market penetration in other areas of utilisation such as the industrial sector, which has proved very successful.

Pursuing this course Grove have added the self propelled Toucan vertical mast platforms and the manually propelled personal lift platforms to their range, which compliment the Grove full range of electric and combustion powered models of scissorlift, boomlifts and articulating boomlifts. Adding to their impressive range of products Grove were recently awarded the distributing rights to Scanlift products in Australia.

Speaking with Tony in Melbourne at the Hire Convention he said, "the last two years have been a bit hectic, but establishing the Grove product in Australia gave me the opportunity to gain a better

understanding of the market"

"Coming up to our third anniversary of operations in December 1999 I feel that Grove has established its long term commitment to the Australian market and we will be looking forward to making further progress in the marketplace in the future."

Tony knows that the test will come for Grove if the predicted downturn in the economy comes after the Olympic Games.

Asked about this, Tony said, "I know Australia has



The new Grove premises just opened in Campbellfield, Victoria

a long history of access companies setting up operation in Australia, taking advantage of boom periods only to disappear when things get tough. I feel there could possibly be a downturn in the construction industry, after the Olympic Games. But I am sure that Groves diversified product range, plus its non dependence on one area of utilisation and its niche products will enable us to ride out

any downturn in the economy."

"Besides, I think any downturn will be short lived and the markets strength will soon return as access is becoming so much a part of so many areas of industry in Australia."

"We have also put in place a very good after sales service in each state.

"At the appropriate time we will be setting up a ten year testing facility of Grove products" he said.

He knows he can't rest on his laurels, making the comment,

"Grove is now fully operational, with a management and sales staff of eleven operating from our head office in Sydney, plus new premises just opened in Campbellfield, Victoria, This will allow me more time to travel overseas in order to keep up with global trends and support our new products, National Crane, Scanlift, Trailmaster and Toucans."

Tony looks forward to the future with a great deal of enthusiasm and confidence. He can see there is still plenty of opportunity for growth in the access industry in Australia, and he is sure Grove Manlift will share in that growth.

Donpra Hire wins new Toucan Junior

At the Hire & Rental Association Annual Convention held recently in Melbourne, Donpra Hire located at Notting Hill, Victoria, won the new Grove Manlift Toucan Junior.

The Toucan was donated by Grove for a lucky draw prize of all delegates who attended the convention. Ian Donald, Managing Director of Donpra Hire was on hand to accept the prize.

The Grove Manlift Toucan Junior self-propelled work platform is a vertical mast unit ideal for use in institutional and industrial applications. It features a 1.01 X 0.75m non-slip aluminium platform with a sliding bar gate and a working height of 5.8m. The platform is the largest in this size class and the platform capacity is a hefty 227kg.

The unit is very compact with a stowed height of 1.77m and 0.78m width allowing travel through standard doors. With zero inside turning radius, the unit is easily manoeuvred in tight spaces. The unit is front wheel steered and rear wheel driven with non-marking tyres.

Fully proportional platform controls provide smooth, reliable operation. A joystick mounted trigger enable system prevents inadvertent operation. An emergency stop button is provided as is an emergency manual lowering system should power fail. A ground key lock system and additional emergency stop button prevent unauthorised use and an additional safety stop.

The Toucan Junior is powered by a 24 volt, 180 amp hour system with integral 240 volt high frequency charger for increased duty cycles and reduced charging time. The unit may be driven at full height on firm, level surfaces. A two section positive displacement gear pump is a simple, efficient design for long life. Manual wheel lock release allow loading on a roll-back truck by one operator.

The Grove Manlift vertical mast series of platforms are ideal for industrial, institutional, commercial and rental applications and are available in sizes to 14m working heights. The Toucan Junior is 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 month coverage on structural components.

For more information contact your local distributor or Grove Manlift, 9 Altair Place, Penrith NSW.

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E-mail: grove@pnc.com.au

Website: groveworldwide.com

If only all jigsaws were this easy

There's no puzzling aspects to Bosch's latest Electronic Jigsaw. In fact, the PST 65PE is the answer to just about every home handyman's cutting dilemmas.

Featuring a powerful 450 watt motor, clever Swiss manufacture and comfortable ergonomic design, the PST 65PE has raised the level of performance in the home handyman Jigsaw market.

It has the power and clever design features that make any cutting job in the home workshop a pleasure.

Features like a luxury, three finger trigger (55mm long and 19mm wide), light weight (just 1.9kg) and highly efficient, anti-vibration system are ideal for hours of smooth running and fatigue-free work. Smooth starting is also guaranteed with the PST 65PE through its variable speed (via pre-selection switch) which comes as a standard. This makes it ideal for optimum results in all materials including wood, steel and plastic.

Another handy feature of the PST 65PE Jigsaw is that the sole plate can be set backwards and swivelled to either side for more flexibility in cutting. Cutting is further enhanced by the PST 65PE's solid gearbox and roller

guide while its three stage orbital action ensures cutting fast in both straight and curved lines.

Standard equipment with the PST 65PE is a jigsaw blade, screwdriver, transparent guard, adjustable base plate, guide rollers for exact cuts and stroke speed preselection switch includes a lock in button for constant running.

Optional accessories include a jigsaw bench, parallel and circle cutting guide, splinter shoe (five pack) and an assorted jigsaw blade set (10 pack). There is also an extensive range of all types of high quality jigsaw blades to suit any cutting application.

It is the ideal handyman tool for cutting in wood, plastics, metal, acrylic glass, laminated materials, fibre glass and a wide range of other materials including soft rubber, foam panels, floor coverings and polystyrene.

The PST 65PE also follows Bosch's strict environmental policy 97 per cent recyclable material.

For further information contact

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NEW SERIES OF HYSTER POWERED PALLET TRUCKS

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

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

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

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

An integral diagnostics system, similar to the Hyscan system found on Hyster electric powered counter-balanced lift trucks, provides efficient identification of intermittent faults and maintenance requirements for improved Uptime (having the truck available for use whenever it is needed). Other features such as autoplug braking, a battery discharge indicator and hourmeter are standard on the powered pallet truck range. The ergonomically styled tiller arm allows precise fingertip speed control, and features an anti-pinning pad that will



Hyster has introduced a new range of pedestrian and ride-on pallet trucks which are both powerful and highly manoeuvrable.

automatically reverse the directional travel of the truck if it touches the operator.

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

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Has the computer age passed you

If we look at the state of technology among Hire businesses, where does yours fit?

The Industrial Age Hire business: The Industrial Age business may have part-time secretarial help, but almost everything is done by hand, including hire dockets.

A minimum amount of information is recorded because it takes too long to write it. Accounts receivable are kept on an A-Z card system. Statements are hand written or typed, the stock and credit control is in the heads of the staff. There may be a fax machine. When the secretary is out or the staff are "busy", messages are left on the answering machine, or the phones are left off the hook because there is no \$50-00 answering machine.

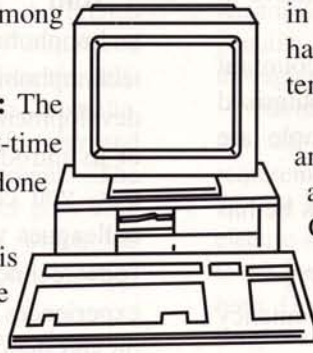
Early Computer Age Hire Business Office: The Early Computer Age Office may have a secretary who is moderately computer literate and a computer for "the accounts" such as MYOB, Quick Books or the like. Correspondence may be typed on a word processing and printed on a dot matrix printer. After-hours calls to the office go to a message bank, there is a fax but no email or Internet Web page.

Information Age Hire business Office: The Information Age Office has everything found in the Computer Age Office and more. All business operations are performed on a computer with an industry specific fully integrated software program by a highly computer-literate trained staff. All hire billings are automatic, both on the counter on the rental return and at period end. Special features in the program include a "GUI" or Graphic User Interface such as Microsoft Windows, all employees needing access have their own workstation. All the business data is stored on one main computer so that any activity only needs to be done once for the whole business system information to be up to date.

The fax machine is on a dedicated phone line. The office may have a voice mail system that has preprogrammed "messaging" for callers and possibly a fax-back system for rental inquiries. This hire company has its own Web Page and an email address. On its web page will be its rental rate book, photos of main items and their technical specifications.

Where does your hire business fit?

Where are most hire companies? Our work in this industry indicates more than half of them are working



in an Industrial Age Office. About 35 percent have an early Computer Age Office and less than ten percent have an Information Age Office.

According to everything that we have read and heard, if these industrial age hire businesses are to thrive, they need to move rapidly to a Computer Age Office as a minimum.

How long have they got? How long has it taken the big four grocery stores to capture more than 80 per cent of the corner grocery store market? How long has it taken for Harvey Norman, Dick Smith, Dell and Tandy to clean up perhaps 80% of the retail computer market, how long before the "big boys" in hire to do the same in every town of 25,000 people or more?

Chances are that this means if you don't automate your business, then inevitably, someone else will do it for you!

The progress of this Technology

Are Hire company owners and operators ready to make these changes? I doubt it.

Will these changes be difficult? Yes! There are several clear reasons why they will find it difficult to move up to the mandatory technology required to effectively compete with those who have made the move.

Too Many Choices/Lack of Information:

Where to start in getting an early Computer Age office? First, you need to consider your software needs. In Australia and New Zealand today there are at least 12 Hire and Rental computer packages advertised. How will you decide? Second, what hardware (computers and printers) will you use? Every computer store has an array of computers. Which one is right for you? Should it be 300MHz? a Pentium III? Apple or IBM? Should you buy a clone or a name brand? Now, let's talk about the network operating system, Unix? Linux? Windows NT, IBM? The choices go on and on. Without clear information about your needs, the choices can be overwhelming.

