

Hire and Rental

INDUSTRY QUARTERLY

Official Publication of the Hire and Rental Association of Australia

November 1999

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



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National Association

President: 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
Ferny Grove 4055

South Australia

President: Brian Goudie
Tel: (08) 8243 0676
Fax: (08) 8243 1277

Secretary: Jeff Brand
Tel: (08) 8300 0093
Fax: (08) 8179 0493
136 Greenhill Rd.
Unley 5061

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



It has been a busy few months for the Association with a number of proposals coming to fruition for the benefit of all members. The National Association has just recently finalised negotiations on two proposals that will see a benefit to members in the future. Firstly, Westpac has agreed to supply the Hire Association Members with a credit card facility at a considerable discount rate of 1.7%.

This rate is well below standard rates charged to individual customers. The benefits of this proposal will be a considerable saving to association members. At the time of writing this message the response rate has been excellent, over forty-five members expressed interest in the first two weeks. It is hoped that all members will participate in this scheme.

The other proposal is the National Motor Vehicle Supply & Finance Agreement with Hymans Australia. This offer is to all members who purchase a motor vehicle through Hymans. Fleet discount rates will be offered to members who purchase motor vehicles and a competitive rate for finance. They also offer competitive finance rates on equipment purchases and computers.

With both of these proposals, the association and members can receive added value to their membership. The support of these agreements is vital to its success. The association will have a greater bargaining power in negotiating a better discount rate in the future, if members support it.

The Hire Association now has its own interactive netpage in place. It can be accessed on **HYPERLINK** <http://www.hireandrental.com.au>. This is still in the early stages of construction but will become the key point of contact for members. It also has members' only area where you can search for specific equipment, advertise equipment for sale, read the latest Association news and much more. In addition, customers can use this page to access their nearest or favourite hire company. Your membership gives you a free link so customers can then access your own netpage or email direct. Although still in its infancy this method of research and ordering is growing at a rapid rate and fits the rental industry's way of doing business. I urge you to check the site out.

The Association is making progress towards a truly National Organisation. The State bodies are currently reviewing the national proposals and it is hoped to have a final structure and budget in place in early 2000.

As this is the final issue of the magazine this century I would like to take this opportunity to wish all members, their staff and families a very merry Christmas and prosperous New Year.

Gary Kerr

A new set of rules

“ Change is inevitable - only those who plan for it can benefit from it”

These wise words are about to be proven very timely.

The new millennium will herald in many things.

The first of course is the millennium bug, which has that certain unknown mystic atmosphere about it evoking a wide range of predictions of its outcome ranging from nothing to complete chaos.

In all likelihood we will wake up on News Years Day to find nothing has changed,. We will have a sore head, make the same resolutions and be none the wiser.

But we will be getting closer to the time when the new tax laws are introduced which will affect all our businesses and it is essential that we start planning accordingly.

The Goods and Services Tax (GST) will start on July 1.

They will bring about dramatic changes to the way we conduct our business and small business in particular are going to have to adjust their business practices in order to comply with the GST regulations because the affect it will have on cash flow.

Small hire companies in particularly those that service the home handyman, for instance, with numerous transactions are going to have to look closely at future projections of cash flow.

But the GST is only one aspect of the new Tax system . We are entering into an era where antiquated tax laws are being replaced

A new set of rules are about to be introduced. These new tax laws are not across the board changes affecting all industries equally but will affect businesses differently, depending on their type of operation.

Therefore it is essential that we familiarise ourselves with all aspects of the new tax system so as to identify how our business will best function within the new system.

There are also other changes occurring within the industry.

Your Hire Association is in the process of becoming a fully National Association which will enable it to better service the needs of its members, while also bringing greater benefits to the members.

Already some of these improved services are being put in place with an agreement being reached with the Westpac Bank to provide a credit card facility at a discounted rate for association members.

Also the Hire and Rental Web Site has been set up and is available for all members to reap the benefits of.

Hymans, a motor vehicle search company is providing a service whereby it will source the best deal available for association members for purchasing vehicles.

