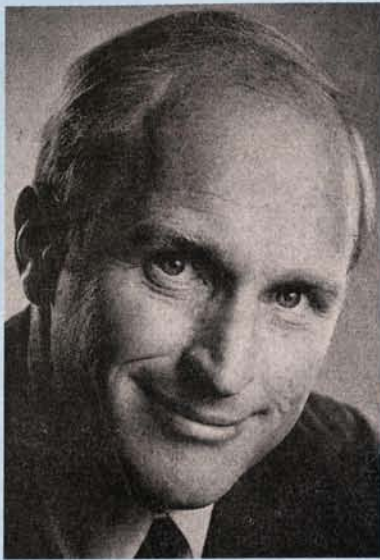


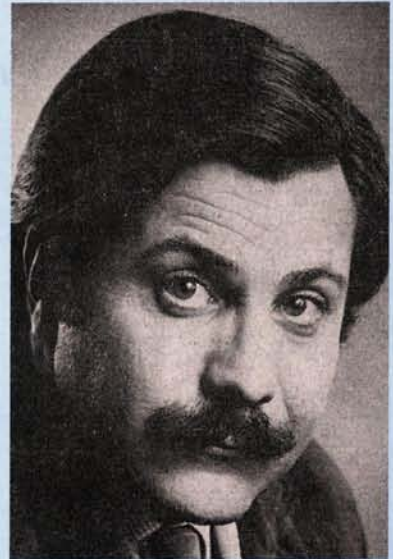
Hire and Rental Industry Quarterly

Official Journal of the Hire and Rental Association of Australia

August 1999



Neville Kennard



Gordon Esden



Greg Page



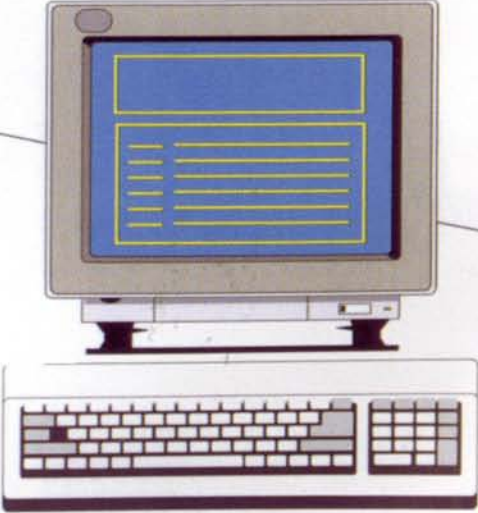
Barry Macdonald

*The History of Hire in Australia
Some of the pioneers*

THE LEADING AUSTRALIAN OWNED SOFTWARE PACKAGE FROM TRILOGY

TRACS

THE AUSTRALIAN HIRE STANDARD



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



PROVIDING COMPLETE BUSINESS SOLUTIONS TO THE HIRE INDUSTRY

EMAIL.bruce_davies@trilogy.aust.com

SYDNEY ■ MELBOURNE ■ CANBERRA ■ PERTH ■ BRISBANE
CONTACT BRUCE DAVIES ON: PHONE (02) 9330 0403 FAX (02) 9317 3275



National Association

President: Gary Kerr
Tel: (03) 5278 6011
Fax: (03) 5278 8398
Executive Director: Phil Newby
P.O.Box 50
Elanora Heights NSW 2101
Tel: (02) 9970 8756
Fax: (02) 9970 8759
Mobile 0417 212 627
E-mail: safeaccess@msn.com.au

New South Wales

President: Peter Lancken
Tel: (02) 9747 6788
Fax: (02) 9747 6661
Executive Officer: Jenny Lohri
P.O.Box 50
Elanora Heights NSW 2101
Tel: (02) 9970 8756
Fax: (02) 9970 8759

Victoria

President: Gary Kerr
Tel: (03) 5278 6011
Fax: (03) 5278 8398
Secretary: Christiane Darmann
VECCI
Employer House
50 Burwood Rd.
Hawthorn Vic. 3132
Tel: (03) 9251 4377
Fax: (03) 9818 3686

Queensland

President: David Johnson
Tel: (07) 3805 1855
Fax: (07) 3805 9272
Secretary: Sharlene Watson
Tel: (07) 3851 4777
Fax: (07) 3851 4788
P.O.Box 118
Ferry Grove 4055

South Australia

President: Brian Goudie
Tel: (08) 8447 2911
Fax: (08) 8341 2150
Secretary: Jeff Brand
Tel: (08) 8300 0093
Fax: (08) 8300 0001
136 Greenhill Rd.
Eastwood 5063

Western Australia

President: Richard Crommelin
Tel: (08) 9345 3460
Fax: (08) 9240 1271
Secretary: Lisa Coles
13 Wheatley Drive
Bull Creek 6149
Tel: (08) 9310 9345
Fax: (08) 9310 9344

PRESIDENT'S MESSAGE



The move towards a fully national association is gathering momentum. The work that the Executive Director has been doing to get the house in order so to speak is almost completed. His efforts in organising the National Membership list, Financials and budgets and Constitution are to be commended.

Phil is now directing his efforts in organising income earning streams for the association. A credit card scheme with the banks that will reduce the commission fees to members, a web page that is almost up and running, sales of stationary and safety sheets and a deal with a motor vehicle consultant where members can purchase vehicles at fleet discount prices. This is just the start of what benefits everybody will be able to obtain by being a member of the national association.

All states have previously committed to a truly National Association in time but over the last few months I am constantly hearing from members wanting to know when will it take place. It seems some states are struggling at this present time to attract members to take on roles on future committees. At the last Victorian August general meeting I asked the question of the members present who would nominate for positions next year. It was very disappointing that nobody at that meeting indicated that they would apply for any role on the committee.

I also believe that this same situation has arisen in other states. This to me is totally unacceptable. In Victoria as the President I am not going to wait until the Annual general meeting in February to find that very few people will have nominated for a committee position. Members at that meeting were also concerned about the future so they have given me a direction that the National body should submit to them a model structure of the association as soon as possible.

At the last National general meeting in I Instructed all State Presidents to submit to me their model structure of a National Association because I believe the time to act is now. The future of this industry association cannot be jeopardised by the apathy of individuals. At every states future general meeting this should be the number one item on the agenda.

The main stumbling block to most states dissolving and joining the National body is their treasured funds. This can be easily overcome by having a bank account where state funds can be placed into an account and be used by that state for any activities it wishes to use it for. Distribution of the funds can only be made by that states committee.

The present state Presidents desire is to have a truly national Association. This is also the desire of most of the members. We are only delaying the inevitable by being negative about the future of the association. The time to act is immediately, not wait until next year to find out we should have done it last year. We have to ignore the minority individuals or groups that cannot accept change. The National association is for the benefit of every member and state not for individuals and those who believe in its future will make its success assured.

Finally I would like to take this opportunity to say to all members who want to have some input on this matter to take the time to fax. Me on 03 52788398 your comments will be greatly appreciated
GARY KERR.

A couple of noteworthy dates coming up

There two very important dates on the horizon which will affect businesses greatly in the upcoming future.

The first of course is the 1/1/2000.

The year two thousand bug is about to descend upon us. It is impossible to predict the outcome - it will depend on the amount of preparation we have done both as an individual and for our business.

One of the frustrating aspects of the year 2000 is that no one knows what the compliance costs - if any, will be.

But by now everybody should have addressed this issue in preparation to the best of their ability.

The other is the introduction of the GST.

Again it is going to be a trial and error theme.

There are a broad range of views as to the benefits or damage it will do.

To put things in their right perspective - no one knows until it is functional what affect it will have.

But basically it makes all businesses tax collectors.

The eventual abolition of wholesale sales tax is one aspect of the GST that business in general will applaud, as it has been advocating this for quite some time.

But whether this will compensate for other costs remains to be seen.

It is reasonable to expect that there will be a compliance cost, such as the introduction of the GST to computer systems, the extra cost of administration, the extra cash flow needed to meet payment deadlines etc.

The Hire Industry because of its type of operation which involves multiple transactions, especially those involved in short term hire, may well find itself under the pump

The question of how the government is going to assess industries like hire in relation to others will be interesting.

A retailer buys goods and sells them and pays the GST.

The hire industry generally has a huge range of product, which they have paid sales tax on and now will be asked to continually pay GST on each hire transaction of that equipment.

In essence the GST will, in many cases exceed the cost price of the goods. Making hire one of the governments best "collectors."

But at the same time placing pressure on the cash flow of the business to meet GST deadlines.

It is hoped that the government treats each industry separately and provides concessions which will compensate for the double tax situations which the hire industry will be subjected to.

Although the GST has been approved the debate hasn't yet begun.

It is a mine field which all businesses are going to have to traverse but, unless the government concedes some concessions there are going to be a few casualties along the way.

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.

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

Contents of this magazine are subject to copyright and cannot be reproduced in any way or form without the written permission of the editor.

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

Publisher:

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

Editor

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

Film Production

Colours
Level 3 - 46 Holt Street
Surrey Hills
Tel: (02) 9331 4333
Fax: (02) 9331 5922

Hire and Rental Industry Quarterly

Association News

Presidents Message	1
State news roundup	30
New Members	32

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

Occupational Health & Safety

New Safety Cards	40
------------------------	----

Industry News

Stolen - Be on the lookout for this stolen equipment	39
---	----

New Products

Ingersoll-Rand Plays key role.....	15
in Benchmark Motorway	
Haulotte's Vertical Mast Platforms	17
Honda honing in on home mower market	18
Single or double side hedge.....	24
trimmers from Kawasaki	
Adaptable Sanders for small to large jobs	27
Let Bosch's heavy duty	34
drill/ drivers take charge	
Haulotte's H21TX Telescopic Boom Lift	45
Pump saver from API.....	45

Regular Items

Upcoming Events.....	11
Trade Tips	43
Safety Tags.....	46
List of Sticker	47
Advertisers Index	48

FEATURES

GST

A tax to give us P 5
all consumption
Plus 10 GST strategies
for Business

by Tom Laurence

Peter Walden P 10
Have Generator
will travel

The history of the P 19
Hire Industry
in Australia

The Internet P 28
A financial bubble
or a phenomenon?

Bartell SP8 Performs

The Bartell surface preparation machine is the machine of choice when it comes to milling, grinding or scabbling concrete, asphalt and hardwood surfaces. Removing epoxy resins, painted lines, urethanes and oil and grease deposits.

Accurate, high speed surface preparation can be achieved by utilising a variety of hardened steel or tungsten carbide tipped cutters in cage set-ups tailored for specific needs.

A cutting path of 200 mm wide can be achieved with a working depth of up to 1.3 mm per pass, with an optional edger attachment allowing surface preparation to within 13 mm of a wall. Fine pitch control of the cutter cage height makes the unit responsive to the operators needs and extends cutter life.

The unit comes with sealed bearings for longer life, hexagonal drive shaft, convenient front carry bar and dust control outlet. Combined with a 5.5 hp OHV Robin petrol engine with the option of a cyclopac air filtration system.

The SPS is a rugged machine offering high performance, versatility and profitable returns for your hire fleet investment.

Available from
Flextool (Aust.) Pty. Ltd.

Adelaide
8374 4300

Brisbane
3252 2306

Melbourne
9419 6300

Perth
9451 2077

Sydney
9818 5722

Internet
www.flextool.com.au
Free call outside metro. area:
1800 801 108



Surface Preparation System

Bartell SP8, versatile surface preparation at an economical price



SP8 SPS machine

Remove old coatings, oil & grease buildup, carpet or tile adhesives, traffic lines, oxidation.

Prepare a surface profile before applying new coatings or sealers.

Roughen ramps, loading docks or walkways as a safety feature.

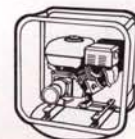
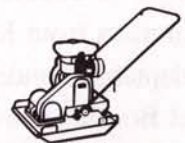
Grind misaligned concrete joints and uneven surfaces.

Cut grooves for safety ramps, dairy floors, or any surface requiring anti-slip characteristics.

Slot asphalt or concrete surfaces for overlays.



Mikasa rammers & compactors



Flextool drive units, vibrators & pumps



Carbide Cutter



Steel Flail



Carbide drum

FLEXTOL (AUST.) PTY. LTD.

• Adelaide 8374 4300 • Brisbane 3252 2306 • Melbourne 9419 6300
• Perth 9451 2077 • Sydney 9818 5722 • www.flextool.com.au
Free country calls: 1800 801 108



A tax to give us all consumption

By Michael Laurence

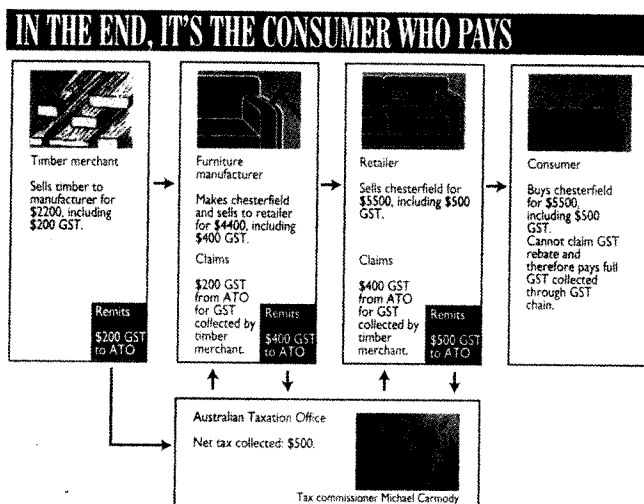
The introduction of the goods and services tax (GST) will be far from smooth. Consumers and businesses will have to steel themselves for scams, bitter disputes between contractors and suppliers, retrospective legislation and seemingly endless amendments to the law.

In some common circumstances, GST will apply not only to goods and services but to other taxes - in other words, tax on tax - unless otherwise specified by the Treasurer. Leased company cars could be subject to double tax, the tax commissioner will have unprecedented discretionary anti-avoidance powers to strike at taxpayers that he believes are avoiding or delaying payment of the tax, GST refunds could be redirected by the tax office to pay unrelated taxes, and bad debts will initially be liable for the impost. This is the untold story of Australia's GST regime.

A principal of the GST consultancy service Gang of Four, Al Smolak, is convinced that the Federal Government and the business community are unprepared for the revamping of Australia's tax regime and the flawed nature of the legislation. "Sure, there is plenty of economic upside with the GST, but that's not the end of the game," Smolak says. "It is time to turn up the heat and get the tax right. Canada took four years to develop its GST but Australia only started getting serious just over a year ago in any meaningful sense. And we are a long way behind in the process, with only 11 months to go."

Smolak Blames much of the unpreparedness on politicians and bureaucrats "GST is a tax on every single transaction that takes place, but there has not been an extended consultation by the Government with business about the tax. Those guys in their ivory towers in Canberra don't know how business is done."

He believes it will take more than 10,000 amendments to optimise the legislation. "But this is nothing to be embarrassed about. The legislation is deficient in a lot of respects, but only after business applies GST will many of the abnormalities start to pop up." Smolak says tax officers sometimes get a glazed look in their eyes when he points out weaknesses in the



legislation.

"It is easy to bag the bureaucrats, but a lot of the delay has been caused by the posturing of the politicians. The bureaucrats have been under a lot of pressure and are now playing catch-up ball."

A partner of KPMG and a widely acknowledged authority on GST, Michael Evans, says: "Australia has entered 12 months of

enormous uncertainty in relation to GST. We are already experiencing a lot of difficulty about how the tax will apply in different circumstances. There are many faults in the GST legislation; it would be amazing if we got it right the first time.

"If you are confronted with the wrong result (liability for GST because of a flaw in the law), the Government should be made aware of the situation," Evans says. However, he foresees difficulties where the law is obviously faulty but the Government's legislative program cannot make amendments quickly enough. "The tax office may then issue a lot of tax rulings that are contrary to what is in the act. But the tax office has been unwilling in recent years to issue rulings in such circumstances."

Here is what the Government has not been telling taxpayers about GST:

TAX ON TAX

Smolak says it seems that GST will apply to the excise already paid on tobacco, alcohol and fuel, as well as to a variety of other state taxes. Division 81 of the GST legislation contains the startling words, "all Australian taxes are subject to GST unless otherwise specified by the Treasurer". Smolak says there has been no official indication as to which taxes the Treasurer intends to exclude from the GST.

The technical director for the Taxation Institute of Australia, Michael Dirkis, says: "GST will also apply (as the legislation stands) to such state taxes as land tax. State stamp duty on the sale of a house is a classic example of tax on tax. Whether these state taxes remain in force after the introduction of the GST will depend on negotiations between the state and the Commonwealth." Dirkis says the states will be reluctant to surrender the revenue from such taxes.

DOUBLE TAX

Smolak says many private individuals with leased cars will pay double tax in the next few years. For a lease taken out between December last year and June 30 next year, the lease price, on which the payments are based, will include wholesale sales tax. However, wholesale sales tax is being dropped as a central part of the GST package. "The kicker is, all lease payments for the period after June 30 next year will also be subject to GST. This means these lease transactions will be double taxed," he says.

There is another rub with leased cars. The fundamental GST system is based on businesses having to pay 10% on the purchase of goods and services, then claiming tax credits for GST already paid in the supply chain - but not so for leased cars in the early years of the impost. As part of special transitional provisions for cars, a business will not be entitled to claim full tax credits for GST on lease payments for cars acquired between the introduction of GST and July 2002. "GST will be embedded in the lease price of a vehicle long after the transitional restrictions are lifted," Smolak says.