Too Much Jargon: Who will help you make these choices? Certainly not the office equipment warehouse salesman. Even the friendliest computer salesperson speaks a language unknown to most hire company people. If you read an advertisement and call their number, the salesperson will probably use words like RAM, Hard Drive, Windows, megabytes, etc. that makes little or no sense to you.

What do you need? You need a "technologist" who knows both technology AND the Hire and Rental Industry. Consult your local Hire and Rental

organization and find someone who is versed in both technology and the hire business. Someone who can speak computerese with a "rental bent", ask around the industry, speak to people who have made the move to find out their experiences.

Who NOT to follow blindly; Your accountant (unless he has recently and successfully computerised another hire company business and the people are happy with the outcome.

Your local computer store salesman (unless he has "ditto above")

A computer literate friend (unless he "ditto")

The kid next door who just did an accountancy course, (unless he "ditto")

Avoid at any cost; Whatever you do, DO NOT rely on a promise of a custom program, "that way you will get exactly what you want . . ." Won't you? Not in this life - no way known, unless you are Coates, Wreckair or the like with a budget to match, (and we do mean \$millions !) You will need a full time system analyst, and a team of programmers for a couple of years!

Technophobia or Fear of technology; We know of some hire people who are likely to say "I want my tomb stone to read: 'I did it all without a computer' " Why do highly intelligent people in the hire industry find these choices so intimidating?

It is this writer's belief that over half of all hire company staff are technophobic, although this doesn't necessarily mean that they break out in a cold sweat when they consider computerising their business. Based on over twenty years of working with this technology, technophobia can mean any negative reaction to technology, either severe or mild.

However, the major symptoms of technophobia are easy to identify, the victim:

1. Avoids technology if at all possible, leaves it all up to the office person or a teenager, ("Jimmy, please set the VCR to record the football for me").
2. Limits the use of technology to the basic functions when it is impossible to avoid, (Such as using the phone or fax machine) and;
3. Experiences reduced effectiveness and increased discomfort when they must use technology such as an EFTPOS machine.

Hire company staff are not alone. A study by Dell Computer found that "fifty-five percent of all Americans suffered from a fear of technology".

Is Technophobia curable?

In a three-year study, funded by the U.S. Department of Education, a pilot study had a 92 percent success rate. In only 5 hours it is stated, technophobic people learned skills to alleviate their discomfort. In follow-up studies, these former

technophobes were busily (and eagerly) buying and using computer technology.

Bad Early Experiences: How does technophobia arise in the first place? Studies on technophobia have shown that a key factor in the development of technological discomfort was the style of its introduction. Like mumps, measles and chicken pox, you caught it either from parents, teachers or colleagues who themselves were uncomfortable with "new technology". Through these uncomfortable early experiences, discomfort with technology gets passed on and the technophobia begins.

In other cases, technology is introduced in a poor way. A teacher is asked by a student, "How do I make my computer do so and so?" The teacher leans over the keyboard, pushes a few keys, says "There you go!" The student feels confused and put down.

Technology may be introduced where a high level of competence was expected within a brief amount of time. Without time to practice, learners cannot absorb the new technology. New users need time to learn a computer system, firstly with a competent trainer, then be able to practice before being let loose in front of customers.

What should you do to minimise both the risk of a bad decision and ensure the critical implementation and learning is carried out properly? As stated before, we strongly suggest that you find a "technologist" who is versed in both the Hire and Rental business and computer technology to introduce you and your Hire business to computerisation.

Through our work as consultants for Hire and Rental organisations of every type and size, with owners, business managers and secretaries, we have found that with careful and informed introduction technology can become not only comfortable but enjoyable and profitable for the business because of increased efficiency, meaningful information and the elimination of non productive work.

About the Author

Chris J Pannell, MIPlantE, AIMEA, AFCC, Is a mechanical engineer, he has been involved directly with computers and the hire industry for more than 25 years. Today he practices as a Consultant working closely with Hire companies of every size and type from owner operators to State Governments. He can be contacted on 02-4362 3388 or by email at softlink@cci.net.au

Haulotte comes to Australia

As part of its long-term global expansion, the French company, Pinguely-Haulotte Pty Ltd recently announced its decision to set up a factory outlet to service the self-propelled access equipment user market in Australia. Pinguely Haulotte is Europe's leading manufacturer and supplier of self-propelled access equipment. The company's history in France as a manufacturer goes back more than 100 years, the last 22 years of which has involved the design and manufacture of self propelled access equipment.

The new Australian company, operating under the name Haulotte Australia Pty Ltd., has already established a warehouse and office facility in Dandenong in Victoria from which it will distribute, sell and service its extensive range of self-propelled booms, scissors and vertical mast platforms.

The Australian operation is headed up by Bernie Kiekebosch, who is well known in the Australian access industry through his thirty one years experience in the industry. His experience includes seats on Standards Australia committees for the development of design and maintenance standards for access equipment, as well as a 10 year involvement with the Elevating Work Platform Association of Australia (EWPAA).

Haulotte will carry a full range of stock and spare parts and will provide service support for the products in all states of Australia. In recognition of the fact that a substantial proportion of product finds its way into the

Australian Rental market, the company will be offering genuine 24 hour per day, 7 day per week service support throughout the country.

All of the products marketed by Haulotte Australia have the CE mark for Europe and meet, or exceed, the requirements of Australian Design Standard AS 1418.10

The product range available from Haulotte includes electric scissors ranging in working heights from 8 metres to 12 metres. The range of rough terrain scissors include both Diesel and Bi-Energy power sources in working heights ranging from 12 to 18 metre working heights. The range of straight and droop boom telescopic platforms include a 21 metre unit with a basket capacity of 350 kgs and unrestricted reach. The entire range covers working heights from 21 to 25 metres. The company's range of articulated/telescopic electric powered booms includes narrow aisle units. Working heights range from 12 metres to 15 metres. The diesel and Bi-energy powered units range from 16 to 20 metres and include the 4 wheel drive, 4 wheel steer 20 metre HA20PX.

A significant safety feature which is new to the self propelled market in Australia is Haulotte' load management system which is fitted to the full range of Haulotte booms. The systems sounds an audible alarm, when the basket has been loaded beyond its rated capacity. This system can also be connected into the unit operation to prevent the unit from being operated until the basket load is adjusted back to its rated capacity.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

**ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION**

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

Contact:	DATE
Company:	
Address:	
	Postcode:
Phone:	

QTY	ITEM SUPPLIED	AMOUNT
	Occupational Health and Safety Manual/s	
	@ \$95 each	
	Cheque enclosed for	

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

Rental takes a step forward

As the Australian Hire and Rental Industry enjoys its most buoyant period for a decade, it is worth looking at the rental industry in other parts of the world.

The hire industry has always been very strong in the United Kingdom. It is estimated that up to 70% of plant and equipment finds its way into hire there. The biggest part of their industry is tools hire, catering to the home handyman or small contractor. A measure of the strength of their hire industry is there are no manufacturers involved in hire. Quite a unique situation considering their participation in other parts of the world. Hire is at present taking advantage of the strong economy and growing strongly.

Europe like the UK, has a history of strong hire involvement and the hire industry is thriving there at the moment.

But it is the USA is where it is all happening. The consolidation which has been occurring for the last three years is changing the structure of rental, as it is called there completely.

The Rental Industry in America was no different to anywhere else (maybe a bit bigger) but because of its fragmentation no one has taken much notice of it. Rental has never had an identity in the business world. The overall value was of some significance, while returns were good, but it was made of several players big and small competing in a marketplace of which no one had a significant share.

But it only took a few forward thinkers to come to realise the potential of rental for the chain reaction to commence that has seen the rental industry explode, giving birth to a feeding frenzy as everybody went on the acquisition trail. This has resulted in one company, United Rentals, becoming the first rental company to turn over US \$1billion last year, which was greater than the turnover of the top 10 rental companies of 1995.

If the merger of NationsRent and RSC goes ahead it will also join the US\$1billion club. But United Rentals has now put in a bid for RSC, which if successful will see its annual turnover rise to US\$3billion.

The realisation that the bigger you are the cheaper you buy has become the theme song of the industry.

Which isn't a new idea, buying power has always been a very big asset.

It has also created a situation which will have significant implications in the future.

Rental has never been promoted as an industry. Its diversity and competitive structure does not lend itself to such activity.

But the publicity generated from the activity over recent years has done more to promote and market the

rental industry than any advertising campaign could possibly achieve.

The focus on the rental industry has been magnified because in order to fund their continual acquisitions most of the consolidators have gone to the stock market to raise the necessary capital. This has bought greater awareness of the industry, as well as giving it a toehold on the biggest investment ladder in the world. The exposure to the market has seen rental step out of the small business class. It has raised the profile of rental to the point where investors have starting to take notice, many adding it to their investment portfolios.

There are certainly signs that they could be right.

The US rental industry at the moment has an estimated value of US\$25billion, it had been growing at a rate of about 15% annually before the consolidators made their move. This has increased dramatically in the last few years, But company profits will grow even more as the synergies of their mergers take effect. At the present rate of growth Brad Joseph, CEO of United Rentals prediction of rental being worth US\$50-60billion in 5-6 years is believable.

Rental is servicing such industries as building, construction, infrastructure projects and the industrial sector, which are being driven by the booming economy.

But one of the most contributing factors in the confidence in the future is that it is estimated that only about 15% - 20% of plant and equipment manufactured goes into rental. When you compare these figures with other countries it emphasises the potential of rental.

Some rental companies are getting so big that they are going to be able to dictate terms to manufacturers (those manufacturers that aren't already in rental themselves).

The culture of rental in the US has changed and will never be the same again.

Where once there was a marketplace with some medium sized and small companies competing together, It is now dominated by some very large companies who are determined to keep growing so that they can continue to reap the benefits that the size of their operations has delivered to them. The competitiveness hasn't changed, but the rewards are far greater.