These implementations are examples of the Hire Association working towards providing better services and improving the benefits for the members.

Greg Kelson

From the Editor

HIRE and RENTAL Industry Quarterly

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

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

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

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Official Journal of the Hire & Rental Association of Australia

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HIGH TECH HONDA BRUSHCUTTERS OFFER MORE POWER FROM LESS CUBES

Sales of Honda power equipment have risen 66% in two years, a major contributor being the success of the Honda four stroke brushcutter range, first released in 1997.

"We're justifiably proud of our rising sales," said Honda Power Equipment National Marketing and Sales Manager John Wilson.

"And we believe it's because Honda Power Equipment offers leading-edge technology, which is changing the way owners, particularly contractors, evaluate the performance of their power tools.

"Honda four-stroke technology, for example, offers significant advantages over equivalent two-stroke powered products," said Mr Wilson.

"The first and foremost of these advantages is the superior power and torque characteristics displayed by a four-stroke engine when compared to an equivalent capacity two-stroke engine," he said.

"This is leading contractors to compare products such as brushcutters not on the old standard of engine size, but rather on overall performance - power, torque, economy, reliability and convenience of ownership and use.

"Our mini four-stroke GX22 for instance, which powers the UMK422 Brushcutter, produces 1 hp from a 22 cc capacity engine. To achieve these power ratings our competitors are looking at 24 to 25 cc capacity engines.

"Honda has changed the game - the GX22 gives operators more power for less cubic capacity, and more useable torque due to the four-stroke design.

"Combined with other benefits such as double the working life, half the fuel consumption, less oil consumption, no fuel mixing, 1, low noise, performance at all angles, longer service intervals, less smoke and easier starting, it's hard to see a future for two-stroke engine power equipment," Mr Wilson said.

"All this is thanks to the advanced technology of Honda's mini four-stroke engine.

"The overhead valve design of this engine ensures excellent combustion efficiency for high power and a wide, smooth range of torque that two-stroke engines can't provide," Mr Wilson said.

A floatless rotary-valve carburettor allows full four-stroke performance potential through the entire engine-speed range and aids ease of starting by sending fuel directly to the combustion chamber.

Fuel consumption is around half that of typical two-stroke engines and oil consumption is reduced

due to the four-stroke unleaded fuel requirements.

Mr Wilson said that a further and significant change was developing in the way tools such as brushcutters were used

"There is a growing awareness of health and safety issues in operating all types of equipment, from massive earthmoving machines through to hand held tools.

"Operators now know there is a potential risk to the health and well being in taking a 'macho' approach to the use of equipment in their work day.

"Today, they are more inclined to ensure that guards and sound deadening shields are in place, that comfort and safety harnesses are used and recommended operating procedures are followed.

"What we are also seeing is an increase in the numbers of women using Honda brushcutters.

"The main reason is the light weight and ease of use - a lot of people have had unpleasant experiences with old two-stroke models, due to the excess weight and difficulty in starting and using them."

Mr Wilson said occupational health and safety concerns were a major focus of Honda design, the outcomes including quiet, low-emission engines that were easy to start powering equipment that was simple and convenient to operate."

"We have no hesitation in recommending that appropriate aids be used, for instance, harnesses when operating brushcutters.

"Even light-weight, well-balanced brushcutters place unnecessary loads on the back, shoulders and arms when operated without a harness.

"Contractors can fool themselves into thinking they don't need a harness because they operate these tools for relatively short periods, but as with most things, the effect can be cumulative.

Operators who do use harnesses soon find they'd never be without them, the benefits being not only minimal strain on their bodies, but greater control over the brushcutter," Mr Wilson said.

For further information, please contact:

Honda Power Equipment

Sales Department

Phone 03 9270 111

or

Free Call Dealer Locator

Phone: 1800 241 173

National Hire Travels Overseas

During September National Hire representatives from Sydney, Wollongong and Melbourne were escorted through Hilti Corporation manufacturing and design plants at Lictenstine and Kaufering in Europe.