Smolak says that instead of having packaged vehicles double taxed during the transitional period, businesses should consider buying their executive fleets, perhaps with borrowed money, or entering hire purchase agreements. Another solution for companies is to delay the purchase of their executives' next cars. However, Smolak says the corporate cultural factor should not be overlooked.

"Are employers going to tell executives that, because of GST, they have to make that four-year-old car last another couple of years?"

DISAPPEARING REFUNDS

Under the legislation, the tax office must pay GST refunds within 14 days of an individual or business lodging a GST return. And the law specifies that refunds be directly credited to nominated bank accounts. However, the GST technical editor at the legal and tax publisher Australian Tax Practice (ATP), Peter Hill, has his doubts. Hill heads ATP's burgeoning GST publishing arm, which includes the monthly newsletter GST Today.

"Two things stand in the way of your refund," Hill says. "First, if you haven't nominated a bank account, the tax office does not have to pay you a refund at all. If the tax office can't find the account, or the account is closed, it can pay you in some other way but doesn't have to. Second, and this will be far more common, your GST refund could be redirected to pay any liability you have to the tax office. This includes PAYG (the new pay-as-you-go withholding tax) and fringe benefits tax. PAYG is not even the employers' tax."

Hill predicts that disputes will arise if the tax office

puts aside GST refunds to cover the taxpayer's future obligations or delays, even unwittingly, issuing a refund until liability arises for another tax. Dirakis of the Taxation Institute says the tax commissioner already has the discretion to redirect refunds to pay unrelated tax debts. "This has long been criticised," he says.

GST ON BAD DEBTS

Sydney tax solicitor and member of the Law Society of New South Wales GST response group, Robert Richards, says that businesses using the accrual accounting system for GST initially will be liable for GST on their bad debts. Under the GST, businesses with annual turnover of more than \$500,000 a year must use the accrual system to account for GST unless granted permission to do otherwise. This means that "earnings" are liable for GST as soon as invoices are issued, yet before payment. Under the cash accounting system, GST is not payable until the business actually receives payment for the goods or service.

Once the tax office agrees that a debt is bad, GST should be refunded. However, Richards says: "The tax office traditionally has been commercially harsh when deciding whether a debt is bad. Most practitioners will have some horror stories as to how over-zealous tax office auditors have sought to limit bad-debt deductions. One can imagine that, just as with income tax, the tax office will attempt to restrict the amount of adjustments to GST for bad debts. This is certain to lead to tension with taxpayers."

Richards suspects that many taxpayers will risk breaching the special GST anti-avoidance provisions by operating their businesses through a number of small companies instead of one larger one to escape the accrual system. The motive will be to fall below the \$500,000 threshold for the cash system.

Dirakis says GST on bad debts is really a cashflow problem. "After 12 months of non-payment, the legislation provides that the tax office must accept a debt is bad and thus refund GST." He says a 12-month wait will squeeze some small and medium businesses.

A tax writer for ATP's GST Today, Paul Stacey, says a business should be able to get a refund for GST in two weeks by writing off a debt. He acknowledges that many businesses may have good reasons for not rushing to write off a debt. "Perhaps there is a legal dispute, and the client is refusing to pay."

INSURANCE SNARE

Dirakis points out that GST-registered businesses face an expensive trap in relation to various types of insurance. The difficulty, which could cost a business hundreds of thousands of dollars, is in the transitional rules applying to insurance cover. The Insurance Council of Australia shares his concerns.

Under the transitional rules, businesses taking out

insurance policies between the introduction of GST in July next year and July 2003 have the option of almost opting out of the GST system - but with dire consequences for the unwary.

During this period, all premiums will be liable for GST, then businesses have the choice of: Not claiming the GST credit, and the payout on a claim will not be liable for the 10% GST.

Claiming the GST credit, and the payout will be liable for GST.

Thousands of small businesses may claim their entitlement to a GST tax credit (a relatively small amount based on the premiums) without realising that 10% of a payout will be lost to GST. A \$1 million payout - not a high amount for a third-party payout - would incur \$100,000 in GST. It seems the insurance industry is playing for time to develop "GST gap" insurance. The problem mainly arises for policies covering third-party motor vehicle, workers' compensation, public liability and professional indemnity.

House and car policies are generally based on replacement.

HOME STING

A Gang of Four principal, Errol la Grange, says: "Since December 2 last year, developers and purchasers of new homes have been entering agreements that could have a nasty and surprising GST sting if the tail-end of such transactions takes place after the introduction of GST next June.

(Properties "made available" to purchasers after the arrival of GST are subject to the impost. December 2 marks the beginning of a special transitional period.) La Grange says: "To date, there has been no official commentary on the meaning of 'made available'.

We suggest there could be several interpretations. Is it at the time of completion, or when the transfer of legal title takes place? What about renting the apartment from the developer before taking title?

"Whether you are a developer selling units off the plan or the purchaser on the other side of the deal, you had better have a close read of the contract. At this stage, it's odds on that the contract makes no mention of GST. What if there is no contractual ability for the developer to pass on the GST to the purchaser? GST is a vendor liability, which means the developer must fund it from the sale proceeds."

Even developers who think they are prepared for GST could be accidentally caught. La Grange asks: "What if the developer undertook to have the dwelling completed before July next year but failed to do so? Even if the contract provides for the developer to recover GST from the purchaser, will the purchaser have a right of recourse against the developer? Will the purchaser attempt to claim that the additional GST cost is damages suffered as a result of the developer's

failure to perform on time? Without proper planning and awareness of the issues, vendors and purchasers may be walking the plank towards very heated litigation."

UNPRECEDENTED POWERS

Hill of ATP says: "The tax office has scored a major victory with the GST anti-avoidance rule." In short, the anti-avoidance provisions are much tougher than the long-standing provisions that apply to income and capital gains tax.

As Hill explains, the income and capital gains tax provisions give the tax commissioner the power to attack arrangements entered into with the main purpose of avoiding tax. "This is very subjective and often hard to prove," he says. "However, the commissioner also will be empowered to apply the GST anti-avoidance rule if a business does something to delay a GST liability or to accelerate a GST refund.

It is a stated object to attack such actions.

"The GST test is a question of fact and can be reduced to a single question: was the principal effect of the action to get a GST benefit? The easy answer may often be yes. In such cases, there is no need to look at the taxpayer's subjective intentions. For example, delay issuing an invoice by one day to push it into the next tax period and you have delayed your GST liability for up to three months under the quarterly tax periods. This is a GST benefit and thus could be caught under the new anti-avoidance rules."

Hill is particularly concerned about a retrospective feature of the anti-avoidance rule. "Retrospectivity lives again. The GST anti-avoidance rule can be applied to actions taken after December 1, 1998. Next question: will the anti-avoidance provisions in relation to income and capital gains tax be amended (made much tougher) to align them to the GST anti-avoidance test? This must be considered a definite prospect."

HIDDEN GST CHARGES

The tax could apply when least expected. For example, the purchase of partnerships in law and accountancy firms will be subject to the impost. Other not so obvious targets include non-cash distributions from trusts (for example, a family trust transferring ownership of a home unit to a beneficiary) and the transfer of income-producing assets (other than shares and units in an investment trust) into a partnership or trust.

Richards adds to the list: "The cost of getting a divorce or defending a criminal charge - the cost of justice - will go up 10%." He expects much confusion about how financial services will be treated. So-called "financial services" will be exempt from GST. Buyers of the services will not pay the tax, however the provider will not be able to claim credit for GST paid on items used in providing the services, such as stationery. Richards asks the question: "What is a

financial service?" The legislation specifies that the term, for the purpose of the GST, will apply to most services provided by banks and financial institutions. "There will be a lot of confusion," Richards says. "Many people will be hit for GST who don't expect it. Many won't realise that advice for preparing a tax return or on superannuation, for example, will be liable for GST."

Richards expects GST on the cost of professional advice to cause significant problems for self-managed superannuation funds. "These funds often offer only marginal advantages; the advantages will be even less in the future."

MERGER TRAP

Richards believes the area of company mergers and acquisitions will be a GST mine field. "In New Zealand, there were lots of disputes," he says. The sale of a going concern will be GST-exempt.

However, the exemption will apply only if "all of the things" necessary for the continued operation of the enterprise are sold. "The 'all of the things' test causes difficulty," he says. "Assume that the business is sold but not the land. Can it be said that all of the things necessary to carry on the business have been sold? It may be that the land is integral to the business, so no exemption is available.

"As far as I know, little attention has been given to the GST implications of mergers and takeovers.

Most investment bankers seem to think that GST has nothing to do with them."

Hill also provides a warning. Many people will wrongly assume that a written agreement between vendor and purchaser that a business is a going concern will make the transaction GST exempt.

Australia borrowed the "going concern" exemption from New Zealand, where the tax commissioner ignores such agreements between parties.

TRANSITIONAL PITFALL

A Gang of Four principal, Richard Gregg, predicts big problems in the transitional phase of the GST.

Gregg uses the example of a 12-month general insurance policy bought on August 1 this year. "GST will apply to the portion of the premium that relates to the period after the introduction of GST on July

1. It will apply to a 12th of the premium. The fact that the premium was set in August this year makes no difference. Will the customer understand why GST is being charged before July next year? Or will the insurer be burdened with the expensive exercise of going cap-in-hand on July 1 to collect the GST?"

Gregg says these issues go far beyond insurance. "The issues can arise in relation to magazine subscriptions, Internet access fees and club memberships."

10 GST STRATEGIES FOR BUSINESS

1. Review contracts. Written contracts should include a provision for the buyer to pay GST. Unless provision for GST is built into contracts, suppliers are not allowed to charge the impost to customers.
2. Check prices. Many customers will delay purchases of products that are now subject to much higher wholesale sales tax. Australian Tax Practice's (ATP) newsletter GST Today suggests to business: "Price and market your goods so consumers buy now."
3. Accelerate certain capital purchases. These may include items that are exempt from sales tax yet subject to GST, such as building materials.
4. Suggest that executives review their salary packages. Superannuation will become less tax effective because the GST will apply to legal, accounting and administrative services. Executives should consider placing a higher percentage of income at risk with performance-based shares and options, which should be more rewarding for the business.
5. Watch for insurance traps. In certain cases, businesses may forfeit 10% of an insurance payout in GST. Particularly vulnerable to this risk are third-party motor vehicle, workers' compensation, public-liability and professional indemnity insurance. (See accompanying reports for details.)
6. Decide whether to register. Businesses with turnovers of less than \$50,000 a year do not have to register for GST. Although unregistered businesses will have lower compliance costs, there will be no entitlement to GST credits.
7. Tighten debtor control. Under the accruals system, businesses will pay GST on debts.
8. Talk to customers. GST Today warns: "The transition to a GST regime has the potential to disrupt long-standing business relations." Suppliers want to be paid as soon as possible and buyers want to claim GST credits with equal speed.
9. Revise invoicing procedures. GST is a serious threat to business cashflow. Send out invoices sooner and, if necessary, introduce a system of discounts for rapid payments.
10. Take extra care when acquiring company cars. Businesses could be liable for sales tax and GST on leased vehicles. (See accompanying report for details).

Michael Laurence

This article was reproduced with permission from July 30 issue of Business Review Weekly



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
(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

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



**TURBO
POWER**



For further details

Phone: 1800 804 777 Fax: 1800 819 520

GOOD. BETTER. BOSCH

Peter Waldren

Have generator will travel

Generator Hire service, like so many other hire companies, started out by chance,

Peter Walden was working as an electrician in the events industry in 1988 when an events organiser in the course of complaining to Peter of the lack of service to the industry suggested that as Peter had the electrical knowledge and background knowledge of theatrical sound and lighting he should branch out into supplying generators, distribution equipment and the service that was lacking from the suppliers currently available.

Peter accepted his advice and started with a contract to supply one generator every second weekend for a regular event. This has led to the amassing of a large fleet of specialist generators and distribution systems that are being used in high demand, primarily in the film, television and entertainment industries. Generator Hire have designed and built all their equipment to clients specific needs as often products readily available either do not meet their needs and requirements or are unable to withstand the conditions which the equipment is required to work under.

As they have specialised purely in generators and distribution equipment, this has allowed them to concentrate on meeting customers requirements in the most effective manner. But the business does have a few drawbacks, your customers are not your next door neighbour. It does entail a bit of travelling.

One job, the Toyota Fishing Classic on Fraser Island which involved driving 100km on sand to deliver 4 large generators, a tonne of distribution and 600 litres of fuel. The Byron Bay Blues Festival is set up in 1 day by two guys and involves supplying power to 4 stages, 50 food vendors and 100 market stalls over an area of 4 football fields. This job usually involves approximately 15 generators and lighting towers totalling approximately 1.2 mega watts.

The film work has taken them to locations at Cape

York Peninsula to Cooper Peddy in some of the best and worst conditions possible. But they have always managed to get the job done. This sort of work has made it necessary to develop exceptionally quite generators as directors and sound recorders do not want to hear generators 10 m away. The development of this equipment has led to jobs on many of Australian and International feature films, television series.

Over the years they have built up a customers in the entertainment industry, including the John Farnham Chain Reaction Tour for which they were asked to supply 1.5megawatts of sophisticated equipment for

AC/DC in Darwin and Cairns with 4 days notice. This led to the of the first twin pack generator in Australia. This unit incorporates 2 X 250kv generators mounted in a single 20' sound proof container. the generators are digitally electronic to supply continuous power such that should one fail during a concert the second unit will continue to supply power ensuring no drop outs



The 1.5 Megawatt of Equipment supplied for AC/DC in Darwin and Cairns

occur. This unit is ideal for live to television, is the ultimate in back up power supply and is available for hire anywhere in Australia.

Generator Hire Service has an annual growth of 20% annually with no advertising depending on the quality of their service to their customers.

Looking at Peters business you would reach the conclusion that he hasn't much time for any other activity.

But in reality he served as Queensland Vice President in 1994, Queensland President 1995 - 1999 and National President of the Hire Association from 1997 - 1999.

Like other committee members he is one of the unsung heroes, who choose to give up their free time in order to put something back into the industry that has repaid their hard work of the years.

Upcoming Events

ICUEE '99

International Constmction and Utility
Equipment Exposition
September 28 - 30, 1999. Kentucky Fair
and Exposition Centre, Louisville.
Kentucky. US
Tel: + 1818 558 1278
Fax: + 1 818 558 1278

BAUCON ASIA

5th. International Trade Fair for
Construction Technology and Equipment
October 5 - 8 1999, Singapore
Tel : + 65 278 8666
Fax: + 65 278 4077

SAIE '99

International Building Exhibition
October 13 - 17,
Bologna. Italy
Tel: + 39 (0) 15 588 111
Fax: + 39 (0) 45 588 288

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

Hire & Rental Association of Australia National Convention & Trade Show

Jupiters Casino.Gold Coast
May 14 - 18 2000
Contact
Sharlene Wartson
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 Nethelands
Tel: + 44 1892 784088
Fax + 44 1892 784086

GIVE THEM WHAT THEY WANT!



**ASK OTHER
HIRE COMPANIES**

**They'll tell you the Eel's
proven reliability and
popularity guarantees
ongoing profits!**

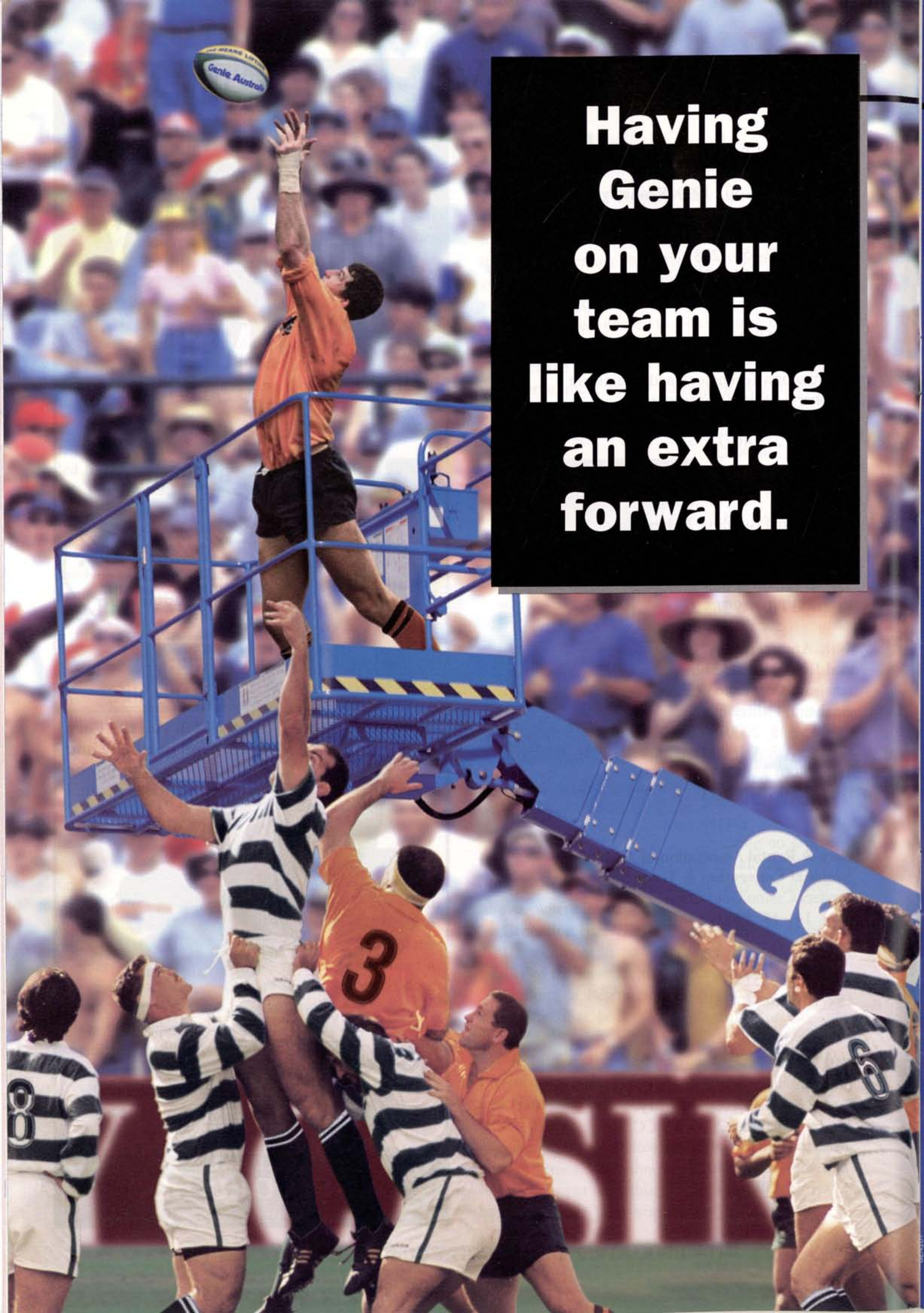


- Supplied with sufficient tools and cables for most drain clearing jobs.
- Fast easy parts check on return.