This continuing growth can only benefit the rental industry world wide. As new markets emerge and more cost effective means of running rental businesses are discovered which will flow on to the the rest of the industry.

Globally the future of hire and rental is looking very positive at the moment.

Association News

VIC 99 TOMORROWS HIRE TODAY

TODAYS SUMMARY OF YESTERDAY

What a past eighteen months this has been. All of the hard work that goes into organising and running a convention becomes very satisfying when the event is as successful as you hoped it would be.

It all began on the Sunday night welcoming reception with over 200 people attending. It was great seeing everybody renewing old friendships and making new ones. Most people seemed deep in conversation talking about how their businesses had been going since the last convention and what the future holds. After the party everybody went in different directions with some going out to dinner and many venturing over to the crown casino to try their luck.

On Monday Melbourne turned on typical weather for this time of the year for the next phase of the convention. Werribee Park hosted the JLG sponsored equipment in action day and what an action packed day it was. Exhibitors displaying and demonstrating a vast range of equipment for over 300 people in attendance. Jazz bands to listen to, mansion and zoo tours for the ladies and plenty of food and drink.

The highlight of the day was undoubtedly the rough terrain track for the access equipment. At first it was an orderly trip around the track by all the large booms and scissor lifts. But after half an hour the deep water filled hellhole claimed its first victim a 60ft Genie boom lift. After repeated attempts to extract itself from the mud and all the while being filmed by the JLG crew, it had to be towed out. You could see the gleam in Don McCurdys eyes, Queensland 1997 all over again. Time for JLG to strut their stuff. Waiting impatiently behind was a 60ft JLG boom lift, its driver ready to show that this little hole would not stop his baby. How wrong he was. Bogged to the axles and no matter what he tried to do whether forward or reverse there was

nowhere to go. Amazing stuff and the cameraman nowhere in sight. This hellhole proved an excellent source of enjoyment for all the spectators and other exhibitors as it kept people in their area for long periods of time. It was amazing as the day went on, ever access exhibitor still continued to try to get through right to the end, trying to claim a victory I suppose over his or her competitors. But the hellhole won the day.

The Crown Palladium was a magnificent setting for our convention dinner. An excellent meal and entertainment sponsored by Genie Australia was the highlight of the evening. Brian Doyle was at his brilliant best and kept the three hundred and twenty guests in fits of laughter during his routine. Mal Barnett from Victoria was presented with the President's award for 1999. A JLG employee won the overseas trip sponsored by OAMPS and three \$100.00 draws were also won on the night. The only downside of the evening was the Grand Wahzoo band, whilst the dance floor was well populated they were very noisy during the last hour of the dinner and most people left the room early unable to make conversation amongst themselves.

On Tuesday morning saw the opening of the seminars and a few bleary eyes and sore heads. The keynote speaker Chris Koch whose talk was about rising above the ordinary enthralled everybody with an entertaining and humorous presentation. I must say it clearly seemed to wake up quite a few people. John Sweetman from VECCI delivered his presentation on the GST. A very difficult subject bearing in mind nobody seems to know what will happen in the future. John did enlighten members on the way the process of a GST operates from the manufacturer to the end user.

Our third speaker for the day was Peter Jones.

Peter would have to be a unique type of person. His ability in creating and planning special events is amazing. Delegates were enthralled by the detail and imagination that he showed on the organisation of special events such as the AFL centenary ball and the President's cup ceremonies and grand ball.

The Exhibition opened at 12.30 on Tuesday with over 60 exhibitors and was attended by over 200 delegates. All exhibitors have to be congratulated on the way that they displayed their products. On Tuesday evening 120 invited guests as well as delegates kept most exhibitors very busy until after 9.00pm. Partner Dimas were the winners of the best stand and gleefully accepted their trophy during the happy hour.

Wednesday morning national executive director Phil Newby chaired the seminar. The guest speaker was Geoff Campbell Vice President of International Sales for JLG. Geoff gave all those present an insight to the international hire industry and its future directions and where we in Australia are in comparison to world standards.

The final three hours of exhibition time began at 10.00am with delegates and exhibitors making last minute deals to wrap up an excellent exhibition. The final luncheon began at 1.00pm which I must say was very poorly attended. About one hundred people turned up but those who did were highly entertained by our final speaker Ched Towns. Being a person who had a desire to play first grade rugby and a sports nut how do you cope with being blind. That was the theme of Ched's talk. For forty minutes he kept all those who attended totally enthralled with his life story and his exploits and coming to grips with the acceptance of his disability. At times his talk was a moving experience but most of the time the audience were in fits of laughter as he told of his mischievous deeds and things that happened to him during the years.

The end was approaching; the only thing left to do was the raffle draws of the exhibitors. Grove Manlift had made available to the delegates the newest product to their range, a Mini Toucan personal lift. This was won by Ian

Donald from Donpra Hire. JLG raffled 10 bottles of red wine, which was won by Owen Staines from Queensland. Queensland offered \$200.00 to any person who filled out the questionnaire. A delegate from New Zealand won this.

Finally it was time to thank every body for his or her contribution to this convention. Firstly to JLG and Genie. These two companies contribution was nothing short of overwhelming. Their support was one of the major reasons for the conventions success. To our other sponsors and long time supporters of the industry Compair, Atlas Copco, AUS, OAMPS, Oldfields, Denyo, Porta Loo Hire, A H Plant Hire and Tooheys, Mal Barnett and myself express our appreciation for your generosity to you all.

To Brian Harmer from Hire it Plant Hire, Peter Morgan from JLG and Frank Calleja from Crommelins Machinery I thank your time and efforts in organising the Werribee Park field day. Thank you to Brian Wicks for a job well done as the man with the money and the voice of the convention. To Elaine and Lynne from ICMS thank you for an enjoyable past eighteen months. Your professionalism and assistance in making this a memorable and well-organised convention is greatly appreciated by Mal and myself.

Finally to my partner in crime for the last eighteen months Mal Barnett. Organising this convention has been one of the most rewarding things that I have ever done. To work with a person for that period of time and never have one disagreement is a credit to your ability to organise and your knowledge of how to run a convention. I would like to take this opportunity to personally thank you and also on behalf of the Victorian Hire and Rental Association and its members for your outstanding contribution to what I believe has been a very successful convention.

SEE YOU ALL IN QUEENSLAND IN 2000

Gary Kerr
National President

Association News

National Report May 99

First of all a big congratulations to Melbourne for organising an excellent Convention in early May. Special thanks go Gary Kerr, Mal Barnett and their team for ensuring the event was professionally organised and coordinated. It is worth reminding all members that these events take up massive amounts of time before the Convention even begins and these two members gave their all on a voluntary basis - a great effort!

The HRAA Convention is the showcase event for our industry in Australia and is much more than just a revenue raiser or social outing. It is the only time members can into one place and see what is new in the industry and even try the product out. It is an invaluable opportunity for our suppliers to meet the market face to face and to assess the competition as well as the state of the industry.

Finally on the Convention, the Association would like to thank all the suppliers for their continued support. In particular thanks must go to the major sponsors, particularly JLG, Genie, OAMPS, Atlas Copco, Compair and Oldfields whose support ensured a successful show.

Next year the Convention is back on the Gold Coast and now is the time to start planning your trip there.

AGM

The AGM of the High and Rental Association of Australia was held on the last day of the Convention and Gary Kerr was elected as President of National Association, which gave him all of five minutes to recover from the show! Thanks to Peter Walden for his successful reign as President during which time a number of key issues have started to be addressed and the need for change has been recognised

Key issues

There is plenty of discussions between members as to what the HRAA should be doing and its role to members. The objective of the HRAA must be to obtain key industry group status

and offer our members true benefits of membership. However before this can be achieved a solid foundation needs to be established. This includes financial viability and a unified approach to agreed objectives.

The concern I have include the lack of reliable revenue streams apart from membership fees and the Convention and our inability to recognise the difference between state and national issues. This results in negative attitudes to a unified approach to key issues. These issues need to be resolved before we can be seen to go forward as an Association.

As a first step to a recognised national Association all registered members will be receiving or have received the National Membership list along with the minutes of the last National Meeting so that you are aware of who your fellow members are and the progress of your National body.

As for revenue streams I urge you to support the new safety sheets that are available from the HRAA. These safety sheets are robust, long lasting and cost effective. Not only do they help in ensuring you meet the demands of your duty of care requirements under Occupational Health and Safety but also you are supporting the Association and helping to keep fees down.

The Association also carries many other items of Stationery in the area of stickers and safety tags for electrical equipment. We are currently assessing areas of growth for the official magazine and revenue opportunities through non-member subscriptions.

Once a reliable revenue base is established we can then start work on National Training Standards for all members, their customers and staff.

The HRAA needs your support to ensure it becomes the support Association that you rightly expect it to be. We welcome your comments, ideas and advice.

Phil Newby
Executive Director

Queensland News

Queensland held its first Trade Show for 1999 at the Mt. Gravatt Showgrounds. Len and Patricia Mountford did a great job of co-ordinating an excellent night for all those who attended.

The predicted wet weather held off for the night and over 200 people attended. It was good to see quite a number of new members displaying their equipment. The major door prizes of a weekend for two at Conrad Jupiters Casino were won by Scott Walker, of All Site Rentals and David Hunt of Flexovit Abrasives

A special acknowledgement of appreciation to all the suppliers for their constant support for our Trade Nights.

Sharlene Watson



Attendees at the trade show



Gary Carlaw of GNT Wholesale donated a door prize and presents the prize



State President, David Johnson, (R/T) congratulates Scotty Walker of All Site Rentals.



On behalf of the management committee and Queensland Members we would like to congratulate Arthur & Owen Staines and their dedicated team players at ALL HIRE & TRADING of East Brisbane, who celebrated 30 years in the Hire Industry on the 16th May 1999.