At Lictenstine the group were shown Rotary Hammers and Explosive Power Tools being assembled, along with nails, metal and plastic anchors

Personnel from the Research Centre gave the group

a hands on session with some fantastic new tools that are yet to reach our shores. The group was also involved in a product innovation think tank where ideas related to our industry were noted for possible features to incorporate in future Hilti tools.

At Kaufering, in Germany the group were amazed at the use of a space ball 3Cad computer system where new designs can be operation tested before they are even built. This technology coupled to a plastic injection image creator means that a design can be reality within hours, unlike the past where a mould had to be shaped usually taking weeks. Part of this centre are occupied with the test evaluation of tools over prolonged periods of time against the various grades of concrete and rock that are found through the world.

Interest was also expressed at the manufacture of drill bits and the chemical plant quality control.

From Kaufering the group headed to London where hire yards of HSS, A Plant, Speedy Hire CY Hire and Hewdon Hire were visited. Londoners are pressed for

available land and any site with yard space similar to ours would be extremely expensive. It is common to see small shopfront locations specialising in small tools, providing walk up customers with their needs while phone orders and larger items are delivered from another location to site.

The group investigated specialist division of these company's for market trends with products in large and mature markets. The easing of regulations between European country's has meant that stolen equipment can be easily be transported between countries overnight. This has become a huge cost annually to both hire and insurance companies. To

combat this manufacturers such as Ingersol-Rand and Hilti are trailing anti-theft devices including satellite tracking. From England the group decided to inspect Haulotte, a French access building company and Omni Quip Excavator Assembly Plant in Italy, to gain further insight into the products that National Hire is renting.

Customer relations, contracts and servicing were also issues that interested the group along with performance reward measurement criteria and quality control systems to meet customer expectations. Whether looking at the safety related information sheets that are given to customers with each hire or the covers placed around Aerial Work Platforms and the platforms load limiters on boomlifts, the team from National Hire has gained a great insight into operating in a large volume marketplace.



L/R Peter Armstrong (National Hire), Andrew Tabner (Hilti), Heath Morrison (National Hire), John Oxman (National Hire), Joe Gaucia, Rupert Hilti

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Bosch's introduces world's first Power Tenon Saws

The Bosch Group is proud to announce the arrival of the world's first Power Tenon Saws, with the launch of the PFS 250 and PFS 280 E Power Tenon Saw kits.

Light weight and sturdy, Bosch's PFS 250 and PFS 280 E Power Tenon Saws are ideal for almost every precision miter cutting application, from furniture renovation to cutting aluminium profiles, joinery and picture framing.

And powered by a 250 Watt (for the PFS 250 model) or 280 Watt (PFS 280 E) motor, the Tenon Saws mean you can forget about those aching arms after hours of hand sawing.

The Bosch Tenon Saws represent a significant breakthrough in power tool technology. With a sturdy blade guide for precise guidance of the saw and a new neutral, ground tooth configuration, smooth starting without jamming and high quality, precise, splinter-free cuts can now be common place in any workshop.

The PFS 250 and PFS 280 Tenon Saws are ideal for many materials where accurate and precise cutting is required. In wood, they are ideal for cutting of mouldings, ledges, trimming, flush cutting of dowel, joinery, dovetailing, picture framing and model building.

In plastics the saws can be used for cutting of cable racoways, plastic tubes and conduits and cutting plastic for ledges, profiles and mouldings.



Both models come with a rugged miter box as standard as well as a 'G' clamp and a fine tooth blade for the best cutting results. The miter box features a turntable that can be rotated through minus 45 degrees to plus 45 degrees and cutting can be locked off at 15 degree intervals.

There's also Bosch's unique SDS system which means no tools are required for blade changing. The saw blades are reversible for flush cutting from both sides and can be placed on

the left or right side of the machine for the best view of the cutting line.

Cutting ease is further maintained by a counter balance for reduced vibration and accurate starting without jamming. The PFS 280 E model has electronic speed control so the sawing rate can accurately match the material being cut.

Both models follow Bosch's strict environmental policy and are made of 97 per cent recyclable material

For further information contact Robert Bosch (Australia) Pty Ltd toll free on 1-300 804 777 or fax 1800 819 520.