TOLL FREE

1800 028 584

SYDNEY METRO 9559 5622



**Having
Genie
on your
team is
like having
an extra
forward.**

Behind every great performance there is a back-up crew that can perform miracles.

Behind every successful team there is a hard working, dedicated group of specialists whose job it is to keep the champions under their care in top condition. Genie Australia understands that the secret to ongoing success is its ability to assist in keeping the wheels of the Hire & Rental Industry turning, to ensure optimum performance from every Genie Australia product.

One of the major facets of Genie Australia's commitment to the Hire & Rental Industry is the strength of the technical assistance focus. Genie Australia's Assistance Hotline is answered 24 hours a day, seven days a week and Genie Australia technical staff graduate from Genie University near Seattle, headquarters of Genie Industries. Since 1966 when Genie hit the market



with a revolutionary portable, pneumatic material lift, the company has maintained the most technologically advanced training scheme available in the industry.

Genie Australia's Head Office in Darra, Brisbane is a fully equipped maintenance and re-build facility with a staff of technically trained specialists on call 24 hours a day. As well as this, a fleet of mobile work shops ensures that you're never too far away. Around the rest of the country a network of service agents carry out the Genie Australia maintenance work and as of February 1999 Sydney and Melbourne, in conjunction with our current service agents, will utilise Genie Australia employed technicians.



A very important aspect of Genie Australia's technical assistance for its range of telescopic booms, articulating booms, scissor lifts, trailer mounted booms, personnel lifts and material lifts is the emphasis on spare parts. The two go hand in glove and sales are carefully monitored to ensure that the spare parts that are available are the spare parts that you need. Wherever humanly possible the parts will be sent overnight and under extreme circumstances one of our technicians can guide you through minor repairs over the phone.

Re-builds are a fact of life with all Elevated Work Platforms and the work is carried out professionally and quickly in accordance with Australian Standard AS 2550. 10.

We at Genie Australia believe that we are qualified and ready to be the support crew that keeps your team in the game and operating at peak performance. In the game of Rugby there is a theory that the players who get to the breakdowns first will win more than a fair share of the ball and ultimately win the game. When the clock is winding down, you're running on adrenalin and you know that only tall timber can win it for you, we'll get you up there.

Genie Australia

GENIE MEANS LIFTING

Genie Australia Pty Ltd 591 Boundary Road, Darra Queensland 4076. PO Box 394, Richlands Queensland 4077
Telephone 07-3375 1660. Facsimile 07-3375 1002. Email goddac@genieaust.com.au

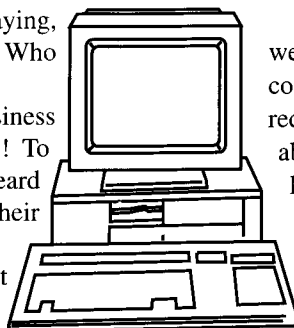
Genie United States 18430 North East 76th Street. PO Box 97030, Redmond Washington 98073-9730
Telephone 01-425 881 1800. Facsimile 01-425 883 3475. <http://www.genielift.com>

Confounded by Computers ?

Get the best advice - it is usually free!

"Get a computer" - that's what they are all saying, "it will be ok now they fixed that year 2000 bug". Who said ?

The truth is, that you, like many other hire business operators, know almost nothing about computers! To make matters worse, much of what you have heard from some of those brave souls who did dipped their toes in the water has been bad news!



Correct! You are right! So what is wrong out there, why are millions using computers as a successful business tool? Some, this author included, for more than 25 years. Why do we see computers as "a vital tool for business in the New Millennium"? Where is the difference in our approach and the successful use of computers to that of your unhappy friends and colleagues with stories and experiences of disaster?

Could it be that, as in most instances in business, success or failure depends on what you buy and who you buy if from? You can rush off and buy have the best computer, we know you have the best staff - and guess what - if the program the boy sold you in the Computer Super Store is NOT a Hire & Rental Program and functionally correct for your business - you might as well go fishing, golfing or shopping- at least that should be enjoyable!

On the other hand, like some we know, you can have the best program, and adopt an approach like; "learn about computers - not me - I'm the MD - I don't need to know about them - that is the office person's job". We know of some exceptional ladies in some offices where this is successful - but generally if the Boss is determined Not be involved, decides Not to spend time or money on staff training - the end result is almost certain guaranteed failure!

Let us return to the question of the program, this must reflect the "way of working" for a HIRE business - NOT a sales business! Nothing else matters if the program is wrong, as many have found out to their dismay and considerable expense.

"My accountant recommended it, it the same program he uses", good if you are an accountant it will probably work for you - But you are not! If you got his recommendation in writing, at least you could have the satisfaction of suing for negligence! Did they tell you they run a hire business on the side? Of course not, they don't, so why would their SALES accounting software be any good for your HIRE business needs?

Would you use a screwdriver to hammer in a nail? Very good Henry, they are both the wrong tool for the job. So what is our next choice to avoid this pitfall?

"We had a custom program written, that way we get what we want right? WRONG, you can't afford to pay for it unless you are in the same league as Coates or Wreckair

The cost to date for developing a complete tested proven and fully documented Year 2000 Windows based integrated System for hire & Asset management is more than \$3 Million, so, no custom program for you!

Next choice? no computer - no pain - how about we get real! The truth today is more likely "no computer - no business". To stay competitive and reduce overhead costs, to stay informed, about stock, about income and expenses, you know you need to know daily.

So why do some fear computers almost more than a visit to the dentist?

Is it just fear of something new, or unknown? Worried the tax man will find out what your cash sales really were? No Henry, the computer will not take over your business, it will not "make" you do anything you don't want to. So what is the fear based on - the unknown?

Let's talk about this unknown. Just what is a computer? No more or less than a tool for your business to automate boring repetitive jobs. It is just another labour saving gadget (that is all) for storing your business information in an electronic format in files and folders, just the same as a filing cabinet stores your present paper based information in files and folders.

So who is afraid of the filing cabinet? The four drawer one is fine - the one with a TV screen on it seems to be the problem. But if you go about your choice the right way, you will find that it is quite safe to get a computer now, they have been around as a consumer item for more than 15 years now. There ARE safe proven and reliable programs in daily use right here in every capital city in Australia being used by almost every type of Hire business - and - the year 2000 bug is fixed!.

The Author

Chris Pannell has been actively involved in the Hire & Rental Industry in Australia & New Zealand for more than 35 years. A qualified mechanical engineer & designer, he has a long record of successes.

After ten years with Coates, six as State Manager, he was earning half their national profits in NSW which attracted the attention of ANI and the acquisition by ANI of Coates. He worked with ANI's David Gray in the first computerisation of Coates in 1972 onto the ANI mainframe computer. He had his own 9 branch hire business for 9 years.

For the past fifteen years, he has been helping Councils, State Government bodies and Hire companies of every type and size computerise their asset tracking and accounting systems with the Quick Track System.

Quick Track users include; Aggreko, Ameco, Audio Visual Dynamics, Caterpillar USA, Turners Hire, Hanimex Australia, Komatsu Canada, Main Roads Qld, Plant Hire Services, Search Equipment, Sydney Water and many more.

The Author can be contacted at The Software Link,

Phone: 02-4362 3388, Fax: 02-4362 8845

email: softlink@cci.net.au

INGERSOLL-RAND PLAYS KEY ROLE IN BENCHMARK MOTORWAY

Ingersoll-Rand's latest high-performance asphalt roller is playing a key debut role in the construction of Australia's most demanding motorway system.

Queensland's Pioneer Road Services has commissioned the first seven tonne Ingersoll Rand DD70 roller in Australia on a billion-dollar motorway linking Brisbane and the Gold Coast.

According to Pioneer Road Services' maintenance manager, Ron Bowditch, the Ingersoll-Rand DD70 road roller was the only machine that met the high-tech demands imposed for the new highway.

"The new multi-lane motorway, due to open in 2000, is being built to the highest specifications for road construction ever seen in this country," said Mr Bowditch.

Progress payments are directly linked to meeting specific surface performance and time constraints, so there is no opportunity for second-guessing equipment performance.

The DD70 tandem vibratory asphalt roller was designed specifically for commercial, residential and roadway pavement construction.

It replaces Ingersoll-Rand's proven DD65 model.

The new unit features 1450mm wide drums that are 1050mm in diameter and over 20mm in shell thickness.

Its eight amplitude settings produce centrifugal force between 40 and 80 kN per drum, while the size, construction and weight of the drums enhance compaction productivity and drum life.

Drum visibility is maximised with a rotating operator seat.

Vibration automatically engages and disengages, adjustable to rolling speed. The eccentric motion matches the direction of machine travel, enhancing surface smoothness.

The DD70 has a naturally aspirated Cummins 4B3.9 engine, which develops 60kW at 2500rpm. it drives

through low-speed high-torque direct drive motors on each drum.

The two 370 litre water tanks have variable flow controls to wet the drums, with a complete standard back-up system of separate water spray pumps, distribution lines, spray bar and hand serviceable nozzles.

"It is the flexibility of the DD70 that makes it so appealing in our particular situation," Mr Bowditch said.

"There is plenty of adjustment to ensure driver comfort and working visibility.

"The eight-stage amplitude settings mean much greater control over the finished asphalt surface, while the large water tanks mean greater productivity with fewer stops to replenish the water supply."

Mr Bowditch said physical size of the machine was also critical.

"During the construction phase of the motorway project, the asphalt-laying process

will be carried out under and around many bridges and underpasses also under construction.

"Although the DD70 is a bigger machine, it has the necessary clearance to address this requirement.

"As an all-inclusive package, the Ingersoll-Rand was the only machine capable of meeting our performance criteria," he said.

"When you add middle-of-the-range pricing, NS Komatsu-backed service and parts support, features and availability, the DD70 came out a clear winner.

"The end result is a smoother, stronger, longer life road surface," said Mr Bowditch.

Ingersoll-Rand construction equipment is imported, marketed and supported by NS Komatsu.

For further information contact:

Bruce McNicol

NS Komatsu

Ph: (07) 3246 6222



Queensland's Pioneer Road Service has commissioned the first seven tonne Ingersoll - Rand DD70 roller in Australia on a billion-dollar motorway linking Brisbane to Sydney

HAULOTTE SELF PROPELLED ACCESS PLATFORMS

*Wherever
you have
a need*

NOW IN AUSTRALIA

If you need to work at heights and sometimes confined spaces, you need the peace of mind that the access equipment you are using can be easily operated and manoeuvred into tight situations.

That's why the Haulotte range of access equipment is preferred by thousands of contractors right throughout the world.



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

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.



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



HAULOTTE AUSTRALIA PTY LTD
39 Nicholas Drive
Dandenong, Victoria 3175

Telephone: +61 3 9706 6787
Facsimile: +61 3 9706 6797
Email: sales@haulotte.com.au

Haulotte's HM8 and HM10P Vertical Mast Platforms

Piquely Haulotte, Europe's leading supplier of self propelled access equipment has released its HM8 and HM10P range of Vertical Mast Self Propelled Access Platforms into the Australian market through its Australian factory outlet Haulotte Australia.

The HM8 and HM10P have respective working heights of 8 and 10 metres.

The HM8 has a fixed extendable platform attached to the end of the vertical telescopic mast where the HM10P is fitted with a luffing jib between the basket and the mast tip. The luffing jib provides the HM10P with a maximum outreach capability of 3.0 metres. Both units have a basket capacity of 230kgs, sufficient for two persons and their tools or equipment. Both units can be driven in the elevated position from the basket.

The HM series have 360 degrees non-continuous rotation of the basket and feature zero tailswing making these units ideal for use in confined spaces where access is required over installed plant and in warehouses. The units are also supplied with non-marking white tyres for use on finished floor surfaces such as vinyl and marble.

The travel height, width and overall weight at 2.0 metres x 1.0 metres and 2,400 kgs for the HM8 and 2.0 metres x 1.0 metres and 2470 kgs for the HM10P makes both units compact and light enough to fit into standard goods lifts and will also allow them to pass through standard industrial/commercial doorways.

Controls for the HM series platforms are of the fully proportional electric type, providing superior soft touch control at the basket.

The HM series of platforms utilize a direct electric drive system for forward and reverse travel thereby making more efficient use of stored charge in the batteries when compared with units which use hydrostatic drives or similar for this function. This approach provides high autonomy, making it possible to get full days operation out of a overnight battery charge.

Features which make the HM series unique in the market are that the mast extension system is powered by a multi-stage hydraulic cylinder and the mast section themselves are of the tubular box type construction thereby providing a very rigid support column for the platform. The inclusion of the full electric control system at the basket ensures that there is only one cable for the controls and one hydraulic hose for the fly jib cylinder



which are both located externally between the basket and ground level. These design features ensure that maintenance problems in the extension system are minimized.

Both units comply fully with the requirements of Australian Standard AS1418.10 including the Overturning Moment stability testing requirements required for Design Registration in South Australia.

Haulotte Australia was successful in securing a first up order from National Hire for a batch of HM10Ps. These have proved to be so successful in service, that the company has placed further orders with Haulotte Australia.

Apart from Vertical Mast Platforms, Haulotte also has a complete range of straight telescopic and telescopic/drop boom units available in working heights ranging from 21 to 25 metres with the 25 metre unit featuring non extending axles. The Self Propelled Boom range also includes battery electric and diesel powered knuckle booms ranging in working heights from 12 to 20 metres. The company also has a

range of Rough Terrain Scissors ranging from 12 to 18 metre working heights.

For more details of the Haulotte HM Series of Vertical Mast Platforms and the Haulotte range of Self Propelled Booms and Scissors contact Bernie Kiekebosh at Haulotte Australia on

Tel: 61 03 9706 6787 or Fax: 61 03 9706 6797

Queensland Hire Company FOR SALE

Due to health problems Burdekin Hire Service located in Ayr, North Queensland, is for sale. The business offers;

Equipment and Party Hire
Wedding Hire & Sales

The business has been in operation for 17 years.
The premises on which the business is conducted is for lease.

For further details contact:

Marlene on:
(074) 0783 304

HONDA HONING IN ON HOME MOWER MARKET

Honda Power Equipment has released a new domestic use lawn mower to build upon its recent sales success and increase its market presence in the home mower market.

The Honda Residential, the HRU I9R is powered by the Honda GCV 160, a compact and quiet, 160cc OHV/OHC engine, purpose built for domestic use.

"Easy starting, the most required characteristic in a lawn mower is well and truly catered for with this engine," said John Wilson, Honda Power Equipment Sales and Marketing Manager.

"The GCV160 comes from a range of engines renowned for their easy starting and good torque and power characteristics," he said.

"The combination of the horizontal cross-flow intake port and automatic mechanical decompression ensures that easy starting is just a light, smooth pull away.

"Fitting into the Honda mower range between the lightweight HRE370 electric mower and the robust Buffalo series, the Residential completes Honda's line up of lawn mowers which now covers every application from domestic to professional use," he said.

The structural foundation for the Residential is the proven Buffalo 19" (482mm) light but strong aluminium alloy base, attractively finished in a light grey powder coat.

Also inherited from the Buffalo range of mowers are the ergonomic grip handles, and large 200mm ball bearing wheels for easy manoeuvring.

A lightweight 54 litre polymer catcher and single lever, 1 I stage 1-eight adjustment ranging from 1 6-76 mm provides for

efficient and easy mowing.

The catcher has dual vents for better breathing and more efficient filling.

The rubber safety flap both prevents stones from striking the operator's feet and aids grass clipping collection by stopping air from escaping from the rear of the mower.

Featuring a new throttle control design, the Residential has a dry weight of 31 kg and carries a two year warranty on the engine and one year on the base in domestic applications.

The heart of the Residential is the Honda GCV 160 engine.