Arthur Staines, who started the family business in 1969, also was a founding Committee Member of the Hire and Rental Association. Both Arthur and Owen have been awarded the National Presidents Award for their service to our industry.

Association News

Welcome New Members

Mr. Eddie Rinaldo
Oz Party Hire
56 Keon Parade
Reservoir VIC 3073

Mr. David Gallagher
Tech-Rentals
12 Maroondah Highway
Ringwood VIC 3134

Mr. Stephen Iverson
Complete Party Hire
767 Mt. Alexander Road
Moonee Ponds VIC 3039

Mr. Brad Docker
Fein Australia
P.O. Box 90
Beechboro WA 6063

Mr. Craig Lankster
Metabo P/L
Unit 12 - 96 Briggs Street
Welshpool WA 6106

Mr. Shane Imgrud
Fallright International
42 Belmont Avenue
Belmont WA 6104

Mr. John Hart
Partner Dimas
18 Fairview Street
Coogee WA 6166

Mr. Jason Little
Aggreko Generator Hire
97 Dowd Street
Welshpool WA 6106

Mr. Wayne Sieber
Precise Agricultural Machinery
3/9 Prindiville Drive
Wangara WA 6065

Colin & Carol Salt
Noble Hire
2762 Toodyay Road
Gidgegannup WA 6083

Mr. John Torrence
Digga West
13 Yampi Way
Willeton WA 6155

Mr. Malcom Carre-Riddell
Bonds Party Hire
Factory 16, 15 Stud Road
Bayswater VIC 3153

Mr. Anthony Flynn
Flynn Rentals
Unit 1, 6 Northgate Drive
Thomastown VIC 3074

Mr. Mathew Quinn
Digga Australia
2/3 Luisa Avenue
Dandenong VIC 3175

Mr. Colin Benson
Walkers Party Hire
Unit 1/11 Lorraine Street
Peakhurst NSW 2234

Mr. Ian Jackson
Port Macquarie All-Ways Hire
P.O. Box 1189
Port Macquarie NSW 2444

Mr. Darren Gilpin
Top End Hire Services
P.O. Box 2221
Palmerston NT 0831

Mr. Steve Woodward
Robert Bosch Australia
11/148-300 James Ruse Drive
Rosehill NSW 2142

Mr. Leon Robb
Nabiac Handy Hire
10 Nabiac Street
Nabiac NSW 2312

Ms. Lorraine Gombah
Hampton Handy Hire & Storage
P.O. Box 578
Ulladulla NSW 2539

Upcoming Events

1999 New Zealand Hire Convention & Trade Show

Hamilton
August 24 - 27
Contact : Mark Sinclair
Tel: 09 575 6645
Fax: 09 575 6642

ICUEE '99

International Construction and Utility
Equipment Exposition
28 - 30 September 1999, Kentucky Fair
and Exposition Centre, Louisville,
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
Contact A.R.A., 1900 19th St. Moline, IL
61265;
Tel: (800) 334-2177; fax (309) 764-1533;
e-mail: ara@araental.org.

Hire & Rental Association of Australia National Convention & Trade Show

Jupiters Casino, Gold Coast
May - 14 - 18 2000
Contact
Sharlene Warson
Tel: (07) 3851 4777
Fax: (07) 3851 4788

APEX 2000

International Exhibition and Conference for the Worlds Access Industry

14-16 September 2000, MECC,
Maastricht, The Netherlands
Tel: + 44 1892 784088
Fax: + 44 1892 784086

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News in Brief

Atlas Copco Hire supplier to Murrin- Murrin project

Atlas Copco Hire Australia was chosen as the sole supplier of compressors and generators to the Murrin-Murrin nickel-cobalt project, 60 kilometres east of Leonora, in Western Australia. Fluor Daniel the construction consultants chose Atlas Copco Hire to supply up to 56 units, comprising generators ranging in capacity from 15 kVA up to 1 mega-watt plus oil-free and oil flooded compressors.

Barry Boyle, General Manager, Atlas Copco Hire stated "We are specialists in providing temporary and permanent power and compressed air to meet the requirements of construction of new mine sites. The power generation market been a major growth area for us during the past twelve months."

The majority of the power went into operating the two substantial canteens providing main meals across shift times from 5.30am to 7.00pm. Also power for the site offices and air-conditioning of temporary accommodation.

As well as the large number of generators on site, Atlas Copco Hire also supplied oil-free portable compressors, refrigerated dryers and aftercoolers for pressure testing gas lines and powering equipment for water bores. The 52-week contract, concluding during first quarter 1999, included providing professional technical support.

The Murrin-Murrin project was one of a number of mine site construction operations where Atlas Copco was the first choice for power and air supply. The Jundee and Bronzewing mine sites also used Atlas Copco Hire as their major supplier of power and air during construction phase.

JLG Industries doubles size of Sydney branch

JLG Industries (Australia) has just commissioned its new Branch premises in Sydney, located at 23 Christina Road, Villawood.

The new facility handling sales, administration, spare parts, machine maintenance and service operations is double the size of the previous JLG Sydney operations.

JLG's State Manager, George Kotselas, said that an important aspect of the new premises is an expanded upgrade and rebuild facility for aerial work platforms, as required under the ten year and then subsequent five year compliance checks of the Australian Standard AS2550.10.

"JLG already has a major machine rebuild facility, handling both JLG and other manufacturers articulated boom and elevating work platform products, located at our Australian headquarters in Port Macquarie. However the additional capacity in our new Sydney Branch premises will provide some valuable extra aerial work platform servicing, maintenance and rebuild capacity".

JLG's Major Accounts Manager, Michael Scott, noted that the new facilities have a fully equipped training room including the latest audio visual equipment to train equipment users in both applications and service requirements.

The new JLG Industries (Australia) New South Wales Branch premises were recently officially opened by Mr Mike Wilton, President of the Elevating Work Platform Association of Australia.

For further information, JLG Industries (Australia), 23 Christina Road, Villawood NSW 2163. Telephone (02) 9726 6511 or fax (02) 9726 4684.

Instant Access acquires C-Y Hire

Instant Access Australia has acquired C-Y Hire, a leading supplier of general plant hire equipment in the Sydney region.

C-Y Hire has been a leading supplier of general plant hire equipment in the Sydney region for over 17 years earning a reputation for being customer focussed and supplying quality on site service, a focus matching that of Instant Access.

Mr. Greg Atkins, previous Shareholder and Director of C-Y Hire, will continue to manage the business along with the Existing C-Y team from their three depots located at Ingleburn, Rosebury and Parramatta.

Phil Pontey, Managing Director of Instant Access said, "the acquisition provides a wider range of products and services to our combined customers while maintaining the same level of customer service."

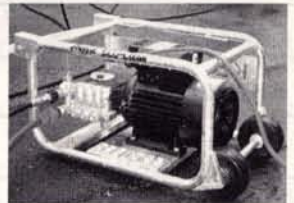
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Car Boot Special 2000psi



Electric Compact 1500psi



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Fax: (02) 9894 4240

email: lorenz@ozemail.com.au

SAFETY INFORMATION SHEETS ORDER FORM

The Hire and Rental Association has taken over control and distribution of a set of 31 Safety Information Cards. The Sheets are made of a durable weatherproof vinyl material and can be attached to equipment by using plastic cable ties.

These sheets contain:

- Clear safety instructions
- Visual safety symbols
- 215 x 150 millimetre in size
- Designed to attach easily to equipment
- Long lasting

PRICE: \$1.50 per copy (plus freight and handling) **MINIMUM ORDER 10 SHEETS**

Indicate quantity of cards required for each piece of equipment.

SC001	Airless Spray Gun	
SC002	Bricksaw (Electric)	
SC003	Bricksaw (Petrol)	
SC004	Chainsaw	
SC005	Circular Saw	
SC006	Concrete Cutter	
SC007	Diamond Tile Saw	
SC008	Edge Sander	
SC009	Engine Hoist	
SC010	Electric Disc Sander	
SC011	Electric Drill	
SC012	Electric Plane	
SC013	Floor Sander	
SC014	Garden Mulcher	
SC015	Gas Heater	
SC016	Grass Slasher	

SC017	High Pressure Water Cleaner	
SC018	Industrial Vacuum Cleaner	
SC019	Jack Hammer (Electric)	
SC020	Lawn Aerator	
SC021	Lawn Mower	
C022	Mini Loader	
SC023	Pedestrian Roller	
SC024	Plate Compactor	
SC025	Post Hole Digger	
SC026	Power Trowel	
SC027	Rotary Hoer	
SC028	Slide Compound Saw	
SC029	Steam Stripper	
SC030	Vinyl Floor Stripper	
SC031	Whipper Snipper	

TOTAL QUANTITY:=

COMPANY:

CONTACT NAME:

ADDRESS:

POST CODE:

TELEPHONE:

FAX:

DATE:

Fax to Hire & Rental Association of Australia (02) 9970 8759

If you require safety cards for other pieces of equipment please specify type: Yes No

Type:.....

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

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA INCORPORATED

SAFETY CARDS

HIGH PRESSURE WATER CLEANER

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:



Face Shield



Ear muffs or ear plugs



Long sleeve clothing

Safety Instructions for this Equipment

- Never direct the high pressure spray onto bare skin as fluid may enter blood stream and cause death.
- Do not exceed the maximum pressures and temperatures indicated on the machine plate.
- Use only high pressure hoses and fittings that are authentic

accessories to this unit. Never attempt to repair defective high pressure hoses by yourself.