AUSSIE PUMPS UP THE PRESSURE

High pressure water transfer and irrigation has never been more efficient than with the new Aussie 4" high pressure SX Series. The new SX version of the popular Aussie 4" Quik Prime pump delivers a staggering 110 psi of pressure (70 metres head) combined with excellent flow characteristics that deliver up to 1,000 litres per minute.

Aussie Pump engineers developed the new machine in response to requests from fire fighting authorities and irrigation companies who wanted a self priming centrifugal pump with genuine high pressure characteristics. Best of all the new 4" pump is close coupled to either a 13 hp Honda petrol engine or a 10 hp Yanmar diesel and enclosed in a heavy duty carry frame. The frame means that the compact pump can be easily manoeuvred by two men.

Like all Aussie Quik Prime pumps the new SX has excellent self priming characteristics, with a suction

lift of in excess of 8 metres. Priming times are also exceptionally quick because of the large integrated tank designed into the pump body.

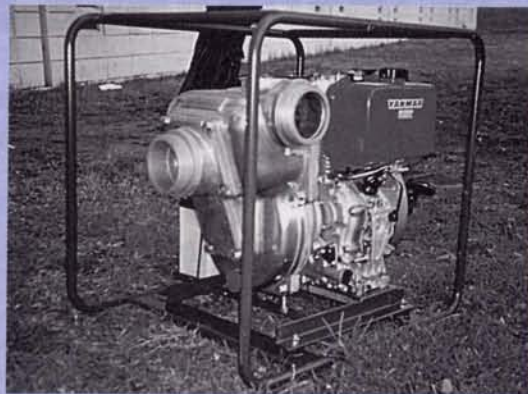
With applications as diverse as village fire protection, tanker filling, horticulture or spray irrigation systems, the new pump is bound to be popular because of its excellent performance and low price tag.

Aussie Pumps Stuart Meighan said "We are particularly proud of the new SX Series pump because it delivers a product to Australian consumers that combines performance, cost effectiveness and reliability not previously available'.

Further information on Aussie Quik Prime pump is available from Australian Pump Distributors throughout Australia or by phoning Australian Pump Industries on

Phone: (02) 9894 4144

Fax: (02) 9894 4240.



TUTTS-MUSTANG 30th ANNIVERSARY

Tutts, the company that introduced the SKID STEER LOADER to Australia in 1965, this month celebrates 30 Years of Marketing the Mustang Skid Steer Loader Range in the Australian Market.

The Mustang product was developed in Owatonna, a small town in the central farming district of Minnesota U.S.A. in 1965 through a demand by farmers for a small and compact mechanical loader that was four wheel drive.

The first Mustangs imported in Australia were the Model 1700 with a load rating of 1400lbs and powered by a 44HP Petrol Engine with variable speed through an adjustable pulley drive. They were a strong and dependable unit but did not have any of the current inbuilt safety design features that are basic characteristics of a Skid Steer Loaders in the 1990s.

Mustang pioneered many innovative design features and was the first skid steer manufacturer to introduce Hydrostatic drive to the Australian Market with the Models 330 and 440 which were released in 1974 and amongst many other innovations, came the patented T-Bar Controls which has remained a feature of the mustang Range right through to the current series.

In the late 1980s came the 900 Series which saw the first development of Units with special separate HI-FLOW Auxiliary output lines to allow for attachment such as Road Profiling, Under road Boring Units, and Heavy duty Trenching and post hole Boring attachments.

The latest range is the 2000 Series which was released in 1996 and developed with four main models that are known as the 2040, 2050, 2060, and 2070, and the main objectives in designing this series was.

1. To achieve a commonality and interchangeability of parts amongst the models which would reduce the large inventory spare parts lines at the service dealer level.
2. To improve serviceability and reduce repair times thus improving the owner/operator's profitability.
3. To offer optional Control's so the range would appeal

3ed to the T-Bar Controls.