Among the many benefits this

engine offers are:

Compliance with strict CARB and EPA emissions standards - a result of the high efficiency combustion provided by its OHC design, reduced fuel and oil consumption when compared with conventional side valve engines, quick and reliable starts - through the use of a horizontal cross-flow intake port that smoothes the flow of the fuel into the combustion chamber, lightweight and compact construction - achieved by the use of the world's first built-in timing belt, tough nylon side-cam and crankshaft assemblies and simple uniblock construction quiet operation - enhanced by the use of a built-in timing belt and the resultant minimised valvetrain tapping and gear noise, superior useability - reduced drops in engine speed caused by

sudden load increases such as are experienced when moving into wet or deep grass, a product of the wide, flat, powerful torque offered by the GC Series of engines

For further information, please contact:

John Wilson

National Marketing

and Sales Manager

Honda Power Equipment

Ph: 039 270 1111



SPECIFICATIONS—HRU I9R RESIDENTIAL

Engine	GCV 160
Displacement	160cc
Cutting width	19" (482mm)
Cutting Height Adjustment	1 lever
Cutting Height Range	11 stages (16-76mm)
Wheel Diameter	200mm
Grass Catcher Capacity	54 litres
Blade Type	Swing
Fuel Type	Unleaded
Fuel Type Capacity	0.9litre
Dry Weight	31kg
Dimension (LXWXH)	1410X510X1005mm

The history of the Hire Industry in Australia

The Australian Hire Industry has grown into a \$1billion business, which has entrenched itself as part of industry in this country. But the progress towards that position goes back many years when the foundation was put in place by the hiremen who placed their confidence in the future of hire.

The concept of hire as an alternative to purchasing equipment has always been an option available. The Hire Industry like so many others started through individuals seeing a prospective markets. The impetus of Hire as an industry was in the development and growth of these individual businesses.

But the hire industry in Australia really started to attain some credibility in the 1960's when those involved in hire began to set up State Associations in order to give what was then growing industry a base for their operations. These State Associations were the bonds that kept the industry together Putting in place the foundations that permitted it to grow over the years into its present status.

The earliest memories of hire in Australia comes from Len Booth whose recollections make interesting reading. Len was working as Purchasing Officer and Plant Manager for Builders Equipment, a leading construction company in Victoria in the early 1950's.

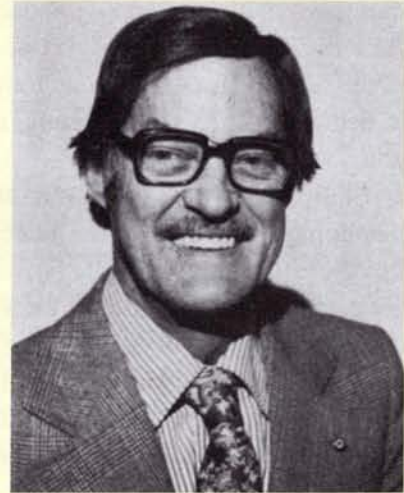
In 1954 he recalls the Crane Hirers Association was formed and Building Equipment being the owner of several cranes, including two 20 ton mobiles, became a foundation member.

These were the days before laws against restrictive trade practices and the Association formulated hire rates and conditions for cranes.

In 1955 the Managing Director, of Builders Equipment, Jack Langford, commented that as several building companies were hiring out their idle equipment to other companies and government departments they should also become involved, so the company commenced hiring out equipment. The business was operating from 230 Church Street, Richmond. The site is now occupied by the Coles supermarket complex on the Church/Bridge Road corner.

To the best of Lens knowledge there was only one genuine builders hire business operating at that time - Hire Service & Leasing owned by Norm Cuttris. But several other businesses soon came on the hire scene including;

Whelan the Wreckair	Started as	Wreckair
Coates Manufacturing	—	Coates Hire



Ern Turner
One of the early Victorian hiremen

Geelong Hire

Martin Plant Hire

U Hire

WC Burnes & Son — Burnson Plant Hire

Some of these companies are still operating today.

The Victorian Hire Association was formed in 1960, and was the first State Association formed, with BE one of the foundation members. The organisers of the Association were Mick Agg, the first President, and Des Whelan from Wreckair, Les Johns from Ingersoll-Rand and Peter Burne, from Burnson Plant Hire played a prominent part in helping set up the Association.

Len recalls everyone was very anxious to learn from each other - hire rates, conditions, equipment, etc. Every body got on very well in those days.

Hire was great for BE at the time - they had good stocks of concrete formwork & scaffolding and their cranes were on hire most of the time. Richard Stevens, was renting part of the premises for his first Rapid Metal depot in Victoria.

It came as a shock to Len in 1962 following the recession of 1961, when the Directors of the parent company of Builders Equipment advised they were unable to meet the debts of the company.

A scheme of arrangement followed whereby creditors were to receive 5/- in the pound, with the total

assets of Builders Equipment thrown in as part guarantee.

An auction was held of the major equipment in order to increase the liquidity of the company, which included the cranes.

Builders Equipment struggled on through the 60's, but Len was so embarrassed that he did not attend Hire Association meetings for some years. Unable to face friends who had been affected by the reduced return creditors had been forced to accept.

During this period on site accommodation grew rapidly as the building industry came out of tin sheds into lined offices, change rooms and lunch rooms, etc. Camps were being constructed for mining, dams and oil exploration.

Builders Equipment were manufacturing and selling site equipment and reaped the benefit of the increased activity.

Hire was gaining momentum as it grew with the greater industrial activity.

Len eventually again become involved with the Hire Association and recalls Ern Turner, Ray Kelsey and Stan Jessup being prime movers behind the Association in those days..

In 1976 Len, visited the ARA convention, which convinced him of the true potential of hire. Later that year in company with two partners, they paid off the debts of Builders Equipment, set up new ownership and changed the name of the business to BE Hire.

BE Hire expanded its operation over the next few years ears, opening up other branches before being purchased by Transpec in 1982 for \$1,800,000, Wreckair and Brambles were two underbidders.

BE Hire was later purchased by Richard Stevens Hire, which was purchased by Kennards in 1998.

Len Booth left BE Hire in 1983 to form a partnership in another hire company.

He now lives in retirement in Victoria.

A list of Victorian Hire Association members in 1961 is shown below.

Air Plant Hire

Ball Constructions Co. P/L.

Box Hill Plant Hire P/L.

Builders Equipment P/L.

Burnson Plant Hire Ltd.

Garratt Plant Hire P/L

Hire Equipment Co. P/L.

Hire Machinery Co.

Huse G.E.

Kingston Plant Hire P/L.

Loscam Trading Co. P/L.

Martins Building Supplies & Hire Service

Machinery Trading Co.



Terry Crommelins

Motton, Brian

Southern Plant Hire

Thornton , R.J. P/L.

U-Hire

Ward, Thos. W (Aust) P/L.

Wreckair P/L.

One of the early pioneers of hire in Western Australia was Terry Crommelin.

Terry drove across the nullabour in 1958 selling Sawmaster docking saws, after a working stint in Sydney.

Terry had a slogan at the time, "try before you buy," but found those saws that were returned were too soiled to be sold. But in 1960 a client from a building company enquired, that as he only wanted the saw for one week and the this did not justify paying the price of 448 pounds would Terry hire it too him.

A price of 4 pound per day was agreed upon and a new hire division of the business began, which provided a use for the soiled demonstration models.

The major side of Terry's business was to be in sales and manufacturing of equipment to the industry, including the Australian distribution rights of Robin Engines. But along the way the hire side of the business grew as he expanded the product range to service the mining industry and major infrastructure projects over the years. When Terry sold Crommelins Hire operation in 1981 to Wreckair it had over 100 employees through 12 branches in Western Australia.

Crommelins have recently returned to hire through their handy man hire operations.

Terry recalls, other hire companies operating in those early days in WA were Wreckair Hire, Broomhall Hire, Coates Hire and Kays Hire. The Pederson brothers started up Cockburn Hire in the mid 1970's which they built into the biggest hire operation



Richard Stevens and his wife Chris, at one of the conventions.



*Neville Kennard,
Ist. National President*

in the state with 32 branches, which they sold to Wreckair in 1998

Jim Brown, Managing Director of Coates Hire spent some time in WA as Coates Hire Manager in the 1970's.

Richard Stevens Hire was the earliest known hire operation in South Australia, commencing in 1953. The company was originally operated by Richard Stevens senior, who passed the business onto his sons Richard and John. They built the company into probably South Australia's biggest hire company before they sold the business to Kennards in 1998. Other hire companies around in the early days were Coates, Wreckair, Atlas Copco, Construction Plant Hire and Days Plant Hire.

In 1963 the South Australian Hire Association was formed with Tom Ferguson appointed as President. But after six months Tom switched jobs and the Presidency was taken over by Moss Keller. Moss Keller was later to be the South Australian representative on the National Committee.

Prominent hiremen around in those days were Tom Hollingsworth, Bill Young and Tom Johnson.

The Queensland hire industry started to take shape in the mid sixties, as like in other states tradesmen and contractor hire was at its peak.

The Hire Association of Queensland was formed in 1968 through the efforts of stalwarts of the industry, Arthur Staines, Bob Law, Alan Thompson and Bill Flavell. These people continued to play prominent parts in the Hire Association over the years.

Companies such as All Hire, Brisbane Hire, Equipment Hire and Moreton Hire, all prominent in the early days still have a formidable presence today.

In 1973 the Queensland Association, Victorian Association and New South Wales Association joined together to form the first National Hire Association. Two Queensland representatives, Arthur Staines and Tom Ciocarelli, were part of the inaugural committee.

The New South Wales Hire Association was unusually one of the last to be formed, in 1967, but played an important role as it was responsible for the

amalgamation of the states which formed the National Association

In 1966 Neville Kennard returned from visiting the ARA Convention with glowing reports of the American Rental Association.

Neville arranged a meeting of hire operators with a view to forming a State Association.

The suggestion was met with an enthusiastic response, but had to be postponed until a constitution was drawn up. Neville recalls.

Eventually the New South Wales Hire Association was formed in 1967 with;

Neville Kennard, President, and
Gordon Esden, Vice President

The first hire magazine, Hire, the official journal of the Hire Association of New South Wales was published in July, 1968.

The first Hire Convention was held at the Hotel Metropole in Sydney on October, 12th, 1968.

Conventions become an annual event with the next three being held at Terrigal, which were attracting more interstate visitors each year.

In 1973 it was decided to form a National Association

Neville Kennard again was the driving force behind the idea.

A national committee was formed with two representatives from the participating states, NSW, Victoria and Queensland. With the state associations being members of the National Association.

The first Hire Association of Australia Committee was;

Neville Kennard	(NSW)	President
B. Macdonald	(NSW)	
P. Burne	(Vic)	
E. Turner	(Vic)	
A. Staines	(Qld)	
T. Ciocarelli	(Qld)	

By 1975 both South Australia and Western Australia had joined the other states, making it a true National Hire Association.

Other prominent hire operators around in those days were; Arthur Ball, Reg Lindley, Keith Braybon, Mrs. Peggy Levy, Greg Page, Barry Newton, John Mason, Chris Pannell, Vic Piraner, Alan Cordukes

There had been earlier attempts to set up an Association in New South Wales but these were mainly concentrated on trying to control prices. They usually came apart because someone broke the rules by discounting the agreed hire rate.

In those days there were none of today's collusion laws over pricing. So hire companies generally tried to control prices, by freely exchanging information on rates.

In 1972 the Queensland Association met and passed a motion to freeze hire rates in that state.

Business was conducted in a very convivial open manner then.

The hire industry overall was a young growing one which was self educating. Like other businesses of that era they opened 5 days per week and closed public holidays. Stock of equipment operated on the supply and demand rule, when you needed another chainsaw you ordered one. One day hire was the shortest hire term. The operations were based on the USA models with Australian hire operators continually visiting the ARA conventions to keep up with current trends.

The main area of participation was in servicing the construction industry.

Kennards Hire were the first to realise the potential of the domestic market and sub-contractor hire. But in 1974 following a recession in the construction industry others started to look towards this market.

Macbro Rentals, run by Barry Macdonald, had built a successful operations mainly servicing the construction industry but with the downturn turned to the domestic market. It was a very successful transition up to 1987 when they were bought by GKN Rentals, who in turn, later sold this part of their operation to Kennards.

Macbro were part of the new breed of hire operators

who filled their yard with stock and then went about hiring it out.

In 1976 the hire industry was forced to produce a show of strength. The Government of the day had awarded a 40% investment allowance to industries but had excluded the Hire Industry, so a demonstration was staged outside Parliament house. Some fifty hire operators drove to Canberra and parked their cars in all the available parking spots outside Parliament House. Despite the protest Hire continued to be excluded from the investment entitlement.

But the 1980's was probably the period when hire

started to come of age. A building and construction boom in the mid 80's saw increased activity in portable buildings, while elevating work platforms were established as an integral part of industry. This was accompanied by a n increase in the domestic market.



Convention time at Terrigal 1970

L/R. Mrs. Russell Prowse, Roddy Kennard, Russell Prowse (guest speaker), Neville Kennard, Walter and Peggy Levy, Judy and Bill Ristow.

The home handyman market has continued to grow in the 90's, while elevating work platforms have become one of the major markets for hire.

The progress of the Hire Industry in Australia since its inception has been nothing short of remarkable.

Causing some to suggest it may have matured.

But it probably looked that way twenty years ago.

While others point to the proliferation of big companies at the expense of smaller operations.

But, as Gordon Esden points out, there will always be room for the small suburban hire operation because the customer base of its operation is within a 5km radius and it can supply a better service than anyone else outside that radius.

As to the future, hire has firmly entrenched itself as part of industry and has two allies, technology, which is continually producing equipment, widening the scope of the possible product range, and man continually searching for better, faster, more cost effective ways to get a job done.

Between them they will ensure the Hire Industry continues to grow.

Hire Contractors—Cont'd

CONCORD PLANT HIRE PTY LTD { 74 3278
7 Parramatta Rd Cnrd { 74 0557

(See Advertisement This Page)

CONCRETE SAWING & GRINDING SERVICES

Cutting Wall Sawing & Grinders For Hire
Wells St Andale 68 4661

CONFORM HIRE PTY LTD

Mobile Cranes, Builders' Hoists, Concrete &
65 Old Pittwater Rd., [Formwork Equipment
Brookvale. 93 7231, 93 7319

Equipment Depot:
1 Campbell Pde., Manly Vale 94 3362

CONPLANT PTY LTD

HIRE OF VIBRATING ROAD ROLLERS,
DIESEL DUMPERS, ETC.

21 O'Connell St.,
Smithfield Wetherill Park 4003

Conplant Pty Ltd

736 The Horsley Dr Smithfield Wetherill Park 5420

CRAWFORD B L & CO PTY LTD

{ 70 8221
45 Moxon Rd Pnchbwl { 70 8181

(See Advertisement This Page)

CRONULLA BUILDING PLANT HIRE SERVICE

524 3464 — SERVICE

- CONCRETE MIXERS, BARROWS
- LADDERS, TRESTLES, PLANKS
- FLOOR CRAMPS & FLOOR SANDERS
- ALL BUILDING EQUIPMENT
- RAMSET GUNS—ELECTRIC DRILLS

524 3464

73 Parramatta Rd., Taren Point 524 3464

Jancetime 23 Wallami Av Cnrbgh 524 3719

JAVIS WELDING HIRE SERVICE

Petrol or Diesel
WELDERS FOR HIRE
Also Experienced Operators, including
Structural Steel & Pipe Line Work, Etc.
101 Beaconsfield St., Auburn 648 2928

JAVLECO HIRE PTY LTD

{ 67 0276
100-104 Coward St Mascot { 67 1228

(See Advertisement This Page)

Jawson J S North Pde Rty Hl 625 8423

'DIAMONDS' CATERING SERVICE

— 78 8798 —
ALL CATERING EQUIPMENT
FOR HIRE — WE DELIVER
42 Marlowe St., Campsie 78 8798

DISHWASHING MACHINE RENTAL

403 Pacific Highway Artmtn 43 0608

DONALD G R

NORTH SHORE LINE
BULLDOZERS, DOTT-LOADERS
FOR HIRE WITH OPERATORS
76 Yarrara Rd., West Pymble 44 3629

DONALD TRADING PTY LTD

CLEANING EQUIPMENT

STEAM CLEANERS
VACUUM CLEANERS
FLOOR POLISHING MACHINES
211 1518

Prompt Service—Radio-Controlled

Standard House,
105 Kippax St., Sydney 211 1518 (3 lines)

DONNELLEY A W PTY LTD

AIR COMPRESSORS FOR HIRE
ONE & TWO PICK MACHINES
& ALL EQUIPMENT DELIVERED
RIGHT TO YOUR JOB
98 Victoria Rd., Rozelle 82 1202, 82 2687

DOWSLEY W R & CO

FESTOON LIGHTING
RADIO-CONTROLLED VANS — ALL AREAS
115 Bronte Rd., Bondi Jn 38 3267, 38 5774

Dymon John Hiring Services Pty Ltd

Unit 202 Hale St Bot 666 9743

E. & R. HIRING CO

AIR COMPRESSORS

AND
ALL ROCK EXCAVATION EQUIPMENT
JACK HAMMERS, DRILLS, ETC.
FOR HIRE

191 North Rocks Rd.,
North Parramatta 630 3737

EARTHMOVERS CENTRAL PLANT AGENCY

— LOCATION & HIRE OF
CONSTRUCTION EQUIPMENT
See Display Advt. Under "EXCAVATORS"
29 Railway Pde., Eastwood 85 5221
After Hours: 85 4450

EDWARDS BUILDING SERVICES PTY LTD

GENERAL BUILDING CONSTRUCTION
EQUIPMENT FOR HIRE
Cnr Wigram Rd. & Crescent St.,
Glebe 68 5231 (30 lines)
A/H.: 68 2768, 93 3149, 95 5711, 661 2747

ENSIGN DRY CLEANERS (NSW)

PTV LTD
See Advt. under "Overall Hire Services"
42-46 Belmore Rd Pnchbwl 53 9231

Equipment Hire Service

3 The Boulevard Cnrbgh 524 8113

Evans B L 4 Corella Rd Hls 622 7940

EVERREADY HIRE SERVICE PTY LTD

235 Bay Bot 666 9045
(See Advertisement This Page)

FARQUHAR BROS

FOR HIRE: BACK HOE — LOADER
ALSO SMALL TRENCHER
DRAINAGE — SEPTIC TANKS, ETC.
179 Carlingford Rd.,
Carlingford 86 5061, 86 5476, 86 5732

Fernell Engineering Pty Ltd

9 Kendall Grnvl 637 0493

FISHER WM PTY LTD

• Offset Back Hoes with Front-end Loaders
For Hire
For Service, Efficiency, Phone 94 5431 All Hours
Office: 579 Sydney Rd., Seaford
71 Curban St., Balgowlah 94 5431

Flett Electronics 45 Pitt Pmta 635 8050

Florheat (NSW) Pty Ltd 102 Lyons Rd Drmoyn 81 2265

Ford Catering Service 55 Euroka Nsyd 92 5008

FORK LIFT HIRE CO 56-58 Bay Bdw 211 4664

Fork Truck Services Co 76 Wollongong Rd Arncfl 59 4621

FOX HAROLD & CO PTY LTD 85 1624

6 Hillview Rd Estwd 85 5001

25 Parramatta Rd Andale 51 1610

390 Liverpool Rd Ash 71 2021

13 Florence Hmsby 47 3935

121 Forest Rd Hrstvl 57 6079

THIS CLASSIFICATION CONTINUED
NEXT PAGE

EVERREADY HIRE SERVICE PTY. LTD.