- The water jet comes out of the turbo nozzle at high speed. Therefore, never aim the jet in the direction of people, animals, electric installations or any other electrical conductors
- In the case of operation failure or repair always switch off the high pressure cleaner and shut off the water supply.
- Water jets resulting from leaks may be dangerous. They should always be immediately rectified.
- Never attempt to exchange the pistol or disconnect the hoses before the high pressure water cleaner is switched off and the pressure has been released.
- Lance and pistol should always be held with both hands.
- Place the high pressure water cleaner as far away from the cleaning area as possible.
- The high pressure water cleaner should not be used from a ladder unless the ladder has a working platform or other precautions providing at least the same safety.
- The user should be able to stand firm and steady with sufficient space around him/her so that it is possible to adopt a proper working posture. It is recommended to wear footwear which is flexible, laced and with anti-skid soles.
- After use, switch off the high pressure water cleaner and shut off the water supply. Always lock the pistol with the safety lock on the trigger when leaving the high pressure water

THE CARDS ARE A5 PRINTED BOTH SIDES

cleaner.

Fuel Safety

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

General Safety

- ✓ 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 petrol, thinner, alcohol and ammonia, as they will damage and

crack plastic parts. Wipe parts with a soft cloth lightly dampened with soapy water.

- ✓ Always use the right tools. Never force a tool or attachment to do a job for which it was not designed. When using attachments, ensure they are fitted correctly and practice the operation before beginning work. Always use recommended accessories only.
- ✓ Always keep guards in place and in working order.
- ✓ Do not wear loose clothing, gloves, neckties, rings, bracelets or other jewellery which may get caught in the moving parts.
- ✓ Do not overreach. Ensure proper footing and balance when working with the tool.
- ✓ Always keep the work area well lighted.
- ✓ Never permit children, other people or animals to loiter near the work area.
- ✓ Do not fool around while operating, always keep the machine under control.

Never leave a machine running while unattended.

Do not use or continue to use faulty or damaged equipment. Check the condition of the machine at the end of each day and report any damage or defects.

REMEMBER: In the event of death, serious injury or a dangerous occurrence you must notify WorkCover. For further information or if in doubt over the use of this equipment, contact the hirer and ask for instructions.

This Safety Information Card contains general safety information only and should not be relied upon as a substitute for professional advice.

E - Commerce

Can it be profitable?

The Internet is like a sleeping giant, that has awakened and threatens to take over the world.

Originally designed as a network between computers to be used during the cold war, it now promises to be, in many peoples minds, the alternative avenue for commercial activity.

At present the business and financial sectors clamour to jump on the internet bandwagon, driving the value of internet related companies to unrealistic heights. Trading in internet stocks has almost become an industry in its own right.

Computers are about to enter into the next stage of their technological development. The desktop computer, as we know it, may soon be replaced by a terminal or a voice activated component., via a telephone or TV set. But, what ever the outcome of their development they will be designed to accommodate the internet as everybody is convinced the internet is the communication avenue of the future.

The internet has already revolutionised the distribution of software by providing the avenue to download software programs to anywhere in the world directly from the world wide web.

But, this is seen by by internet enthusiast as the tip of the iceberg of future electronic commerce activity.

In America recently a computer company advertised free US\$1,000 computers to all who signed up for five years subscription on the internet.

This confidence in the internet is not placed on any present viable activity but, that the internet lends itself to commercial dealings which will be developed in the future. All that is necessary is for someone to come up with a way to make a profit from electronic commerce. So far this has eluded those that are involved.

On face value trading via the net is a very cost effective addition to conventional methods,

America with 40 million consumers on line already has a growing market.

All that is necessary is a computer, web site, list your goods or services on your web site and wait for the e-mail orders to come in.

But as many are finding out turning internet trading into a profitable venture is a bit more difficult.

Amazon.com is a typical example of the internet mania that is sweeping the world. It started selling books over the net from a garage. It went public in 1996, Since then the have added CDs, videos and pharmaceuticals to their range and boast of having 6 million customers online. Twelve months ago its shares were trading at

US\$15. They are now trading at US\$172 despite managing to lose over US\$150 million in the last three years and they expect the losses to continue

Critics cite their inability to turn these impressive figures into profits after three years of trading as an example of the vulnerability of e-commerce

Executives at Amazon.com claim their business strategy has been focussed on establishing customer loyalty through the concentration on customer service. But they are unable to nominate when they expected the company to start making a profit.

Amazon.com is not alone, as other internet traders share a similar fate.

In fact it is hard to find a company that is not losing money through internet trading.

Justifying pouring money into a losing venture is difficult but, such is the confidence in the future of e-commerce.

While internet trading has some advantages it also creates problems.

Some of these are;

- Everybody must entice customers to their web site. This generally means an advertising campaign to promote your site. Finding the right one can be costly.

- The internet is an open source venue. Creating a very competitive environment. Anybody can visit your site note your prices, then undercut these prices on their site. Price wars are part of the culture of web trading.

- How do you know by trading on the net you are not driving your existing clients into net trading, thereby making them open targets for all?

But the business sector in general is ignoring the lack of profitability of internet trading or any other apparent downsides at present, looking to the future potential.

Sales online reached US\$8billion in America last year, but e-commerce enthusiasts see this figure multiplying dramatically in the future.

Rental Industry

Certain commercial activities such as retailing books, cds, music tapes, conducting auctions and booking airline tickets etc appear tailor made for internet dealings. But it does not mean that all industries will find markets on the net.

The depth of involvement of the Rental Industry in e-commerce will be determined further down the track, .American rental companies have not yet tailored their operations to on line trading. Obviously content to sit back and monitors developments and assess the successes and failures of the trailblazers.

But, while rental may not seem to lend itself to full on line commercial activity at the moment the future development and scope of information technology is unforeseeable. The huge rental companies, at present being developed overseas, will be looking to utilise every benefit that can be extracted from the developments in information technology, which will flow on to the rest of the industry.

No doubt, as understanding of e-commerce grows and the community becomes used to online transactions it should enhance the opportunities of those businesses who are on line.

Australia, has about 4 million internet users on line at present,

Surveys conducted on the business sector in Australia reveal that of those approached 75% were on the internet, but the great majority used it for customer service, product information and advertising,

Only a limited amount of these businesses had established web sites which were being used for e-commerce and this was mainly confined to big businesses. The majority were looking to benefit from the future developments in the marketplace worldwide.

Many of the companies with web sites are encouraged by the number of "hits" or visits to their site.

But turning these hits into sales can be an elusive task.

Whether our small population and the potential customer base of businesses in Australia make it viable to

invest in, marketing and maintaining a web site for e-commerce depends entirely on the individual company, and its type of transactions. For the moment the amount of e-commerce in Australia is minimal. But, we are in the position of being able to reap the benefit of the trials and errors of companies overseas as they endeavour to utilise the net to best suit their business.

At this stage it is highly unlikely that internet trading will bring any more business. Basically it is a customer service. But, the availability of internet trading is something customers are going to expect, so businesses may have to offer this service in order to compete.

Opinions on e-commerce differ.

To some the internet it is a financial bubble which will burst shortly bringing those involved down to earth with a thud.

To others it is a global supermarket with unlimited potential for future commercial activity

Whether we become a race of internet traders depends on to a great degree how the product is presented and promoted.

If the vendor can present a cost effective, user friendly way for the consumer to purchase goods or services via the net, there is no reason why they will not go down this convenient path.

But, some one must find a way of doing it profitably

The business sector eagerly await the pathfinder who will show them the way.

HIRE INDUSTRY BLASTER

A new heavy duty 4,000 psi pressure cleaner designed specifically for the Hire and Construction Industries has been released by Australian Pump Industries. Called the "Eco Clean BB400 Hire Special" the machine incorporates a Big Berty 4000 psi pump with 6000 psi turbo capability!

As a result of extensive testing by API Engineers and consultation with customers in both the hire and construction industries, the machine is enclosed in a newly developed "Smart Frame". The smart frame is galvanised for corrosion resistance and includes a number of features not found in conventional machines. These features include 4 handy tie down points, a centrally mounted heavy duty lifting bar with lifting eye facility, bolt on removable side bars for ease of serviceability and an integrated hose rack that doubles as a bumper bar and push handle.

Australian Pumps Hamish Lorenz said "We also built in a convenient gun lance mount that helps protect the machine's accessories and is convenient and user

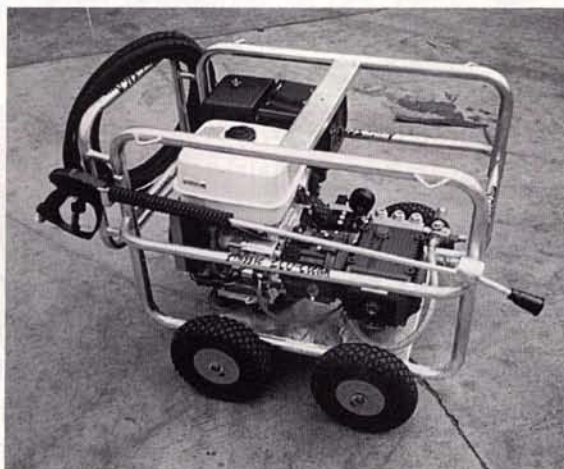
friendly".

The 4,000 psi pump delivers a whopping 15 litres a minute flow and is driven by a Honda 13 hp overhead valve engine with oil sentry cut out. The standard configuration includes electric start.

The pump comes complete with an integrated unloader and also comes with a thermal dump device to protect the pump from excessive by-pass running.

Heavy duty pneumatic tyres, mounted on close centred axles for ease of manoeuvrability is also included as part of the standard kit. An Arrowline 4,600 psi rated gun and lance are also included in the accessories kit.

Further information on the above press release is available from:



The new Aussie Eco Clean 400psi Maxi Blaster with smart frame

Warwick R. Lorenz
Australian Pump Industries
7 Gladstone Street,
Castle Hill NSW 2154,
Tel (02) 9894 4144,
Fax (02) 9494 4240.