4. To produce a quieter, more powerful and fuel efficient operational Mustang Line.

Mustang now offers on all models as standard:

- Maintenance – Free Direct Drive Couplers
- Vandal Proof and Lockable Engine Compartments
- Axle Seal Protectors • Front and Rear Tie Down Points
- SWITCH Operated Parking Brake
- Loader Arm Locks operated from inside the ROPS/FOPS CAB
- All welded UNITIZED MAIN Frame • Automatic Shut Down when the operator leaves the seat
- Independent Hydraulic Reservoir
- Removable belly plate for Service and Clean Out
- Separate Hydraulic Oil Cooler
- Fuel Tank Access when rear door closed
- Flip-Up adjustable operators seat
- Spark Arrester MUFFLER
- OPERATOR SUSPENSION SEAT
- REVERSE BACK UP ALARM
- AUXILIARY HYDRAULICS WITH FLAT FACE COUPLERS
- TWO PIN MULTI TACH MOUNTING SYSTEM

OPTIONAL EQUIPMENT includes:

- WEIGHT KIT for 2050, 2060, 2070 Models
- SIDE WINDOW SLIDING GLASS KITS
- FULL DELUXE ALL WEATHER CAB ENCLOSED KIT with Windscreen Wiper and Washer
- AIR CONDITIONING KITS

Mustang continues to develop and improve their Product Range and should you require any additional Technical Information, then please contact Tutts-Tat Hong 1300 65 8888

Submitted by

Rod WJ Hale

National Product Manager

Phone: (02) 978 9780

Fax: (02) 9780 7293

SPECIFICATIONS

| Model | Operating Weight | Dump Height | Auxiliary Hydraulics | Breakout Force | Load Rating |
|---------|------------------|-------------|----------------------|----------------|-------------|
| 2040 | 2404kg | 2248mm | 64L/m | 1814kg | 590kg |
| 2060 | 2699 | 2286 | 70.2 | 2268 | 703 |
| *2050HF | 2803 | 2286 | 106.2 | 2268 | 748 |
| 2060 | 3175 | 2349 | 83.3 | 2721 | 795 |
| *2060HF | 3279 | 2349 | 113.6 | 2721 | 835 |
| 2070 | 3379 | 2349 | 83.3 | 2722 | 953 |
| *2070HF | 3656 | 2349 | 142.0 | 2722 | 1066 |

* When fitted with a WEIGHT KIT and HI FLOW Hydraulics.

Robust Ventilating Fan

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

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

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

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

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

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

Available from Flextool (Aust.) Pty. Ltd.

Adelaide
8374 4300

Brisbane
3252 2306

Melbourne
9419 6300

Perth
9451 2077

Sydney
9818 5722

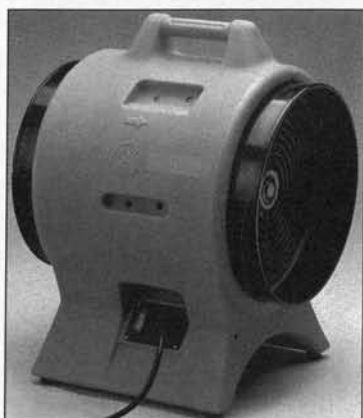
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1800 801 108



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**Americ VAF-3000
Vane Axial Fan**

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

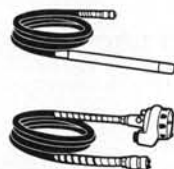
LIGHTWEIGHT - At only 15 kg the plastic shell design contains a centrally located handle for effortless manoeuvrability.

DURABLE - Constructed with weather resistant, high density polyethylene plastic, the dual wall design protects the interior fan chamber from external damage.

STACKABLE - Utilizing the interlocking ribs will maximize storage capacity by stacking the vane axial fans vertically.



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Hire And Rental Association Of Australia



Launches Internet Web Site

The Hire And Rental Association of Australia (HRA) in conjunction with leading Australian systems integrators, Trilogy Business Systems is launching a new industry web site at www.hireandrental.com.au this week.