235 BAY STREET
BOTANY (Railway Line)
666 9045

5-15 COTTAM AV.
BANKSTOWN
70 4003

FOR HIRE

- ACROW PROPS
- ANGLE GRINDERS & DISC SANDERS
- BLASTING DYNAMO, 30 Shot
- BOLT CUTTERS
- CHAIN BLOCKS, 1 Ton & 1 Ton
- CONCRETE KIPPLES
- CONCRETE MIXERS, Petrol or Electric
- " " 2 Cubic Feet
- " " Petrol, 3 Cubic Ft.
- CONCRETE VIBRATORS, Petrol or Elec.
- DRILLS, ELECTRIC
- 1" PERCUSSION, with Bits
- FLOOR CENTRES
- FLOOR CRAMPS (Pair)
- FLOOR SANDERS
- HOIST PLATFORM, 2 Barrow (10 cwt.)
- HOIST TOWER • HOISTS, YONKE
- KANGO HAMMERS, "L" Type
- " " "E" & "F" Types
- " " "750" & "M" Types
- KANGO BREAKER, "H" Type
- LADDERS, EXTENSION, 14' to 25'
- " " 28' to 36'
- LADDER BRACKETS
- MILL FRAMES
- NIBBLER (Sheet Metal Cutters)
- 1-13 BAG CONCRETE MIXERS—Petrol or Electric
- ORBITAL SANDERS (Paper at Cost)
- PIPE CUTTERS
- PIPE THREADING EQUIPMENT
- PUMPS, 3" Electric, 3-Phase
- " Submersible, Electric
- " Submersible, Petrol
- Diaphragm, Petrol
- PLANKS
- RAIL LAYING EQUIPMENT
- RAMSET GUNS (Pins & Charges at Cost)
- ROUTER
- SPRAY PAINTERS, 6 Cu. Ft., Electric
- Low Pressure, Elec.
- SAWS, Portable Electric, 9" H.D.
- TRESTLES, Wooden, 18'
- Acrow Steel
- TREWHELLA JACKS
- WEIGH BATCHERS (Swing)
- WELDERS, "Abel" Mark I, Electric
- Petrol, Mobile
- WHEELBARROWS

If what you require is not listed, please phone — we may have it or know where it is.

PROMPT DELIVERY & SERVICE AT REASONABLE RATES

OPEN 7.30 A.M. — INCLUDING SATURDAY

666 9045
BOTANY

70 4003
BANKSTOWN



Australia's Leading Hire Fleet
of Mechanical Handling Equipment

FORK LIFT TRUCKS • PALLETS

TWO-WAY RADIO SERVICE

FORK LIFT TRUCKS,

Minogue Cr., Glebe. 68 4211

PALLETS & DOLLIES,

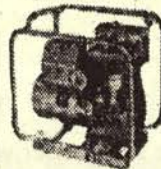
Dacey Ave., Waterloo.

663 0616

AFTER HOURS:
K. RATHGEN, 84 5105
FORK LIFT TRUCKS: R. FLACK, 71 3850
PALLETS: A. McANDREW, 58 8153



DIESEL & PETROL
PORTABLE GENERATING SETS
HIRE OR SALE



PORTABLE, 1.2 TO
4.75 K.V.A.
MOBILE &
STATIONARY SETS,
FROM 6 K.V.A.,
1 & 3 PHASE

B. L. CRAWFORD & CO. PTY. LTD.
45 MOXON ROAD, PUNCHBOWL
70 8221 • 70 8181

BE PREPARED AGAINST WIND & RAIN

HIRE A TARPULIN

* HIRE DAILY...
* COSTS JUST
A FEW SHILLINGS...
* SAME DAY SERVICE...



CAPTAIN CANVAS
67 0222



STAKABYE CHAIRS & TABLES

ANY QUANTITY—ANYWHERE

Also Hirers of...
Crockery — Glassware & All
Catering Equipment in Un-
limited Quantities.

CHAIR & TABLE HIRING CO. OF SYDNEY

83 7151, 83 7284

83 6126

96c Great North Road,

Five Dock

After Hours:

5 Waterview Street,

Five Dock. 83 7284

Open All Week-end



CONCORD PLANT HIRE

PTY. LTD.

74 3278 74 0557

For All Contractors' Equipment

- Chain Saws
- Air Compressors
- Platform Hoists
- Vibrators
- Kango Hammers
- Soil Compactors
- Steam Cleaners
- Brick Cutting Machines
- Trowelling Machines
- End Loaders
- Mixers
- "Terrier" Hammers
- Brick Elevators
- Pumps
- Vibratory Rollers
- Rammet Guns
- Spray Painters
- Barrows
- Dozers
- Electric Saws
- Electric Drills
- Electric Grinders, etc.

7 PARRAMATTA RD., CONCORD — 74 3278

DAVLECO HIRE PTY. LTD.

- VIBRATORY ROAD ROLLERS
- HOISTOWERS
- CONCRETE VIBRATORS
- CONCRETE SCREED BOARDS
- VIBRATORY RAMMERS
- CONCRETE TROWELLING MACHINES
- PUMPS, Etc.

67 0276 67 1228

(2 LINES)

(2 LINES)

100-104 COWARD STREET, MASCOT

SINGLE OR DOUBLE SIDED HEDGE TRIMMERS FROM KAWASAKI

There has been an increased trend to cultivating box or cypress hedges in both urban and rural communities, resulting in increased work for garden maintenance contractors and home owners alike.

Kawasaki has responded to the increased demand for hedge maintenance equipment by releasing two new petrol engine powered hedge trimmers which are designed to meet the needs of professional users. The trimmers are available as single or double sided blade models both with double reciprocating blades. The single sided blade model has a cutting length of 692 mm (27.2 inches) and the double sided blade model has a cutting length of 519 mm (20.4 inches).

Both hedge trimmers are powered by the Kawasaki TF 22 vertical shaft engine with the lift-up start system

and a significant reputation for durability and reliability, including compliance with all international gaseous emission and safety regulations.



New hedge trimmer from Kawasaki

The two new Kawasaki hedge trimmers are ergonomically designed with control grips which maximise operator comfort and control of the trimmer. Special blade guards afford added operator protection. The new hedge trimmers are also light weight with all up weights of less than 5.7 kgs (12.6 pounds).

A full colour technical brochure is available on request from Kawasaki Power Product dealers, state offices or direct from

For more information
Kawasaki Motors Australia on
(02) 9684 2585.

LOOK NO ~~HANDS~~ SORRY NO TOOLS

Clarke EZ8 Sleeve Drum
NO TOOLS REQUIRED

Clarke Expandable drum
uses sleeve sandpaper which
means:

- No more replacing screws and clamps
- No more phone calls from customers
- Great results every time



Gerni Powerclean P/L

Making it easy for hire
Phone: (02) 9602 3666

New 8KVA Generators from Crommelins

Crommelins Machinery has now introduced more generators to complete their already extensive range. 8kva (8,000 watts) petrol gensets, driven by heavy duty 18hp Robin Suburu engine will suit strong demands in both domestic and industrial applications.

Standard model features electric start, twin plugs, roll frame, 16 litre tank,. Weighs 108kg, 75db/7m. Full 2 year warranty on engine.

Optional extras include earth leakage circuit breaker, weather proof outlets and earth spike.

Phone the **Crommelins Machinery Sales** office in your state for further enquiries.

WA. (08) 9350 5588 Vic. (03) 9853 9344
NSW. (02) 9676 8099 Qld. (07) 3376 9620
SA. (08) 8262 2022

** Note that Crommelins has a **one stop** full spare parts and service back-up Australia-wide.

THE COST OF CHOOSING FUEL NOT JUST A QUESTION OF PRICE?

Twenty years ago the choice of fuel for small lift trucks was rarely a difficult decision. Now the choice is not so simple. To help the process, Hyster Asia-Pacific examines the choices available.

Advances in technology and the imposition of strict environmental regulations have reduced the advantages of different fuel types. Previously engine power output levels tended to dictate which trucks would perform which tasks. Pollution from exhaust emissions was only just beginning to be seen as a problem that might need to be addressed. Battery technology was such that electric power was not widely accepted as a viable option.

Today that situation has changed considerably. Engine and battery technologies have advanced to such an extent that the power output differences between trucks using any of the major fuel types are not as obvious as they used to be.

To keep one step ahead, engine and lift truck manufacturers are continually working together to meet the standards that are expected to appear. The trend to world sourcing of components will lead to a situation where all engines will start to meet all existing regulations. Hyster is one of the leading brands in this area in that, as an American-led organisation, the trucks all conform to the requirements of Californian emission controls, which are amongst the most strict in force at this time.

Currently there are five alternative fuel sources: petrol, diesel, liquid propane gas (LPG), compressed natural gas (CNG) and electricity. Each has its own advantages and disadvantages, which will have to be weighed up in light of individual considerations.

Each alternative has its own "set-up" costs in terms of capital equipment, space requirements and environmental considerations. Liquid fuels will need storage tanks and delivery access for the bulk carrier, electric trucks will need a standing area for the trucks, battery chargers and, perhaps, spare batteries. The costs of these will vary, to some extent, from country to country and even region to region, and must be considered on a local basis.

Leaving aside these "fixed costs" we can look at the individual merits of each fuel type in order to make a more informed choice about which will best suit the requirements of a particular situation.

Although the power output from similarly sized engines varies between petrol, diesel and LPG, manufacturers will compensate for this by designing engines which suit the applications that will be met.

Different displacements, fuel injection systems or other performance enhancing components can be used to adapt the engine to the task. In general, travel speeds will vary with similarly sized engines, with petrol coming out slightly ahead of diesel and LPG following close behind.

Petrol:

Petrol engines provide better power output than gaseous fuels, and they are generally less expensive than diesel or gas options. Being so common, they are more widely understood by service mechanics and are relatively easy to maintain and repair. Refuelling takes only a few minutes and a tank of fuel will usually last for a complete shift. In an eight-hour shift a lift truck will use about 40 litres of petrol.

Petrol produces more emissions than any other fuel and requires proper ventilation when used inside buildings. Electronic fuel injection systems have gone some way to making petrol engines burn cleaner and catalytic converters are able to cut down on the level of toxic emissions. However, environmental regulations are making the storage of petrol expensive and it has become less popular in recent years. As a highly flammable and toxic liquid, spillage is also a significant issue.

Liquid Propane Gas

One of the primary advantages of LPG is that the Carbon Monoxide (CO) component of the exhaust gasses is about half that of petrol, reducing ventilation requirements in enclosed spaces. The use of catalytic converters can further reduce CO outputs by 80-90%.

Since the engine is very similar to that of a petrol engine, maintenance is as easy. Refuelling only takes a few minutes and one tank will usually last a full shift. Typically about 16-18 kgs of LPG will be used. Rather than opting for bulk storage and refuelling, operators can use a cylinder exchange programme: changing cylinders at the end of each shift and having their supplier exchange empty cylinders for full ones. This does away with the need for bulk storage and refilling equipment, an advantage particularly for the smaller operator. However, the storage of LPG, even in cylinders, is strictly controlled and may be prohibited in some areas.

Diesel Fuel

Diesel powered engines produce similar power outputs to those of petrol, with relatively good lift and travel speeds. Fuel consumption is only about 65% of that for petrol and the cost, in most areas, is also lower. Refuelling only takes a few minutes and one tank can

last up to ten hours.

While specialist knowledge is needed to overhaul the fuel delivery systems of diesel engines most maintenance providers will not charge diesel engineers at any higher rate than their petrol experts. Diesel trucks are generally cheaper to maintain than their petrol counterparts, giving lower overall operating costs.

Diesel exhaust contains soot (also known as particulates), some elements of which may be carcinogenic. Soot traps are available that will remove most of these and catalytic converters can cut down the noxious emission levels by 50%/O. Noise levels are also generally higher, without control, than from an equivalent sized petrol or LPG engine.

As with petrol, diesel fuel is toxic and needs special storage facilities, the cost of which is increasing in some areas because of environmental legislation. Diesel engines can be difficult to start in cold temperatures, with the fuel liable to freezing in extreme conditions. Most manufacturers offer a cold start facility that will counteract this situation.

Compressed Natural Gas

CNG produces a low level of emissions and the exhaust is smokeless and odourless. This means that it will require less ventilation than other liquid fuels.

CNG costs between 30 and 50% less than petrol or LPG in most countries. The engines are easy to start, even in cold weather, and run quietly.

The fuel is also relatively safe. It is non-toxic; will disperse by itself if spilled because it is lighter than air; and, has a higher flashpoint (spontaneous combustion temperature) than petrol.

CNG, unfortunately, also has some significant drawbacks. A refuelling facility is very expensive, as are the tanks. The tanks have to be pressure tested at regular intervals, usually every two to three years. The reason that several tanks are needed is that CNG has a relatively low calorific value and one tank, despite its large volume, will only last two to four hours. It will, nevertheless, take twice that time to refill, using normal slow-fill equipment.

One situation where CNG may be used effectively would be for a distributor and road haulier that already uses the fuel to power large lorries. When an investment has been made in cryogenic storage and refilling equipment the use of CNG for smaller vehicles becomes more viable. This system uses liquefied natural gas stored at low temperature and can refill a lift truck tank in two or three minutes.

Power output is significantly less than either petrol, diesel or LPG engines because of the lower calorific value of CNG. In addition the large tank can restrict visibility when reversing.

Battery Electric

The electric battery powered truck is clean to use, power efficient and relatively quiet. The truck gives off

no CO emissions while in use, power is only used when required and electrical componentry is generally quiet in operation.

The absence of emissions, and of any form of ignition, allows electric trucks to work in certain environments where other trucks would not be permitted. The obvious example is in food and drink processing areas, but with modification electric trucks are also suited to areas where certain hazardous and flammable materials are handled.

Most Hyster electric trucks, and others with similar advanced control systems, allow easy setting of performance parameters and can be adjusted to ensure that tasks are performed as efficiently as possible. With the driver being able to select the best performance parameters for particular jobs, power usage can usually be controlled to allow one battery to last a full shift. Worked hard, however, shift life can be significantly reduced. In recent years battery and electric motor technology have advanced to the extent that an electric truck can now provide a similar level of performance to one powered by an internal combustion engine.

Electric trucks do have higher initial costs than any other type (excluding the costs for low temperature CNG storage!). The cost of the truck is slightly higher, a battery charger will be needed and, if the truck is to work a two or three shift system, additional batteries will be needed. These will cost thousands of dollars each, depending on specification. A lifting system of some kind will be needed if batteries are to be changed at the end of each shift.

While no special fuel storage facilities are needed, an area must be set aside for chargers and batteries or for trucks, as recharging can take up to eight hours. Determining how much one recharge will cost will vary from situation to situation. Obviously the Amp hour capacity of the battery will be one factor; however, the power supply level and the type of charger being used will also affect the total amount of power needed. In order to make some sort of comparison let us assume that the average truck uses about 45-50 kilowatts of electric power to recharge its battery.

Practice seems to show that companies will only consider the cost of power for electric trucks when they are looking at the option of moving away from this type of truck. This suggests that, in factories where so many other pieces of equipment are using electricity, the marginal cost of recharging electric trucks is almost negligible.

Batteries will degrade over time and usually need to be reconditioned about every four to five years. The length of time that they last is dependent on several factors. Ideally, lead acid batteries should not be discharged to much below 20% of their residual capacity, otherwise wear will be increased and the ability to store charge reduced. Batteries also need to be

allowed to cool down, so should not be recharged more than once every twenty-four hours. Maintaining them at high temperatures for extended periods will dramatically decrease their life and increase the overall running costs of the truck.