Gallagher Security Fence

Gallagher Security, are suppliers of the Gallagher Security Power Fence™, a cost effective and reliable form of perimeter security that provides an active deterrent as well as detection

Campbell Ring, National Sales Manager, states that the electric fence form of perimeter security is one of the most reliable forms of perimeter security he has seen and that statement comes from three years in the security industry and sixteen years in the New South Wales Police Force. : My first concern was safety and legality but the Gallagher Power Fence™ is installed to meet Australian Standards 3016 and 3129 and there is also a Gallagher Code of Practice."

The Gallagher fence can only be installed by accredited and trained installers and is sold through a network of trained dealers.

The concept of the electric fence as a perimeter security application originates from the agricultural industry. Gallagher are leaders in rural applications and they have turned their knowledge into developing the Gallagher Power Fence.™ Since its introduction to the

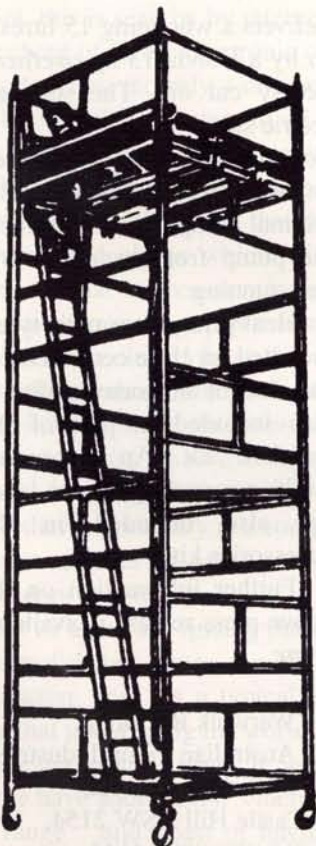
Australian Security Market the product has shown a steady growth and acceptance as become disillusioned with traditional forms of perimeter security. The most common forms of security perimeter security, photo beams and guard wire are prone to false alarms and only react once to penetrator is inside the premises. the electric fence reacts whilst the offender is on the outside and due to the way it is constructed will only go into alarm when a genuine attempt to enter the premises is made.

Whilst still in its infancy the fence can be seen on numerous industrial sites the country, including hire centres, transport yards, car yards, freight yards, government utilities and prisons.

"The problem just went away," is this most common thing heard by Campbell Ring when visiting existing customers.

For any further information, or a list of accredited dealers, you can contact Campbell at Gallagher Security on;

(02) 9684 1777 or 0419 206 712



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FIBREGLASS LADDERS
WOODEN LADDERS

ALUMINIUM TOWERS
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Designed for the Hire & Rental Industry

NO-BOLT Aluminium Mobile Scaffolding has been designed with quality in mind. Using aluminium with a wall thickness of 4.7mm is lightweight, yet strong enough to withstand the abuse handed out to hire equipment. A simple design for easy handling, stacking and erecting. Fully D.L.I. approved and guaranteed.

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MANUFACTURER CALL
NOW TOLL FREE
1800 331 478



**BOSCH Heavy Duty
Rotary Hammer Drill
GBH 4 DFE (11236-7)**

• Drilling Ø in concrete with SDS-max bits	4-30 mm
• SDS-max core cutter in masonry	80 mm
• Recommended drilling range	8-24 mm
• Torque at drill bit	approx. 110 Nm
• Power input	750 W
• Power output	700 W
• Rated speed	100-240 rpm
• Impact rate at rated speed	1200-2800 rpm
• Single impact rate	4-9/11J
• Weight	7.5 kg
• Part number	0 611 236 737

**BOSCH Heavy Duty
Cordless Drill/
Screwdriver
GSR 12 VE-2 (1948-5)**

• No load speed	0-400/1400rpm
• Torque range	1 -10 nm
• Torque at drill pos. (hard joint)	47 nm
• Torque at drill pos. (soft joint)	30 nm
• Battery	2 x 12V/ 2.0ah
• Battery charge time	21 min
• Spindle Thread	1/2"
• Quick release chuck	1-13 mm
• Weight	2.1 kg
• Part number	0 601 948 588



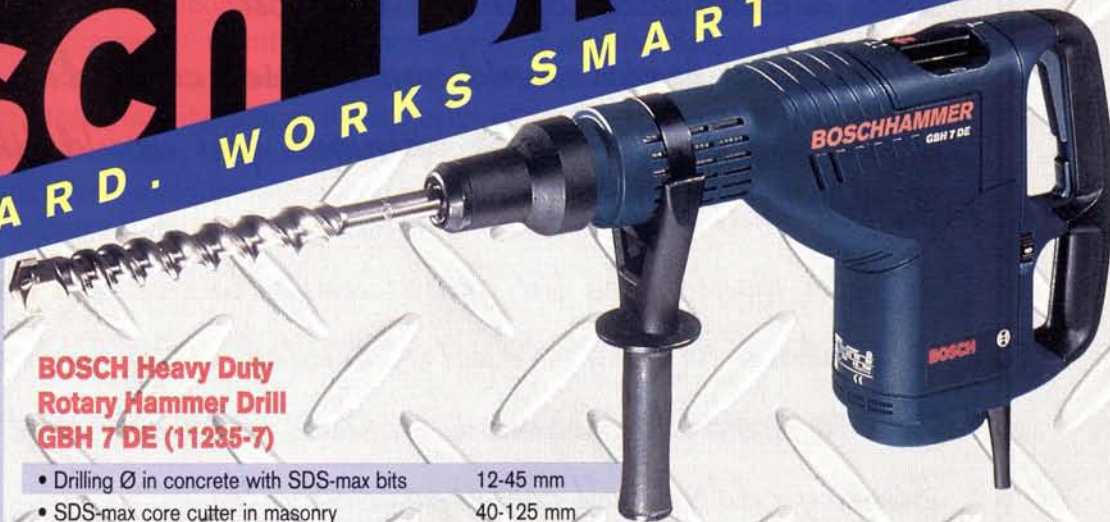
Bosch Blue
WORKS HARD. WORKS SMART

Bosch SDS-max rotary and demolition hammers are superior performers in drilling and chiselling with state-of-the-art technology, safety and comfort. Low loss power transmission ensures maximum performance at low forward pressure from the operator. The most modern toolholder system with dust protection gives maximum service life and insert tool changes in a flash. And there is more: For example the service display that indicates when a service is due 8 hours beforehand or Bosch Vario-lock for flexible chiselling.

Added to which comes Constant-Electronic control, safety clutch, vibration damping and many more. One example for great performance in concrete is our Bosch 7 kg rotary hammer GBH 7 DE with Turbo Power. It has 20% more power and an impact rate of 11J - unique in this hammer, class. For world beating material removal rate.

**BOSCH Heavy Duty
Rotary Hammer Drill
GBH 7 DE (11235-7)**

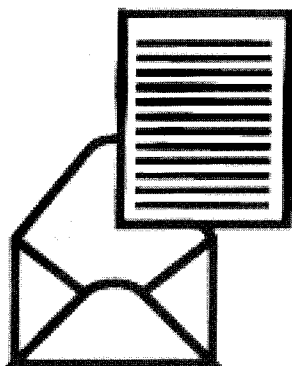
• Drilling Ø in concrete with SDS-max bits	12-45 mm
• SDS-max core cutter in masonry	40-125 mm
• " " " /breakthrough drill bits	45-80 mm
• Recommended drilling range	25-40 mm
• Torque at drill bit	approx. 150 Nm
• Power input	1150 W
• Power output	700 W
• Rated speed	100-240 rpm
• Impact rate at rated speed	1200-2800 rpm
• Single impact rate	4-9/11J
• Weight	7.5 kg
• Part number	0 611 235 737



For further details

Phone: 1800 804 777 Fax: 1800 819 520

GOOD. BETTER. BOSCH



Letters to the editor

Did you attend the recent National Convention and Trade Show. If so what were your impressions?

How do think it could be improved ?

What is your impression of the hire industry in Australia?

Do your think it is over regulated?

What other aspects of the industry are causing you concern?

How do you think the Hire & Rental Association can best service your needs?

Do you see the GST as being beneficial to your business?

What do you think of the Hire & Rental magazine?

Does it cover areas of interest to you?

What other topics would you like see covered?

Have you any views or opinions you would like to express on industry related issues?

If you would like the opportunity to express your views on any of the above or any industry related issue we are introducing a letters to the editor segment starting with the next issue.

Simply address all correspondence to;

Letters to the editor

P.O. Box 308

Rose Bay 2029

or fax

(02) 9389 8348

Elevating Work Platform Association of Australia Inc.

National Report - May 99

It has been a busy time for the EWP industry with high levels of utilisation being achieved by members in a market that continues to experience growth. The first half of the year is also traditional time for Trade Exhibitions and Conventions in the USA and Europe with our members being well represented at these events. In relation to this we have just finished our own exhibition held under the Hire and Rental Association banner at Melbourne in early May.

This was a particularly well run show thanks to the hard work of Gary Kerr, Mal Barnett and their team. It was the first exhibition for 18 months due to change of scheduling and the industry was ready and waiting! It was an excellent showcase for the EWP industry with major input from our members including suppliers, manufacturers and rental fleet owners. The concept of a Field day was well received by exhibitors and delegates alike and certainly needs to be the centrepiece of next years convention as it gives the suppliers the opportunity to demonstrate what their products are capable of, as opposed to just a static show with lots of talk!

Association News

It has been a busy time for the EWPA as it is membership fees season! It is pleasing to report that we now have over 250 members up from 210 a year ago. The other pleasing aspect of this growth is the rise of end user and track-mounted members, which confirms that EWPA truly represents the industry. Thank you to all the members for your support of the Association.