The HRA web site is aimed at becoming the Internet gateway to the hire and rental industry in Australia. People looking to rent anything from gardening equipment and home handyman tools to heavy construction equipment are able to locate their nearest member hire and rental company via categories, state, postcode and keyword searches. Searches reveal address, phone and fax numbers as well as email and web site addresses. Over 800 hire and rental companies Australia wide are listed on the HRA web site.

Once registered, HRA members will be able to gain access to a member area of the web site. Here they are able to access a number of member only features. Members have the ability maintain their own contact details, keywords and categories. They can also order HRA supplies such as safety stickers and tags, advertise used equipment, browse supplier advertisements, job vacancies and companies for sale.

A great feature is the discussion forum where members can post ideas and comments, or ask questions in various categories such as GST. This will provide a valuable resource for communication of ideas and general discussion of interest to the rental industry.

Because of the dynamic nature of the HRA web pages, the latest information can be delivered to members instantly. This is particularly useful in the case of news items, missing or stolen equipment and advertisements. It also means the web site is able to constantly evolve and become a better resource for HRA members.

The HRA web site offers members a fantastic new opportunity to attract customers and to build a strong industry presence on the Internet, at no additional cost to members. The site has been built, hosted and maintained by Trilogy, themselves HRA members for over 10 years. The site will be funded by well placed advertisements within the web site, made primarily available to HRA members. Industry supplier companies who are HRA members will be able to advertise within the member only area of the web site.

If you would like to advertise on the HRA web site, please send an email to: advertise@hireandrental.com.au for a list of positions available and rates.

www.hireandrental.com.au

New BTS 1035 Demolition Saw from Wacker

With a cutting disc size of 14"(350 mm) and a maximum output power of 4.2kW the WACKER BTS 1035 is very light indeed with only 10kg weight. Extremely low vibration levels on front and



rear handles of the ergonomically superbly designed machine make cutting concrete, asphalt etc. quicker, smoother and much less fatiguing.

All controls of the engine are located so they can be operated with a single hand. A button operating a decompression valve makes starting the BTS 1035 real child's play. The five stage air filter system ensures that only the cleanest air can reach the engine.

Blade hood adjustment is done with a spring loaded pin. This allows easy rotation of the hood and its secure fixation of the chosen position.

The new BTS 1035 is available from
WACKER AUSTRALIA PTY.LTD.
913 PRINCES HIGHWAY
SPRINGVALE VIC 3171
PH.03-95474033
FAX 03-95623371

New Release Wallpaper Steamer

Gerni Powerclean has always focused on hire as a leading supplier of quality equipment and services. Supporting the industry for more than 25 years. The latest product in our range is the new innovative PRO-STEAM 2 wallpaper steamer.

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Australia's Top Ten Hire Companies

In researching the Hire Industry in Australia to determine the top ten equipment rental companies, it is necessary to define equipment rental as we see it because of the diversity of the products available for hire. With this purpose in mind we have defined equipment rental as relating to those companies who are supplying to the building and construction, government departments, industrial, mining, manufacturing, maintenance, tradesman and home handyman markets.

The latter part of the 90's has proven the most productive for the Hire Industry in Australia for over a decade as low inflation, low interest rates and a thriving economy have combined to provide increased activity in the many diverse areas where the hire industry is involved. The economy has shown remarkable resilience in the face of the turbulence of the overseas money markets and industry in general has reaped the rewards.

A boom in building and construction, on going infrastructure projects, particularly in the eastern states plus a low and high density housing boom fuelled by the low interest rates has provided a utilisation rate for the hire industry that ranks with the mid 80's, although the extra competitiveness of today has diluted returns in comparison to those halcyon days.

Overall most areas of hire enjoyed an increase in the utilisation rate. The diversity of the product range of the hire industry allow it to benefit from economic upturns in so many areas of industry.

The Mining Industry being probably the only area of hire involvement which suffered a downturn, affecting those involved in servicing this industry.

A pleasing aspect of the present boom is that even if predicted downturn in the economy occurs after the Olympic Games it means that the industry can look forward to more of the same for the next year at least. Also with the introduction of the GST looming many will be looking to commence projects before the introduction in order to beat the price rise, thereby increasing opportunities for the industry leading up to the GST introduction.