Conclusion:

Environmental considerations are having some effects on fuel choice with the cleaner options likely to become increasingly popular. Battery powered trucks still have to face up to the issues brought about by the need for recharging and the extra initial costs involved in purchase. A better appreciation of lifetime costs, translated into the costs of "goods moved" may give battery powered trucks greater popularity than they currently enjoy. The split between i/c and electric powered trucks has been fairly constant at about 70/30 throughout the 1990's and little change is expected as yet. A breakthrough is needed, either in battery technology, or perhaps in the appreciation of overall running costs to cause a significant shift. Full commercial exploitation of the hydrogen powered fuel cell may benefit the electric truck in the future, but its commercial availability is somewhere between three and fifteen years away.

CNG also needs the benefits of a technology breakthrough for it to become a realistic choice for the lift truck. While the fuel is starting to gain acceptance for commercial vehicles, (and leaving aside the costs of a

low temperature storage and filling system) the volume and weight of the necessary fuel tank is generally too restrictive for the most common lift trucks.

Petrol has become increasingly less popular. Two of the main factors in this are taxation practices and pollution. The carbon monoxide and hydrocarbon elements of petrol engine exhaust gasses are, respectively, about 10 and 30 times higher than those of a diesel engine.

Recent suggestions that some of the particulate matter in diesel exhausts may be carcinogenic, and the ability of catalytic converters to cut out more than 90% of noxious gasses from LPG exhaust, may increase the popularity of LPG powered trucks. LPG also has the advantage of being cheaper than diesel and causes less wear on engine components.

There are many considerations to be looked at when choosing a fuel source for lift trucks. In your considerations and if any doubt remains your local Hyster dealer will be able to guide you through the decision making process and point out which fuel will be the best for your needs. Hyster makes use of some of the best technology available for post combustion air purification in order to offer the lift truck operator a better working environment and improve overall productivity.

New Products

Adaptable Sanders For Small to Large Jobs

Sanding and stripping even the most difficult surfaces has been made easier with the release of two new Belt Sanders, launched this month by Robert Bosch Australia.

The GBS 75 AE and GBS 100 A both feature an ergonomic slim line design, and have a low centre of gravity making them simpler to handle under any conditions without the need to exert pressure.

The GBS 75 is powered by a 750 watt motor, while the larger GBS 100 has a more powerful 1200 watt motor. The sanders are ideal for cutting back large surfaces in wood, metal and a variety of synthetic surfaces, and they can quickly remove paint and rust.

The new Bosch belt sanders are also adaptable to several conditions, and can be used in a stationary position. The built-in dust extractors ensure a dust free

work environment.

The sanders are fitted with tensioning clamps, making belt changes fast and effortless, while the auxiliary handle can be removed to allow precise sanding close to edges. The GBS 100 A belt sander can have either a 100mm x 610mm or 620mm belt fitted, while the GBS 75 has a 75mm x 533mm belt.

Standard equipment with the new Bosch 75 AE belt sander includes a dust bag, a graphite plate and an angled adaptor, while the larger model comes equipped with a 60 grit sanding belt. Optional extras for both sanders include assorted sanding belts, a sanding and mounting frame and a parallel guide.

For more information, contact
Robert Bosch Australia
on (03) 9541 5555



The Internet a financial bubble or a phenomenon?

It is difficult to find a newspaper or magazine these days that does not contain some reference to the Internet. The full impact of the internet overseas hasn't reached Australia yet, probably because of our geographical position and the size of our population.

But it will.

At the moment there are an estimated 4 million on line in Australia. This figure is expected to grow to 10 million by the end of the year 2000.

A great deal of the publicity surrounding the internet at the moment concerns share prices of internet related companies on the overseas stock market and how they continue to defy gravity, operating on unrealistic values. This infatuation with share prices

and the comparison with other financial bubbles of the past creates a situation which diverts attention away from what the internet really is. The internet is not about share prices, which only reflect peoples expectations of the future value of the stock.

The final analysis is not going to be about share prices but about the net being able to perform the tasks it will be asked to do.

The internet is a modern day phenomenon, which via the World Wide Web has opened up a communication highway to the world which produces an environment of unlimited potential.

In doing so it creates an unprecedented opportunity for commercial activity that has captured the interest of the business world.

Bill Gates, worth US\$90billion at the last count, became the richest man in the world through the realisation that software programs were the future of computers. Although Bill has no need to start looking over his shoulder, because he is already involved, the internet promises to deliver fortunes to those who can figure out the best way to commercially utilise the WWW. Make no mistake the internet is the communication avenue of the future as nothing comes close to rival its global access.. All information technology is being developed to operate via the net. Like all business ventures there will be winners and losers, but the opportunists of the world will be utilising all the latest technological developments available to produce financially viable on line operations. Those

that best master this evolution in communication technology will reap the rewards, as Gates did.

But no one will rival Gates' dominance as the internet provides the opportunity for such diverse activity not even Gates has enough money to cover all the angles.

Hence the stampede to be involved. Most are aware of the possibilities but are unsure how to make it happen. But want to be on line when the moment arrives.

The internet is only in the early stages of its development, but nothing travels faster than modern day Information Technology. The communication global super highway is in place, it is only a matter of technology providing the profitable vehicle to traverse it.

The world is already caught up in the net, with America leading the way, but the rest of the world is catching up, as the figures below show.

- Recently released figures show that there are an estimated 150 million people on line world wide.

- New users are growing at a rate of so many per second.

- These figures are highlighted by the fact that over 50% of these come from outside the USA

- The global E-Commerce market is expected to exceed \$US1trillion by the year 2001.

- The internet is already an industry in the USA generating over \$300billion last year.

While at no time justifying them, seeing these figures it is easy to understand why internet stocks prices are skyrocketing throughout the world.

Already net trading is revolutionising some retail operations.

The distribution of software programs will never be the same again as shareware and freeware provide the availability to download software to anywhere in the world via the world wide web. You can also download your favourite music or movie from the net or visit your favourite art gallery.

The menu has something to suit all tastes.

There are countless other commercial activities that lend themselves to net trading that are taking advantage of the opportunity. While others will shape their operations accordingly because of the potential customer base.

The commercial potential of the internet is not in its use as a retail outlet - but in that it provide access to the largest possible audience.

While on line trading will never replace conventional methods, it will play a major part in some commercial activity because of its convenience

Its impact on Australia is minimal for the moment, but it is growing steadily in areas such as books music and computer software, which is following the lead of successful overseas operations like Amazon.com. On line trading is expected to reach \$900 million this year, in Australia, not a lot spread over the industries it embraces. But the confidence in the future potential is sky high.

As Amazon.com has shown the way so will other successful on line ventures flow through to the world.

Being connected to the internet is going to be more advantages in the future as the many benefits which it already delivers are increased when commerce becomes more involved and the services offered grow, as companies try to entice consumers to become an on line shopper.

The internet will become as much as part of the furniture as the television, in fact these two components may be combined, with the TV being the venue for the net and not the computer.

Although its use as a retail outlet is going to be one of the main commercial functions.

The commercial potential of the net does not lie in its use as a retail outlet - but in that it provides access to the largest audience possible.

But the establishing of the internet as a retail venue will in some cases create a situation which will change the culture of trading by creating pressure on prices of the goods or services involved as companies vie for market share.

Competitive pricing is a part of the culture of all businesses. But internet trading intensifies the situation.

The two biggest retailers of books in the world , Barnes and Noble and Amazon. com are at present engaged in a price war whereby they are retailing books at 70% discount to the normal price via the net.

If you are going to trade on the net you must display your prices to your prospective clients and your opposition and so the discounting begins. Conventional retailers must then act accordingly or face the consequences - price is still the determining factor in most purchases.

But it is early days yet. Technological change moves fast at any time, but there are going to be plenty of feet on the accelerator. The on line business deal that may produce the next Bill Gates hasn't been found yet.

But they are working on it.

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 the safety and legality of the fence but the Gallagher Power Fence™ is installed to meet Australian Standards 3016 and 3129 as well as the Gallagher Code of Practice."

Furthermore the Gallagher Security Power Fence can only be installed by accredited and trained installers and is sold through a network of dealers specialising in this form of security.

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

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

The product can be seen on numerous industrial sites around the nation , including hire centres, transport yards, car yards, storage yards, freight depots , government utilities and prisons.

"The problem just went away," is this most common thing heard by Campbell Ring when visiting clients and now with the product in prisons the Gallagher Security Fence™ not only keeps people out but it helps to keep them in!!

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

Association News

REPORT TO HRAA BOARD THE FIRST SIX MONTHS

Having taken on the challenge of Executive Director for the HRAA in January '99 I believe it is appropriate to summarise the achievements of the past six months along with key areas of concern and the priorities that lie ahead of us.

A. Progress Jan-July 99

The National Committee established a list of priorities in October '98 for the National role which focussed on budgets, national membership, liaison with the states and training. The achievement, or lack of, can be summarised as follows:-

1. National Membership List

This has been established on database and all members have received a complete list. This database is constantly being updated as the list is sorted out. In the last few weeks the addition of Faxstream has been implemented.

2. Financials/Budgets

1998 accounts submitted and audited
Accounts put on MYOB
'98/99 Accounts completed and submitted to Audit
Budget for 99/00 has been drafted and submitted for discussion and approval
Monthly B/S & P&L sent to all committee members

3. Income Earning Streams

- Internet Web Page: rental.org.au
This has been established in partnership with Trilogy and has major potential for the financial viability of the HRAA.
- Stationery
The stationery function has been consolidated with National Safety Sheets being promoted by HRAA along with Stickers.

4. Constitution

The final draft of the revised Constitution is ready for committee approval and then can be sent out to the members for approval by vote at the Special Meeting to be held in mid September 99.

The major changes to the Constitution include reducing the committee size down to one per state, adjusting the year to the financial year and tidying up the role of the non-voting Executive Director and Public Officer. In addition the method of registration needs to be finalised at the meeting in August.

5. Liaison with Industry Groups etc.

The HRAA is in the process of re-establishing official links with the ARA, Hire Pro NZ and Hire Europe. This should be achieved once the finances permit.

6. Lobbying

The GST has been the main area of interest in the past six months and the HRAA, with the help of some of the major members, made a strong submission covering transitional concerns. Whilst events turned out differently from originally envisaged the submission was a necessity and in the process useful contacts were made with similar Associations.

7. Training

This has not been focussed on initially, as other issues were of greater priority in the short term. However, the area of training will be focussed on, more and more, in the months ahead.

In summary, the first six months has seen the HRAA meet the initial challenges, and in the process, highlighted areas of concern and priority over the next six months.

B. Critical Areas of Concern

All States have previously committed to a truly National Association. It is very apparent, in the short time I have been involved with the HRAA, that the survival and future financial viability of the Association is critical on this being achieved sooner rather than later.

Membership of the HRAA is static in all States but the Association should be the unifying body for all rental businesses.

The key areas of concern to be quickly clarified are the constitution issues and the financials, over the remainder of 99/00.

C. Priorities Ahead

The next six months will continue to be challenging for the Association. The key areas that need to be focussed on are:

1. Successful adoption of the new Constitution
2. Financial Stability
 - development of Internet Income
 - improve Stationery Sales
3. Confirm liaisons with Overseas Associations
4. Progress National Association format
5. Assess Training needs and solutions

I look forward to increasing the profile and effectiveness of the HRAA in the months ahead with the efforts and enthusiasm of the members.

Thanks to the National Committee for their support and help in the first six months.

Phil Newby
Executive Director

1999 Annual Northern Roundup

The annual Northern Roundup was held last month at the Kohuna Beach Re~sort, located at Bucasia Beach. The Queensland sun and weather was perfect, the weekend kicked off with a social game of golf proudly sponsored by JLG Industries. Many Members took the opportunity to attend an Electrical Workshop conducted by Len Mountford.

75 members participated in the Saturday night dinner and entertainment. A few Members were slow in rising on Sunday, the Trade Show on Sunday was also well supported by the Members, the major prizes for a Supplier and a Country member was won by Chris Pannell of Software Link and Norm Quinn of Tolga Tablelands respectively.

During lunch on Sunday, David Johnson our newly elected Queensland President gave an informal talk on the future direction of the

Association and the annual Northern Roundup. It was agreed that at the National Convention was being held in May of next year that the next Roundup would be scheduled for the year 2001.

There are a quite a number of people to thank who assisted the Co-Ordinators and made the weekend interesting for the Country Members, especially the suppliers who donated prizes and showed their support as they do every year. To all those people a sincere thank you.

Finally the Co-Ordinators would like to acknowledge the following Members for their time and effort in making the weekend a success - Alan & Veronica Keogh of Keogh's Hire, Paul & Melissa Burke of Jaybire. OAMP5 Insurance Brokers, Len & Patricia Mountford and a special thank you to Bob Snowden of Flextool for taking the photos' on Saturday Night.



L/R Trevor Bevan,
(Wacker,)
David Johnson
(Qld President)



Trade Show



L/R Sharlene Watson,
Rose, (Kohuna Beach
Resort),
David Johnson

Queensland and the Hire Industry in general were sad to hear of the untimely passing of Arthur Staines.

Arthur was a stalwart of the industry, who was one of the committee of the inaugural National Hire Association, as well twice Queensland State President. Arthur was awarded the Presidents Award for service to the industry in 1985 and earned the respect of all those he come in contact with.

Our condolences go out to his family in their sad loss.

Welcome new members

Mr. David Gates
Toowoomba Appliance Rentals
3 Montgomery Court
Toowoomba
Qld.
4350

Mr. Chris Pannell
Software Link
P.O.Box 1
Berkeley Vale
NSW
2261

Mr. Glen Bailey
Ladamax Aluminium Products
6/21 Duntroon Street
Brendale Qld
4500

Mr. John Robinson
Balloon Agencies
P.O.Box 2260
Logan City
Qld Dc
4114

Ron & Diane King
RK Equipment Hire
Cnr. Gladstone Rd. & Bell St.
Biloela
Qld 4715

Mr. Peter Nicholson
Grampians Event Hire
67 Pyranee Highway
Ararat
Vic
3377

Mr. David McTaggart
Alquip P/L
10 Rockla Court
Toowoomba
4350

Mr. John Shore
ReadyQuip Hire
187 Perth Street
Toowoomba
Qld.
4350

Mr. Ian Gray
Applied Chemicals Control
319 Main North Road
Enfield
5085

Mr. Ross Laird
Seeley International
1 - 11 Rothesay Avenue
St. Marys
5042

Mr. Frank Ferella
Statewide Hire
Unit 1 - 32 Papagni Avenue
Newton
5074

Nathan McGrath
G. James Glass & Aluminium
P O Box 26967
Wetherill Park NSW
2164

Ralph Bartley
Australia & New Zealand Mercantile Agents P/L
P O Box 1775
Macquarie Centre
North Ryde NSW
2113

Ashley Davies
All Class Portables
P O Box 5261
Berkeley Vale NSW
2261

Gerni Powerclean

25 years of service

Gerni Powerclean has been servicing the industry for the last 25 years, and is a leading supplier of quality equipment for the rigorous use of hire. Our product lines consist of the genuine GERNI High Pressure Cleaners, CLARKE sanders, Pro Steam 2 wallpaper steamers, EZI Tank Fuel carts and additional products. The aim of our business has always been to be a supplier of quality products and services from a skilled service & sales team.

The latest product in our range is the brand new EZ-8 Sleeve Drum Sander from the American company Clarke, who has been producing floor sanders for over 75 years. We officially released this product in early May at the Melbourne Hire Convention and we were very pleased to see that this new innovative product received so much attention. The EZ-8 sleeve drum has some very unique new features; Easy-To-Transport for hire since the handle and dust pipe can be removed quickly. Easy-To-Load-Paper without the need for any

tools. Unlike traditional clamp style machines, the drum expands to firmly hold the sanding belt for professional results. The EZ-8 is also available in the more traditional clamp style if wanted. At the same time the EZ-8 is a reliable machine, as it is constructed of cast aluminium and uses a brush less motor.

In order to make it easy for our customers, Gerni Powerclean has a complete range of quality sandpaper at very competitive prices. We also have new Hire packs to suit Clamp or Sleeve style sanders, edgers and orbital machines. These packs consist of a selection of the grits most commonly used in hire.

We look forward to servicing you and your business with the new EZ-8 or any of our other products.

All Enquiries::
Gerni Powerclean Pty Ltd.
Tel : (02) 9602 3666
Fax: (02) 9601 3527

40 YEARS STRONG!

Still a preferred supplier to the Australian Hire Industry — now with even more products to offer

Crommelins

Machinery Sales

"When only the best is good enough"



Full 2 year **Robin** engine warranty with parts & service on
all equipment Australia-wide

Perth
(08) 9350 5588

Sydney
(02) 9676 8099

Melbourne
(03) 9853 9344

Brisbane
(07) 3376 9620

Adelaide
(08) 8262 2022

Let Bosch's heavy duty drill/drivers take charge

Let Bosch's heavy duty drill/drivers take charge

After the rigours of strenuous work for days on end, you won't find Bosch's latest heavy duty Drill/Drivers applying for stress leave. Hard working, reliable and innovative, these Drills/Drivers only need 21 minutes to re-charge their batteries.

This extremely fast 21-minute battery re-charge time is available on Bosch's GSR 12VE-2 and GSR 14.4 VE-2 Drill/Drivers.

This makes the two new models a must for any professionals tool kit where drilling and screw-driving is involved, and jobs have to be performed with a minimum of fuss and no costly down time.

This rapid recharge time combined with high torque motors (47Nm for the GSR 12 VE-2 and 50Nm for the GSR 14.4 YE-2) has resulted in two of the most efficient and powerful Drill/Drivers on the market.

The powerful nature of the drills has been matched with clever, Swiss-made ergonomics and other features to ensure every drilling and screw-driving task is performed with a minimum of fuss.