At the last National meeting in Melbourne on 5th May the revised Code of Ethics was approved. The key change was the inclusion of member's adherence to Australian Standards AS1418 and AS2550. The next step is for all members to work towards conformity with the requirements of the Codes. A Code of Ethics means nothing unless the majority of members adopt the policy of self-regulation and adhere to the Standards laid down by the EWPA. This can be a painful perception of the industry and we may lose some members along the way but the rewards include improved public perception of the industry and maybe even reduced insurance premiums?

The Training Program is also undergoing some major changes and it is hoped to have a scheme nationally accredited and in place before the millennium bug strikes! Excellent work on the manual has been carried out by Northern Melbourne Institute of TAFE and a major review meeting is scheduled for early June. All members will be kept informed of progress in this key project.

Finally, if you are not a member of the EWPA but are involved in the Access Industry don't delay - join today!

Phil Newby
Executive Director

Mike Wilton
President



Yanmars mini excavator range

Yanmar's Mini Excavator range of Zero "tail swing" excavators is now one of the most comprehensive in the 1 Tonne to 7 Tonne operating weight class with 5 distinct models now being available in Australia. They are;

	Operating Weight	Max Digging Depth	Dump Height	Boom Swing L/R	Bucket driving force
V105	1500kg	2.1 metres	2.59 metres	50/90°	1400kg
V1030 - 1	2970kg	2.95 metres	2.91 metres	60/80°	2700kg
V1040 - 1	4020kg	3.7 metres	3.55 metres	70/70°	3200kg
V1050 - 1	4520kg	3.8 metres	3.9 metres	70/70°	3700kg
V1070	7350kg	4.4 metres	4.92 metres	68/58°	5590kg

Some of the design features include;

- Advanced three - pump hydraulic system, allowing a faster and smoother cycle working time.
- Neater hydraulic hose routing, and rear slanting engine bonnet for greatly improved all - round visibility.
- "Walk - through" type operators compartment for easy access to the seat from both sides on the canopy model
- Rigid rear side protectors to security guard the vulnerable rear bonnet seat.
- Increased digging power for optimum performance.
- Factory air conditioned cabin available on the V1050 - 1 and V1070 models.

The new Super V10 Series are the V1030 - 1, V1040 - 1 and V1050 - 1, which were introduced in July 1998.

And they feature;

- Track Rollers that are offset to give better balance from the overall same width of track.
- Longer track length which increases front and rear stability on uneven surfaces.
- Larger hydraulic cylinders and priority two pumps, hydraulic flow to the dipper arm increases speed and break out force which reduces the cycle time.

- Two speed travel

All of the Super V10 Series are available in canopy or cabin models, with steel or rubber tracks, and an optional pattern change lever is also available

Yanmar in 1995 was the pioneer of "Zero Tail" swing excavators which were designed for working in confined spaces and continues to develop and upgrade their range to ensure that it remains a leader in new technology and performance



A line up of the current Yanmar range outside Tutts-Tat Hong head office at 6 Ferngrove Place, South Granville



MUSTANG™

Skid Steer Loaders

The next generation in quality & performance

The Hirers & Contractors choice

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(08) 8243 1422

Be on the lookout for this Stolen Equipment

In an effort to combat the continual spate of stolen equipment in the Hire Industry we will be featuring a stolen equipment segment in each issue of the magazine.

This will give those who have equipment stolen to list all the descriptive details (registration numbers, part numbers, serial numbers etc) in the magazine.

The publication of this information to the industry may help in the recovery of some of the equipment.

STOLEN

Kubota G1800S ride on mower
Engine No. 10039
Serial No. 12935
Painted orange with Equipment Hire Service written on the side of the 8' X 5' trailer
Registration No. AJ 3889

Contact
Equipment Hire Service
Tel: (07) 3349 1731

• • •

STOLEN

Case 580L Loader/Backhoe
1992 2WD w/4 in 1 Bucket.
Serial No. JJh0015275.
Engine No. 21120555
Rego. No. Qgr-998
Stolen 27/11/98 from Logan Road compound

Plus
Case 580K Loader/Backhoe.
1992. 2WD.w/-4 in 1 Bucket
Serial No. JJh0015243
Engine No.21119113
Rego. No. QGR-667
Stolen 1/5 - 3/5/99 from Logan Road compound

Contact :
Alan Jenkins
Tel: (07) 3834 5924
Fax: (07) 3834 2199

STOLEN

12.5kva single phase gen. trailer mounted
Make Kubota
Model GV1120 - 50 -B
Serial No. WA 373 - 10
Reg. No. TAT 402
Engine Type Kubota
Engine model V1902
Engine serial No. V1902 28788
Year of Manuf.. 1986
Stolen from Wreckair premises March 1999

And

12.5kva 3 phase Generator, skid mounted
Make Denyo
Model DCA155PK2
Serial No. 5313386
Engine Type Kubota
Engine model D1703KB
Engine serial No. D1702.14296
Year of manuf.. 11/ 1998
Stolen from customer site 2 - 4 April 99

Contact
Jim Marshall
Wreckair
(08) 8349 4922

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-aways courtesy of Suppliers

Sunday 13 June

Trade Show and Exhibits from

Morning Tea

Lunch

served close to exhibition area.

Round Up Meeting

With Qld President David Johnson

Afternoon tea and conference closure

9am

10.30

(12 TO 1PM)

2pm

3pm

All enquiries Sharlene, Northern Roundup Co-ordinator

Tel: (07) 3851 4777 Fax: (07) 3851 4788

Baytex Relocated and Rolling

Baytex are now firmly established in their location at Mt. Maunganui - that's the oceanside part of Tauranga not far from the Port.

We are now in a purpose built 2200 square metre building on a spacious site that will give us room to grow in the future. All working areas have been roughly doubled in size with a notable feature being a mezzanine loft area specially designed for our marquee Lining production. We are very proud of it and all who have seen it have been impressed. If you're in Tauranga please give us a call, we're always pleased to show it off.

The Australian Hire Convention has been and gone in it's new autumn time slot and Baytex was represented this time by Fred Swanepoel and Trevor Vile. Trevor has been to Australia on several occasions before and is already well known to our Australian customers, but it was the first time for Fred, who is a recent arrival from South Africa.

They reported an excellent show with good attendance suggesting that the move to May wasn't such a bad idea. They had a good range of products to sell and were more than satisfied with their success.

Baytex Pole Marquees continue to attract interest from a broad spectrum of the market place in spite of ongoing attempts to denigrate them and a lot of the

interest at the show entered around the Baytex Electron range. People are recognising that the Baytex Electron is a quality high performance Pole Marquee that compares very favourably with the best Frame and Structure styles.

Of particular interest is Baytex's move back into Circus Tent manufacture with several very sophisticated new designs either completed or on the drawing board.

The big Moscow Tent we built for Weber Bros Circus has toured Australia several times and is proving a show stopper where it goes. More recently we have completed a smaller 35 metre diameter Big Top for Webers N.Z. tour and this was set up for the first time just before Christmas. New design, new technology and new materials are bringing forward more exciting new developments in the Big Top market, many of which will be incorporated into forthcoming rental tent designs.

Several of Circus customers have large tents available for rental and with the forthcoming Millennium celebrations in mind we will be happy to put readers in touch with the appropriate organisation. If you do get an enquiry for a tent venue outside the size of the normal rental inventory please give us a call, we may be able to help.



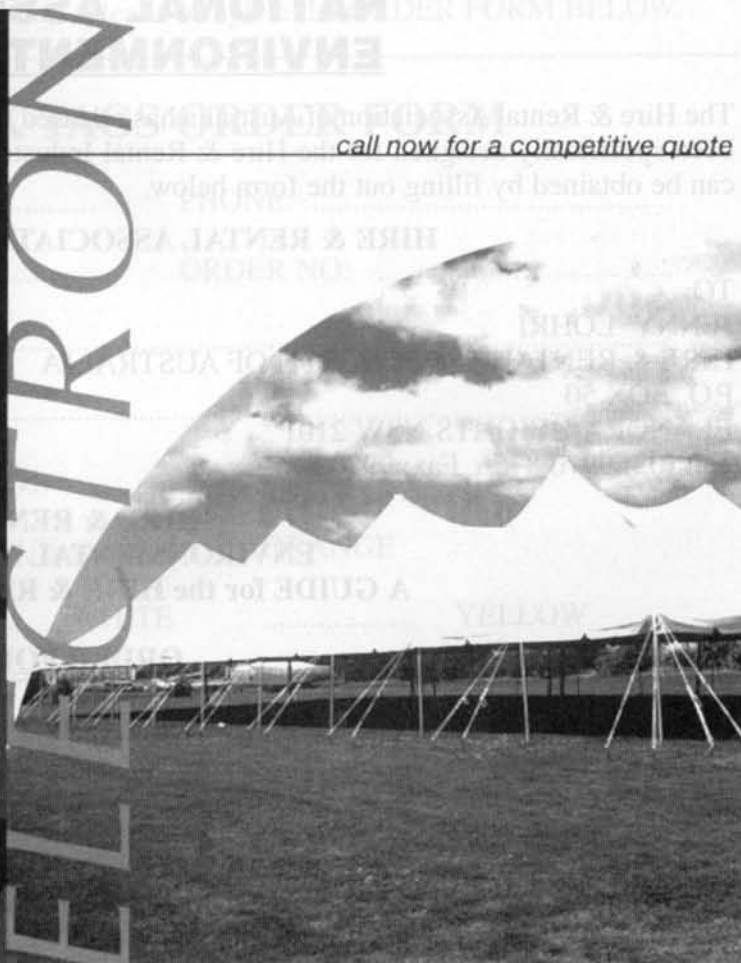
Electron
Simply Spectacular!

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



call now for a competitive quote

ELECTRON

Futuristic Pressure Cleaner

The Aussie Eco Clean division of Australian Pump Industries has released a new sleek, futuristic design pressure cleaner called the FT (Futuristic Technology). Loaded with features, the new machine is claimed to produce the optimum cleaning power within the limitations imposed by the use of single phase power supplies.