Looking at this years top ten Coates and Wreckair's combined turnover is about 40% of the market, but this apparent dominance is through their diverse market penetration and mainly due to the size of their operations. With nearly 100 branches each they are clearly never going to be threatened for their position as market leaders.

But, because of their size they may find future growth within Australia limiting. Coates acquired Shorco Hire and Conrent locally, but more significantly purchased Rentair Plc, a UK rental company to add to their Indonesian operation and conceivably may be looking for further expansion on the international scene.

This years top ten hire companies list contains the

same companies as last year, With most recording an increase in turnover over the last year, some fared better than others depending on their exposure to more active markets

Asco, the Portable Building arm of James Hardie Industries, is one example. Its turnover increased dramatically this year mainly due to its involvement in supplying to the Olympic Games site at Homebush. Significantly, as we go to print it is up for sale.

The once dominant mining industry, a great mainstay for hire over the years has been in decline for some time, but the hire industry is now so diversified that it no longer relies on any one industry for its revenue. Those hire companies who service the mining industry have had to suffer the consequences of the downturn but undoubtedly the mining industry will recover from its present slump to once again be a prime revenue raiser for these companies.

The Industry

The hire industry is enjoying its most buoyant period since the mid 80's. In terms of utilisation this is probably as good as it gets. But, the recovery from the last recession was very slow in coming creating a very competitive market place, which has only intensified with time.

This competitiveness, low inflation, combined with the ever present pressure on hire rates has created an environment of low return on investments.

But this appears to be an integral part of the make up of the hire industry in Australia.

The future

Most industry participants have pencilled in a downturn to start after the Olympic Games. It is inevitable that one will come. But the market penetration and diversity of hire's involvement in Australian industry should insulate it against seasonal downturns.

In the long term the potential of hire to grow as an industry is almost unlimited. The concept of hire as an alternative to purchasing is firmly entrenched as part the industrial scene. Hire will always be subject to the troughs of the industries it services. But, as mankind is continually striving to find more cost effective, efficient ways to get jobs done and using technology to produce equipment to further this aim, they are in fact working towards possibly broadening the product range of the hire industry.

The continual flow of new products and emerging markets will guarantee that the hire industry will continue to grow

A list of the top ten hire companies appears on the next page.

Australia's Top Ten Equipment Rental Companies

| Company | Last Year | Annual Turnover | Branches | Hire Sector |
|--------------------------|-----------|-----------------|----------|--|
| 1 Coates Hire (P) | 1 | 220 Million | 100 | General, Access Portable Buildings |
| 2 Wreckair (P) | 2 | 180 Million | 98 | General, Access Portable Buildings |
| 3 Ausco (P) | 5 | 70 Million | 13 | Portable Buildings |
| 4 Kennards | 3 | 66 Million | 55 | Contractor, Home Handyman |
| 5 AH Plant Hire (P) | 4 | 35 Million | 19 | Compaction General Hire |
| 6 National Hire (P) | 7 | 24 Million | 16 | Contractor Home Handyman |
| 7 Aggreko Generators (P) | 6 | 21 million | 8 | Generator Hire |
| 8 Atlas Copco (P) | 8 | 18 Million | 10 | Compressor Hire Generator Hire |
| 9 Donpra Hire | 9 | 17 Million | 10 | Compaction General Hire |
| 10 Compressor Hire | 10 | 13 Million | 12 | Compaction Compressor Hire Generator Hire. |

Information relates to 1998 - 1999 financial year

** (P) Publically listed company*

List compiled from information supplied from companies involved, industry sources and market research.

The Companies

Coates Hire

They consolidated their position as the premier hire company in the country with another year of strong growth. They continue to grow by acquisition in Australia, acquiring Shorco Hire and Conrent this year to compliment their local operations. Coates made a further step on the international scene with their purchase of Rentair plc in the UK.

Wreckair

This years revenue was helped by the impact of the first full year return from their West Australian acquisition Cockburn Hire. Overall they kept in pace with their perennial rival Coates and well clear of the rest of the field.