For example, you can forget about camming out screwheads with Bosch's electric motor brake which is a feature on both heavy duty models. Both the GSR 12VE-2 and GSR 14.4 VE-2 also feature an auto spindle lock, for quick and easy, one handed chuck operation. A single

sleeve, keyless chuck further enhances their suitability to the trade where down time has to be kept to a minimum.

The GSR 12VE-2 is suitable for drilling and screw-driving in steel and wood with a steel drilling diameter capacity of 13mm, wood drilling capacity of 30mm and maximum screw diameter of 8mm. The slightly more powerful GSR 14.4 VE-2 has the same diameter capacities, except its wood capability is a massive 32mm.

Both Drill/Drivers come with the following equipment as standard:

- 2 x 2.0 ah batteries for longer life between charging
- 21 or 60 minute charger depending on the model
- a double ended screwdriver bit and
- a sturdy carry case.

Optional extras include High Speed Steel (HSS) drill bit set, screwdriver bit set, carry strap, holster and extra batteries.

These drill/Drivers represent the ultimate in heavy duty drilling and screw-driving hand held equipment and combine rugged reliability with clever design. Importantly, both Drill/Drivers are made of 97 per cent recyclable materials, in line with Bosch's strict environment policy.

For further information contact:

ROBERT BOSCH (AUSTRALIA) PTY. LTD.
toll free on 1800 804 777 or fax 1800 819 520



DOES YOUR INSURANCE BROKER ...

- allow you to spread your premium payments throughout the year?
 - offer the security of being listed on the Australian Stock Exchange?
 - rank in the top ten insurance brokers operating in Australia today?
 - offer 24 hour claims service?
 - provide personalised, expert service through branches across Australia?
 - give you access to unique industry products like the AUS "Hire and Rental Policy"?
- If you have answered "No" to any of these questions you should talk to***

OAMPS
Hire and Rental Division

FLEXIBLE, SECURE, COMPETITIVE
1800 240 432

OAMPS working in partnership with the Hire and Rental Association of Australia since 1984

Millennium Moments Need Big Baytex Tents

With the Millennium fast approaching Baytex are hard at work on one significant project related to this event which is likely to have a significant impact on our future production.

While orders for rental tentage have been good the Hire Industry in general has decided to take a wait and see approach to the event and not go overboard with commitments to new stock. This is a wise move which will pay off in the long run by allowing operators more time to build their stock based on longer term assessments over a wide range of

Year 2000 events and not just the one-nite-stand of the Millennium Party.

Meanwhile Baytex are continuing their successful shift back into Circus Tent territory with a major new tent project designed to tour Andrew Lloyd Webers 'CATS' show. This project has been a year in the planning and is now nearing completion in our new Mt. Maunganui factory.


For those who are interested the CATS tent is a brand new tent design entirely manufactured from black PVC inside and out to fit in with the CATS theme. The tent measures 48m diameter with 4.5m side walls and features a sloping valance skirt extending from the eave line down to the peg line. The tent has four King Poles on 17.2m Centers, standing 22m high and designed to withstand a maximum axial load of 26 tones. The tent will seat approximately 2500 people on tiered seating around a full proscenium arch stage. The interior of the tent features a substantial lighting frame mounted 12m above the ground with room above the frame for personnel to walk

around. The tent will be fully air conditioned for obvious reasons with several semi trailers of airconditioning gear being needed to perform this task.

Additionally there are a number of annex tents including a 20m x 30m hospitality tent to serve as an entrance way and concession facility along with some specially designed bat wing entry canopies for the various public entrances.

And where can you see this wonder? Apart from a preliminary set up and trial run somewhere in the outskirts of Brisbane the official opening is to take place at Ayres Rock sometime in October. Book your tickets now - it should be quite a show - or wait a while until the show passes a town near you, it is scheduled to tour Australia and possibly New Zealand.

With the Australian Hire Convention long gone the New Zealand Convention this August seems a bit of a lonely event compared with the "blood rush" of previous years. With our move to new premises at the beginning of the year and the rush of business that has followed lack of time has prevented us from introducing any major new developments or innovations as our focus remains on our existing range of proven products. The exciting news of course is our new alliance with Hoecker. We are now representing Hoecker in New Zealand importing their frames and manufacturing fabric to customers requirements. Baytex sees this as an extremely positive move as it is already allowing us to access new markets, especially in the area of temporary warehousing and large municipal swimming pool pavilions.




Electron

Simply Spectacular!

**18 metre series from
Baytex Tentmakers**

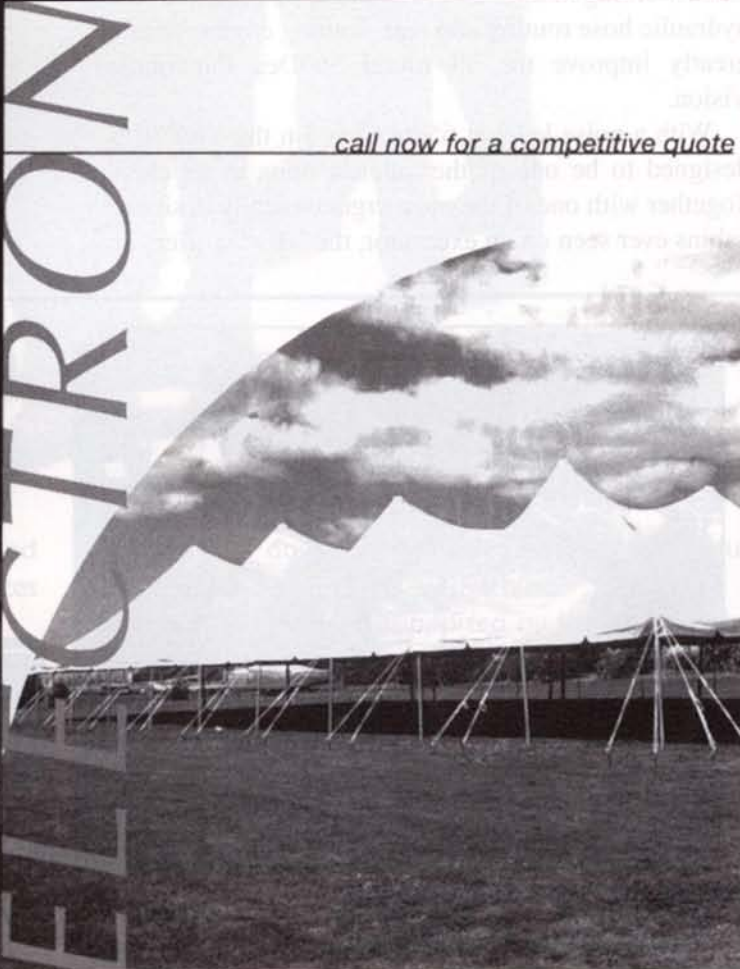
featuring:

- *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 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



V10 70 Compact-Powerful-Versatile Excavator from Yanmar

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

The long awaited 7 tonne version of the popular rounded body VIO Series excavator, is really making its mark as a machine that is versatile for an extensive range of operating conditions.

The VIO-70 is fitted with a Yanmar 4TNE98-BV Engine which produces an impressive (42kw/57HP)/1,900RPM, and comes fitted with Yanmars advanced three-pump hydraulic system that ensures fast and smooth working cycle time. These combined give the VIO 70 the greatest digging force in its class (5590KG).

Features, which define the VIO-70 flexibility, are almost endless. To begin the VIO70 comes standard with the largest dozing blade in its class (2320x450mm), and with longer crawler TRACKS than other excavators adds considerably to the units stability when digging on uneven surfaces.

The Zero tail swing design ensures the cabin, bonnet, and boom all stay neatly within the track width when slewing, ensuring minimum radius clearance when working in tight areas. Strategic placement of the hydraulic hose routing and rear-slanting engine bonnet greatly improve the all round 360Deg Panoramic Vision.

With a noise level at 65db(A) at 7m the VIO 70 is designed to be one of the quietest units in its class. Together with one of the most ergonomically designed cabins ever seen on an excavator, the VIO 70 offers an

operating environment second to none.

Pictured is the VIO 70 showing the advantages of the Off-set Boom Swing System, which allows the operator to dig along walls and foundations whilst keeping the tracks parallel to the trench. Visibility of the bucket whilst digging in swing mode is excellent and critical when working around pipes and cables.



Second picture shows the current Yanmar range outside Tutts-Tag Hong head office at 6 Ferngrove Place, South Granville.



YANMAR ViO Series

New Generation Excavators

- Zero Tail Swing
- Better Visibility
- Low Noise Engines
- 1.5 to 7 Tonne



TUTTS-TAG HONG

1300 658 888

BRISBANE
(07) 3277 5422

TOWNSVILLE
(07) 4725 8888

SYDNEY
(02) 9780 7200

MELBOURNE
(03) 9554 0300

PERTH
(08) 9478 0600

ADELAIDE
(08) 8243 1422

WE CARRY THE COMPRESSORS THAT DELIVER MORE AIR.



Nothing delivers more than an Ingersoll-Rand compressor. Being engineered to minimise tolerances means minimum air slippage.

So you'll get optimum volume and pressure over any competitive machine of similar rating for greater work output, whatever the application.

Remember, pressure means productivity.

Precise manufacturing quality also ensures longer

life with less down time. And greater resale value when you trade up to a new machine.

What's more, being supported by the NS Komatsu nationwide network means you'll get all the service, parts and technical back-up you need, when you need it.

So for a more efficient air supply, you'll be blown away by Ingersoll-Rand. Simply contact your nearest NS Komatsu branch for the full story.

MAJOR BRANCHES

NEW SOUTH WALES: Sydney (02) 9795 8300. Moree (02) 6752 7920. Mt Thorley (02) 6570 2800. Newcastle (02) 4966 0122. Orange (02) 6360 0069.

VICTORIA: Melbourne (03) 9205 9300. Gippsland (03) 5173 2900. Wodonga (02) 6056 5088.

QUEENSLAND: Brisbane (07) 3246 6222. Gladstone (07) 4972 6594. Mackay (07) 4940 3100. Townsville (07) 4775 3433.

TASMANIA: Hobart (03) 6248 5414. Launceston (03) 6326 7422.

SOUTH AUSTRALIA: Adelaide (08) 8262 4116.

WESTERN AUSTRALIA: Perth (08) 9351 0555. Bunbury (08) 9725 7100. Kalgoorlie (08) 9091 3155. Port Hedland (08) 9140 2682.

NORTHERN TERRITORY: Darwin (08) 8947 1033

Milne & Partners 8537

NS KOMATSU

Our People Are Our Power

Overseas News

Consolidators still running with the bulls

A look at the recently released annual top 100 Rental Centres in the USA shows the extent of the consolidation in recent years, but it seems to have slowed somewhat. Why wouldn't it!!

Figures revealed from this years list show that the consolidators acquired 220 companies, 860 locations and \$2.6 billion in revenue last year.

Adding to this, more than 60 of the top 100 rental companies have been acquired in the last two years.

One interesting aspect of the consolidation is it has been funded to a great degree by public money via the stock market, which poses the question - what if the long time predicted downturn in the stock market finally happens?

Do we then see the consolidation of the consolidators?

• • • • •

New Holland to buy Case for \$4.3 Billion

New Holland has agreed to acquire Case Corp. for \$4.3 billion in cash in a deal that will create the world's third largest construction equipment manufacturer, behind No. 1 Caterpillar and Komatsu, and a rival to No. 1 Deere & Co. on the agricultural side.

By combining, the two companies will approach sales

of about \$12 billion and realise cost savings of up to \$500 million within three to four years through job cuts and other unspecified measures, according to company officials.

Case's strong dealer network is expected to boost New Holland's expansion efforts into the North American construction equipment market, while New Holland will help better establish Case products in Europe.

• • • • •

English Hire Company joins the consolidators

Meyer International PLC, the parent company of England's largest building material supplier and one of the biggest rental operators has agreed to purchase RentX Industries for \$98.7 million in cash and assumed debt.

RentX, based in Denver, USA, is ranked 16 on the RER top 100 with turnover last year of \$46.5 million

Skip Evans, RentX President, will be staying on to run RentX, which will retain its name.

Meyer operate about 150 rental outlets in the UK through Jewson Hire Point and Torex Hire Equipment which concentrate supplying to the home owner and small contractor markets and Meyers Chairman, Tony Palmer, sees the acquisition of RentX as entry into similar markets in the USA.

AUSSIE ECO-CLEAN HIRE INDUSTRY SPECIALS



3000psi and 4000psi



Car Boot Special 2000psi



Electric Compact 1500psi



All Built Tough for the Hire Industry
Good Gear - Good Prices

AUSTRALIAN PUMP

Call Hamish Lorenz on the High Pressure Hot Line

(02) 9894 4144

Fax: (02) 9894 4240

email: lorenz@ozemail.com.au

Dingo Stolen

A Dingo, Trailer and 4 in 1 bucket were last night stolen from the west Sydney area. The Dingo and 4 in one bucket were on the trailer, which the thief disconnected it from the vehicle to which it was attached, and took the lot.

Details

Dingo 960P 6073, 20hp Honda engine, green chassis, used (2.5 years old)\

Single Axle Trailer,

Vin no. 6T20AEBXOAT007, New 4 in 1 bucket, near new (ex demo stock)

Dingo Mini Diggers keep a data base of information about Dingos. Including details of stolen machines.

Contact:

Ali Briggs or Noel Brownsey on

Tel: (07) 4672 5400

Be on the lookout for this Stolen Equipment

Stolen

R & R Hire Service of Caboolture reported the following item was stolen early in June.

Powerlite 6.6 KVA Generator model MH60, Colour yellow frame, serial number 0540998. The Company's initials "R & R" was engraved onto the air cleaner.

The hirer gave a false address and telephone number. Anybody with information on this theft

Contact

Mandy or Phil on:
(0754) 958 683

• • •

Stolen

Metro Hire Service in Brisbane have advised that on the 8th. June a Metro Lighting Tower model stamford 9902014, yellow in colour, registration number 334Qev was stolen from the job site located on the roundabout, on the corner of Old Northern Road & Beckett Road, Everton Park. The tower was brand new

Contact

Darryl Fernan on :
(07) 3265 1156

• • •

Centenary Hire Service reported a theft with the hirer pretending to work at

"Purcell Constructions"

1428 Cleveland Road

Carinda

delivery address

91 Ashbridge Road, Darra

Mobile 0413 547625

Equipment stolen

Self propelled slasher

Spray Unit, compressor, spray gun and hose

Orbital sander - Makita brand

7" Circular sander - Makita brand

Person passes himself off as labourer for the company

Contact:

Michael Gordon
(07) 3375 5038

• • •

Stolen

U-Haul Trailer, in s NSW, reports a scam which resulted their loss of 3 coolrooms valued at \$29,000.

One of the partners Peter Twomey received a phone call requesting the hire of three coolrooms to be used for catering to the "Commonwealth Bank Streamline Bike Race" The race was to be held on the new bike track allocated for the Olympic circuit i.e. Hume Highway around the mechano set.

The order was confirmed by fax.

The trailers were delivered to the address and received by a person who paid a fee of \$470.00. in cash. Erected on the site were a marquee, tables, chairs and a small children's ride.

On returning to the site to remove the trailers it was found to be vacant. The equipment stolen included;

1 X 8 cubic metre white cool room "U-Haul Mobile Cool Rooms" signage.

Rego no. J29544. Fleet no. 883. the unit adapts to freezer also Value- \$13,000

1 X 6 cubic metre white cool room "U Haul Mobile Cool Rooms" signage.

Rego no. G91618 Fleet no. 663 Value - \$9,000

1 X 3 cubic metre white cool room - "U-Haul Cool Rooms" signage.

Rego no. H 49471 Fleet no. 332 V alu e- \$7,000.

Contact:

Michael Jeffries
U- Haul Trailers
(02) 9738 3444

SAFETY CARDS

VIBRATING PLATE COMPACTOR

DANGER! Ensure the hirer shows you how to use the equipment. Read the instructions below BEFORE using this equipment.

Safety Equipment

The following protective equipment **MUST** be worn when using this equipment:



Dust mask & safety goggles if in a dusty environment



Ear muffs or ear plugs



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



Leather boots with steel capped toes.

Safety Instructions for this Equipment

- Ensure all guards are in place before operating machine.
- Do not wear loose clothing or jewellery as it may become entangled in belt drive.
- Ensure that the area to be compacted does not contain any live electrical cables, gas, water or communications services which may be damaged by the action of the machine.
- Ensure that machine is operated in a well ventilated area to clear exhaust fumes.
- Never stand on the unit while it is operating.
- Exercise care when operating unit.
- Exposure to vibration or repetitive work over a prolonged period may be harmful to hands and arms.
- Dust mask and safety goggles if in a dusty environment
- Ear muffs or ear plugs
- Long sleeve shirt and long pants or overalls, when working with hot mix bitumen
- Leather boots with steel capped toes

Fuel Safety

Avoid breathing fuel vapours. When handling fuel always ensure your in a well ventilated area.

- Do not smoke or bring any fire or flame near the fuel whilst refuelling or operating the machine.

THE CARDS ARE A5 PRINTED BOTH SIDES

- 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 practise the operation before beginning work. Always use recommended accessories only.
- ✓ Always keep guards in place and in working order.
- ✓ Do not wear loose clothing, gloves, neckties, rings, bracelets or other jewellery which may get caught in the moving parts.
- ✓ Do not overreach. Ensure proper footing and balance when working with the tool.
- ✓ Always keep the work area well lighted.
- ✓ Never permit children, other people or animals to loiter near the work area.
- ✓ Do not fool around while operating, always keep the machine under control.
- ✓ Never leave a machine running while unattended.
- ✓ Do not use or continue to use faulty or damaged equipment. Check the condition of the machine at the end of each day and report any damage or defects.