The combination of a whopping 130 bar pressure performance (1 900psi) with 11 litres per minute flow provides tremendous impact enabling the machine to get cleaning jobs done faster than lower pressure single phase machines. Reflecting the markets requirement for more heavy duty robust machines, Australian Pump engineers have come up with a machine that uses a unique blend of diecast aluminium and polypropylene to provide the heaviest duty chassis/frame in the business.

"We chose to use diecast aluminium for the side skirts because in our experience, many machine are damaged in factories or in farms in that

area. This way the pump gets maximum protection from possible impact" said Aussie Pumps Product

Manager, Hamish Lorenz.

The Aussie FT series (futuristic technology) also offers a series of other user friendly features. These include integrated detergent tank with automatic suction system, integrated cable and hose racks and conveniently located gun/lance holders.

Best of all, for optimum machine life, the pumps comes with built in total stop protection that turns the unit off when the operator releases the trigger. Thus the machine is protected from excessive bypass running, the biggest single cause of failure in any high pressure cleaner system.

A heavy duty double lance and high pressure gun is provided as standard equipment. Options include a heavy duty professional turbo lance, sandblast kit, lance extensions, rotary brushes and a unique new hovercraft style rotary cleaner for flat surface cleaning.

Further information on the revolutionary Aussie FT series is available

from Australian Pump distributors throughout Australia.

For information on this release contact Warwick Lorenz from Australian Pump Industries on Tel: (02) 9894 - 4144.



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:
 JENNY 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.

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 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

BRIGGS & STRATTON GEARS UP LISTER-PETTER DIESEL RANGE

Briggs & Stratton Australia has announced the management team appointed to drive its Lister-Petter diesel engine distribution through Australia and New Zealand.

Briggs & Stratton (B & S) recently took over the Lister-Petter diesels sales and spare parts responsibility. Subsequently all spare parts stocks, dealer appointments and stocking of new engines in Australia has been transferred from the previous incumbent to Briggs & Stratton Australia.

Key responsibility for Lister-Petter products lies with Steve Newman, a long standing Briggs & Stratton Australia employee who has recently returned to Australia from New Zealand where he headed the company's New Zealand operations.

Steve Newman as Marketing Manager for diesel engines is based at Briggs & Stratton's Australian headquarters and central warehouse facility at Hallam, near Dandenong Vic.

In addition, Briggs & Stratton general manager, Peter Henery, has announced the appointment of Paul Gwynne (Queensland), Paul Lohmeyer (NSW) and Ian Thompson (Victoria) as the respective sales and service manager for each market area.

Peter Henery added that B & S will distribute Lister-Petter diesel engines "in our normal orderly fashion.

Manufacturers will be backed by the traditionally strong level of original equipment manufacturer support through the further development and expansion of a national Lister-Petter diesel engine dealer network".

Peter Henery said "in fact we are already achieving virtually one hundred percent ex-stock availability on Lister-Petter diesel spare parts and consumables out of our Melbourne central warehouse".

The Lister-Petter range of diesel engines has earned a worthy reputation in Australia's rural, marine, pumping and power generation markets since the British based engine manufacturer, which was founded in 1872, commenced exporting engines to the rest of the world in the 1880's.

In fact, there are still many early Lister-Petter diesel engines which have achieved outstanding service levels with nothing more than the regular addition of fuel.

Today the Ester-Petter range offers diesel power for most applications from 2.1kW (2.8hp) to 120kW (161hp) as either air or water cooled engines with a choice of direct or indirect injection, natural aspiration or turbocharging.

A full specification on the Lister-Petter diesel engine range can be obtained by contacting Briggs & Stratton Australia on (03) 9796 4900.

New Zealand News

New CEO for NZ Hire and Rental Association

Following an extensive survey of the members the board has appointed Mark Sinclair as the full time Chief Executive of the Hire and Rental Association. Mark commenced the new position in mid May and has for the last few weeks been involved in a very steep learning curve. His primary objective over the next three months will be the development of a strategic plan that will take the association forward as a more effective representative of the industry and its members.

Effective 1st June 1999 the Associations offices will be relocated to Auckland. The new contact details will be advised in the next issue.

22nd Annual Convention and Trade Show

A reminder that the Association Annual Trade

Show and Convention will be held in Hamilton NZ from the 24th to the 26th August. An invitation is extended to all Australian members and exhibitors to attend what we believe will be our best Convention yet. New Zealand members would welcome the opportunity to repay some of the fine hospitality that they received at the recent Australian Convention.

Mark can be contacted as follows;

Phone: (09) 575 6645

Fax: (09) 575 6642

Email: camann@best.net.co.nz

Post: 52 The Parade

St. Heliers

Auckland NZ

HONDA GC ENGINES DESIGNED FOR TOMORROW, HERE TODAY

The GC Series range of engines is one of the most technologically advanced on the market according to Honda Power Equipment, and makes full use of Honda's car engine expertise.

"The GC Series offers high performance, durability and reliability, light weight, and an innovative design, all at a very competitive price," said Honda Power Equipment National Marketing and Sales Manager John Wilson.

"The GC Series engines are the first single-cylinder engines to use an overhead camshaft (OHC) system driven by an internal belt.

"This system makes the GC lighter, more powerful and more fuel efficient than competing engines."

The GC Series engines produce more power from a smaller, lighter block than conventional side valve engines.

The 'uniblock' design of the GC Series reduces the thermal distortion of the cylinder.

Reduced thermal distortion helps maintain an optimum seal between the piston rings and the cylinder, and minimises oil and fuel consumption.

"Proven features of the GC Series engines, such as OHC design, specially treated piston skirt and intake valve, chrome-plated top piston ring and oil control ring, provide long life in all types of operating conditions," Mr Wilson said.

"To enhance reliability, a high capacity air cleaner system, electronic ignition system, mechanical centrifugal governor and the proven side-draft carburettor are standard features."

The GC engines have side mounted fuel tanks to keep overall height low, and the engine cover, recoil and fuel tank use special materials to reduce engine weight without sacrificing strength.

The OHC design reduces engine maintenance by providing a cleaner burning combustion chamber.

Valve adjustment is made easy by providing automotive-type adjusters, while a maintenance-free transistorised ignition gets rid of annoying ignition tuneups," Mr Wilson said.

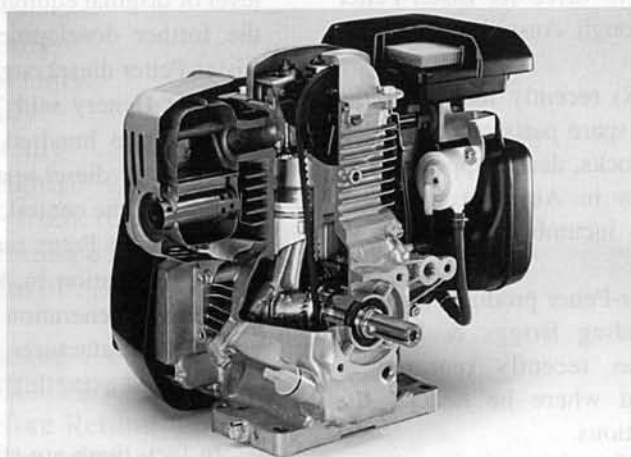
The carburettor bowl drain system makes fuel inspection easier, while oil changes are simplified by a

hex-head oil drain bolt for the horizontal shaft version and quickly removable oil filler cap for the vertical shaft version.

"Honda's GC engines are quick and easy to start, and provide many hours of reliable operation, so they're quickly becoming the engines of choice for residential applications," Mr Wilson said.

For further information, please contact:

John Wilson
National Marketing
and Sales Manager
Honda Power
Equipment
Ph: (03) 9270 1111



The Honda GC range of engines is one of the most technically advanced on the market, featuring overhead camshaft design, uniblock construction, and automotive - type valve adjusters.

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Tutts-Tat Hong	40
Trilogy	I/F/Cover



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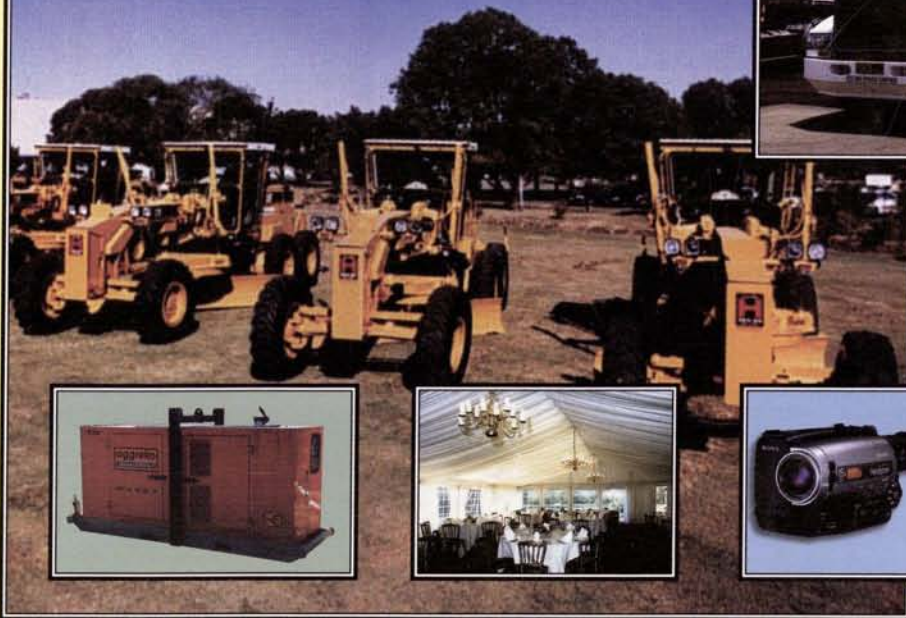


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