REMEMBER: 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.

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

IGNITION SYSTEMS

The next component for us to look at after batteries, alternators and starter motors is the ignition coil, distributor and spark plugs.

We will start off with a basic system before moving to some of the latest ignition systems.

We have two circuits inside an ignition system, the first is a Primary consisting of:

- The battery (the heart)
- Ignition switch
- Primary circuit resistance
- Primary winding of the ignition coil
- Breaker points (or condenser)

The Secondary circuit consists of:

- Secondary winding of the ignition coil
- Distributor rotor
- Distributor cap
- High tension leads
- Spark plugs

With the use of a Balust resistor controlling the required voltage to 9 volt instead of our normal system 12 volt (thus allowing 3 volts for current drop) we have created reliable constant voltage to supply the system. This is called the Ketrign Ignition System.

IGNITION SYSTEM FUNDAMENTALS

Ignition Coil

An ignition coil provides the high voltage (30,000 volts or more) needed to make current jump the gap at the spark plugs. It is a pulse type transformer capable of producing a short burst of high voltage for starting combustion.

Coil output voltage usually passes through the coil wire, distributor, plug wire, and spark plug before starting the burning process in the engine.

The primary current of the ignition system uses conventional wire, similar to the wire used in the other electric systems of the car. The secondary wiring however, must have much THICKER INSULATION to prevent leakage (arcing) of the high voltage.

The secondary circuit of the ignition system is the high voltage (30,000 volt or more) section. It consists of the wires and parts between the coil output and the spark plug ground.

Ignition Coil Construction

The ignition coil consists of two sets of windings

(insulated wire wrapped in circular pater). The coil has two primary terminals (low voltage connections) an iron core (long piece of iron inside windings) and a high voltage terminal (output or coil wire connection).

The primary windings of the coil are several hundred turns of heavy wire, wrapped around or near the secondary windings.

The secondary windings are several thousand turns of very fine wire located inside or near the primary windings.

Both windings are wrapped round an iron core and are housed inside the coil case.

Ignition Coil Operation

When battery current flows through the ignition coil primary windings, a strong magnetic field is produced. The action of the iron core helps concentrate and strengthen the field.

When the current flowing through the coil is broken, the magnetic held COLLAPSES across the secondary windings.

IGNITION COILS AND RESISTORS

Ignition Coils

If poor ignition performance is obtained and the coil is suspected, it may be tested on the engines it may be removed for the test.

Ignition coils are often condemned when the trouble is actually in the ignition switch. A completely defective ignition switch will produce an open primary circuit, giving the same indicators as if the coil were completely dead. A partly defective ignitions witch will cause a weak spark. Both of these conditions are often blamed on the coil.

By cutting the ignition switch out of the circuit it can easily be determined whether or not the coil is defective or whether fault lies with ignition switch.

In the absence of any testing equipment a simple check of an ignition coil can be made as follows: turn on ignition switch with breaker points closed. Remove the high tension cable from the center socket of the distributor cap and hold it $\frac{1}{4}$ " to $\frac{3}{4}$ " away from a clean spot on the engine. If the coil and other units connected to it are in good condition a spark should jump from the wire to the engine. If not, use a jumper wire from the distributor terminal to the engine; if the primary is

in good condition a spark will occur.

All ignition coils with metal containers can be tested for grounded windings by placing one test clip on a clean part of the metal container and touching the other clip to the primary and high tens or terminals. If the lamp lights or tiny sparks appear at the points of contact, the windings are grounded and the coil should be replaced.

Coil Polarity

Most coils are marked positive and negative at the primary terminals. When installing or connect a coil be sure to make the connections. A reversal of this polarity may affect the performance of the engine (or the radio).

If perchance the coil is not marked as to its polarity, it can be checked by holding any high tension wire about 1/4" away from its spark plug terminal with the engine running. Insert the point of wooden lead pencil between the spark plug and the wire. If the spark flares and has a slight orange tinge on the spark plug side of the pencil, polarity is correct. If the spark flares on the cable side, coil connections should be reversed.

IGNITION RESISTORS

The purpose of the resistor is to prolong the service life of the distributor breaker points.

Block Type Ballast Resistors

Its basic purpose is to allow full battery voltage to the ignition coil during engine starting, and to reduce battery voltage to the coil when the engine is running. The high voltage during starts means easier starts. But sustained high voltage to the breaker points can cause point failure. The reduced voltage during engine operation increases breaker point life.

These resistors are normally very dependable. But if one fails it can be one of the most difficult of all ignition system malfunctions to check out and diagnose. This type of resistor can fail in several ways. The resistance wire can separate, with a result similar to that caused by an open switch. An open resistor means that no current reaches the coil and the engine cannot operate. It is possible for the resistance wire to warp or bend enough to touch the side of the case and; when this happens the engine may continue to run but the overall performance would be poor.

Resistors can change value. Any creeping change in resistance value of a ballast resistor is invariably an increase in resistance. This means that coil output to the spark plugs is reduced proportionately. If a ballast resistor is slowly increasing in value the engine could gradually deliver less and less horsepower, particularly under high load conditions. An unsuspecting mechanic

could unsuccessfully try to get the engine back to where it will deliver acceptable power output by changing spark plugs, adjusting timing, etc. Replacement of the faulty resistor is the only cure in this case.

To check a ballast resistor, replace it with one of known good quality. Then road test the vehicle for improved performance.

It is important to remember that new spark plugs can temporarily mask the need for resistor replacement because new plugs require less voltage to fire. This is why a new plug tune-up may prove satisfactory for a time. But if the ballast resistor is faulty, eventually the engine will misfire under load.

DISTRIBUTOR

The distributor performs several functions in the ignition system: (1) It closes and opens the primary circuit to produce the magnetic buildup and collapse. (2) It times these actions so the resultant high-voltage surges from the secondary occur at the right time. (3) It directs the high-voltage surges to the proper spark plug at the proper time.

IGNITION TIMING

Correct timing of the spark with relation to the position of the pistons in the cylinders must be made for efficient engine operation. Most engines have a timing mark or marks located either on the flywheel or the crankshaft. vibration ramper that are used to correctly set the ignition timing. These marks must align properly with a pointer or marks on an adjacent stationary position of the engine at the instant a spark occurs at the No. 1 spark plug.

The proper alignment of the timing marks is determined by the gap setting of the breaker points, and the time at which the cam lobes open the breaker points. The gap setting can be adjusted by means of a feeler gauge or a dwell meter, and the opening time can be adjusted by rotating the distributor housing.

Two common methods of setting ignition timing are the test light method and the time light method. With the test light method, a low voltage light is connected across the breaker points. The engine is then cranked, with the ignition switch on, until the breaker points just begin to open as the No. 1 piston is in the firing position (both intake and exhaust valves closed and piston near the top of the cylinder). The timing marks should align just as the test light comes on indicating breaker point openings.

The second timing method consists of using a timing light connected to the No. 1 spark plug terminal. The light will flash each time the No. 1k

spark plug fires so that if the light is directed at the flywheel or vibration damper markings they will appear to stand still. With this method the engine is running at idle speed usually about 550r/min.

With either method the distributor is loosened in its mounting and turned one way or the other until the correct alignment of the timing marks, as specified by the manufacturer, is accomplished.

If the distributor has a vacuum advance mechanism it must be disabled before setting the ignition timing with a timing light. This is done by removing the vacuum line from the vacuum advance unit. The vacuum line should be plugged (in most cases) so as not to affect engine speed.

SPARK PLUGS

The air/fuel charge in the cylinder of an engine is ignited by a spark generated between the electrodes of the spark plug. Efficient engine performance demands that the spark must be adequate at all engine speeds and under all conditions to produce complete and proper ignition of the air/fuel mixture. Proper spark plug performance is one of the most important factors in maintaining good economy and engine efficiency.

Spark Plug Construction

The spark plug has two important functions – to introduce a spark into the combustion chamber and to seal the plug hole so that proper pressures are maintained in the cylinder.

The four main parts of a spark plug, the insulator, the shell, the internal seals, and the electrodes. The insulator prevents the high ignition voltage (up to 30,000 volts) from flowing in any direction except across the electrodes within the combustion chamber. Any cracks (either visible or invisible) in this insulator can cause misfiring because the crack becomes a path of low electrical resistance and shorts the high voltage current to the shell.

The shell holds the plug together and acts to connect the ground electrode to the engine through the threads. The internal seals are made by a high temperature, high pressure cement. This special cement acts to seal the center electrode to the insulator and the insulator to the shell.

Lead Fouling

Deposits due to the burning of fuel scavengers (such as tetraethyl lead) cause red, brown, yellow or white colours on the spark plug electrodes. While these deposits may look bad most of them are not harmful and have little effect on plug performance. If the combustion chamber temperatures become too high, however, these deposits may melt and form a

shiny, glazed coating which will act as an electrical conductor and short out the plug. If the plug is not too heavily coated, these deposits can be removed by abrasive cleaning, and the plug can be used again. On two stroke engines a lead whisker between the electrode will stop plug from firing.

Service Procedures

Ideally, spark plugs should be cleaned and regapped every 5000 miles.

Oil Fouling

Wet, oily black deposits on the firing end of the plug usually indicate that lubricating oil is leaking into the cylinder. This may occur because of worn piston rings, excessive valve stem-to-guide clearance, sticking valves, defective positive crankcase ventilation (PCV) valve, or a faulty fuel pump (if equipped with a double-action pump). Normally, plugs in this condition can be cleaned, regapped, and reinstalled.

If the black deposit is hard and glazed, it indicates that a low heat range plug is being used in an oil-burning engine. Either a plug one heat range hotter can be used or the engine should be overhauled.

Gas (or carbon) Fouling

Excessive fuel in the combustion chamber can cause dry, fluffy, black deposits to form on the spark plugs. This excess of fuel can result from prolonged idling, a faulty automatic choke, or a fuel mixture that is too rich. Use of a cold plug can also cause this type of deposit to form. Cleaning and regapping of the plug will restore engine performance, but the condition may recur. An engine tune-up or hotter-type plug will be necessary to eliminate the trouble.

Spark Plug Troubles

Most spark plug wear is caused by the corrosive gases resulting from fuel combustion. These gases attack the electrodes and "eat" them away. The high-voltage spark also corrodes the electrodes and eats the metal away. Both of these factors cause the electrode gap to increase, and the spark has a greater distance to jump.

A much higher voltage is required to cause the spark to jump the wider gap. The ignition system often fails to provide this higher voltage, especially at high speeds, and the spark plug misfires. Cleaning and regapping of the electrodes will usually cure this condition if there is enough material remaining in the electrodes. Worn out plugs cause loss of power, decrease in top speed, decreased gas mileage, hard starting, and general sluggish performance.

Peter Armstrong
National Hire

NEW PUMP SAVER

An inexpensive but robust line strainer to provide extra filtration for the suction lines on electric and engine drive pressure cleaners is available from Australian Pump Industries. Virtually all makes of high pressure cleaners utilise the principle of the three piston axial or triplex style positive displacement pump to generate the pressure required to clean. Piston pumps are sensitive and failures to seals and pistons can be not only inconvenient but also expensive to repair.

The new Aussie filter called the "Pump Saver" is meant to augment the normal filter supplied as standard equipment by providing additional screening of solids that may be in the supply hose, mains supply or supplementary tank.



New Aussie Pump saver helps protect pressure cleaners from contaminated water.

Product Manager, Hamish Lorenz said "The new Aussie line strainer has an easy to clean stainless steel filter element that can be removed without having to disconnect pipework". Operators can cut maintenance costs and downtime by installation of the handy filter in the supply line to their pressure cleaners.

The "Pump Saver" is suitable for all makes of pressure cleaners! from hobby domestic style machines right through to heavy duty industrial makes in hot or cold water configuration.

Further information on this press release please contact

Mr. Warwick Lorenz;
on (02) 9894 4144

H21TX Telescopic Boom Platform From Haulotte

Pinguelly Haulotte, Europe's leading supplier of self propelled access equipment has released its model H21TX Self Propelled Telescopic Access Platform into the Australian market through its Australian factory outlet, Haulotte Australia.

The H21TX is a telescopic elevating work platform having a basket working height of 21 metres. The unit has a 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 basket fitted to this unit measures 0.8 metres x 2.0 metres and is fitted with a 180 degree hydraulic rotator to provide excellent flexibility at the workplace.

The H21TX is supplied in a 4 x 4 configuration as standard, and can negotiate ground slopes with 40% gradients.

Basket controls are of the simultaneous proportional electric over hydraulic type for all movements.

Continuous 360 degree rotation is possible through the inclusion of an electric/ hydraulic slip ring and a large robust rotation bearing.

As is the case with other booms in the Haulotte range, the H21TX is fitted with a basket overload warning device.



This device will emit an audible signal immediately the basket has been loaded to 95% of its rated capacity. The system will also cause the machine to stop operation when an overload situation is reached in the basket.

Foam filled tyres, flashing beacon, travel alarm, free wheel device, emergency hydraulic pump and lifting eyes are just a few of the other standard features supplied with the H21TX.

Haulotte has a complete range of straight telescopic and telescopic/drop boom units available in working heights ranging from 21 to 25 metres with the 25 metre unit featuring non extending axles. The Self Propelled Boom range also includes battery electric and diesel powered knuckle booms ranging in working heights from 12 to 20 metres. Rough Terrain Scissors ranging from 12 to 18 metre working heights together with 8 and 10 metre working height Self

Propelled Vertical Masts are also available.

For more details of the Haulotte H21TX Self Propelled Telescopic Boom platforms or any of the other Haulotte products contact Bernie Kiekebosh at Haulotte Australia.

Tel: 61 03 9706 6787
Fax: 61 03 9706 6797.

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

KUBOTA'S NEW WHEEL LOADERS

Kubota's articulated wheel loader range has always had a reputation for strong productivity and maximum versatility. The release of the new R520 model adds to the increased horsepower of the recently introduced R420, so that Kubota now offers two of the most powerful machines in their class.

Both loaders are articulated and have constant 4 wheel drive as standard. According to product manager Mr Chris Ludekens, the R-20 series loaders represent real progress in machine productivity, safety and operator comfort. The new designs retain some of the proven features of previous models... and incorporate many new features so that these loaders are easier to manoeuvre, with superior handling and unobstructed field of vision for the operator.

Powered by Kubota's award winning, low emission E-TVCS diesel engines, both models are superbly balanced and power-matched for performance making them ideal for a range of applications in construction, waste management, materials handling, horticulture and agriculture. The newly adopted parallel circuit valve allows simultaneous operation with the service port, during lifting or bucket operation. A standard Kubota backhoe attachment is also available for both models.

The R-20 Series wheel loaders feature Kubota's unique Load Sensing Transmission (LST) which automatically changes from high speed / low torque to low speed / high torque, as load conditions vary. A column mounted electric shuttle shift makes directional changes smoother and easier than ever before. Simply shift the control lever forward or reverse and accelerate, it couldn't be easier.

Limited Slip Differential ensures good traction on slippery road surfaces and difficult work sites, so that operators can safely exploit the four wheel drive capabilities of Kubota's wheel loaders.

Operators will appreciate the re-location of the "low hold" travel speed-limiting switch to the top of the loader control lever, so that changes up or down can be made with a one-touch, right-handed operation, whilst maintaining steering control with the left hand.

Because operator comfort is important to overall

productivity, the R-20 loaders are fitted with weight adjustable suspension seats, suspension-type pedals, clearly visible instruments, ergonomic controls and minimal engine vibration. Both the R420 and R520 models, feature Kubota's centre shaft oscillation and articulation joint, which allows for smooth operation and stability.

Other standard features include electric park brake, enclosed hydrostatic wet brake, wide industrial tyres, dual inching brake pedals, extra large muffler, automatic bucket levelling system, POPS/FOPS canopy, retractable seat belt, safety starting system, control lever locks, plus much, much more.

For further information, or the name of your nearest dealer, please ring

Freecall 1800-334-653 for details.



Australian Pump Industries	38
Baytex Manufacturing	35
Bosch Power Tools	9
Flextool	4
Genie Industries	13
OAMPS	15
Haulotte Australia	16
Komatsu	37
Sewer Equipment Company	11
Software Link	B/Cover
Tutts-Tat Hong	36
Trilogy	I/F/Cover

THE GOLD COAST

BEAUTIFUL ONE DAY

PERFECT THE NEXT

AND THE BEST PLACE TO HOLD A

CONVENTION

SO YOU HAD BETTER START MAKING PLANS

for

May 14 - 18, 2000

*THE HIRE & RENTAL NATIONAL
CONVENTION & TRADE SHOW
AT JUPITERS CASINO, GOLD COAST*

Quick track your assets
...wherever they are!



MORE THAN 2,700 HIRE BUSINESS OPERATORS
WORLDWIDE NOW USE THE ONLY COMPLETE
INTEGRATED OFF THE SHELF HIRE FLEET SYSTEM.

CALL US TO FIND OUT WHY!
GST READY



Hire & Asset Management Systems
THE 4TH GENERATION PROGRAM NETWORKS WITH WINDOWS



Distributed throughout Australia
and the Pacific Region by -
**The Software Link
(Australia) Pty Ltd.**
A.C.N. 003 386 212
PO Box 1, Berkeley Vale
NSW 2261 Australia

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