Ausco

The Portable Building arm of James Hardie Industries. Their turnover this year has bolstered by the gaining of the Olympic Games contract, plus involvement in the industrial and commercial area which more than offset the downturn in servicing the mining industry.

Kennards Hire

Continue to grow steadily by adding to their now four state operation by acquisition and concentrating on improving their performance in their core activity areas where they are the market leaders. The biggest privately owned hire company in Australia who keep producing the goods.

AH Plant Hire

Since their debut into hire with the purchase of the Vic Roads Plant and Equipment in 1997 they have continued to expand mainly through their involvement in road maintenance and now have a four state operation.

National Hire

In their second year as a public company National produced very good growth figures from their established New South Wales branch network. They increased their interstate involvement by acquiring Door to Door hire in Victoria, while their purchase of Cordukes Hire provided them with their first Queensland branch.

Aggreko Generators

As the mining industry is one of their main areas of involvement they have suffered the consequences of the downturn in this sector. But they have diversified their operation into other products which helped to offset the decline in revenue from mining.

Donpra Hire

Their two state operation has seen them benefit from the building and construction boom happening in Victoria as well as being involved in some of the infrastructure projects in Queensland.

Atlas Copco

Another to feel the effects of the mining downturn, one of their main areas of utilisation. But they have been compensated by an increased involvement in the booming building and construction sector.

Compressor Hire

As the only company in the top ten with a single state operation they have also been hit by the downturn in mining. Despite continual bouts of adverse weather in Queensland they have managed to offset these mishaps through their involvement in some of the major infrastructure projects in progress in Queensland.

Upcoming Events

AMERICAN RENTAL ASSOCIATION ARA (2000)

44th Annual Convention and Rental Trade Show
14-17 February 2000
Anaheim, California, US
Tel: +1 309 764 2475
Fax: + 1 309 764 1633

SED 2000

Site Equipment Demonstration

6 - 8 June, Milton Keynes U.K.
Tel: + 44 (0) 208 652 4810
Fax: + 44 (0) 208 652 4804

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

National Convention and Trade Show 2000

Jupiters Casino
May 14 - 18
Contact: Sharlene Watson
Tel: (07) 3851 4777
Fax: (07) 3851 4788

NEW ZEALAND HIRE CONFERENCE

Rotorua
June 13 - 15
Contact:
Mark Sinclair
Ph: (09) 575 6645
Fax: (09) 575 6642
Email: canmann@best.net.co.nz

APEX 2000

International Exhibition and Conference
for the Worlds Access Industry
14-16 September 2000 MECC
Maastricht, The Netherlands
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NSW Mini Conference at Terrigal

The New South Wales Hire Association Mini conference was held at Terrigal from September 12-13. The venue, the Terrigal Crown Plaza, may have brought back some pleasant memories for some of the older members who attended, as it was on this same spot that the Florida Hotel used to occupy, where several of the

| | |
|-------------|-----|
| Coates Hire | 160 |
| Wreckair | 140 |
| Kennards | 60 |



L/R Barry Cerda (Coates Hire) Catherine Stratton (Guest Speaker) Andy Kennard



L/R Tony Dormer (Dormer Hire) Bob Laws (Bee Line Hire,)

earlier NSW conventions, 1970 -1973 were held.

The first speaker, Catherine Stratton, from the UK, gave an interesting insight into the UK Hire Industry and its comparison with the Australian market.

One of the surprising aspects of the UK industry is that when comparing the turnover figures of the top hire companies in the UK, with ours the major companies in Australia compare very favourably, especially taking into consideration the population difference.

The list of the top hire companies there and here , supplied by Catherine, appear below.

| | |
|------------------------------|-----|
| Ashtead | 640 |
| Hewden Stuart | 600 |
| Aggreko | 448 |
| Initial Plant Services | 435 |
| HSS | 312 |
| GE Capital Equipment | 137 |
| Speedy | 137 |
| Vibroplant | 130 |
| Short Brothers | 127 |
| Andrews Sykes | 120 |
| Baldwins Industrial Services | 87 |
| Lavendon | 82 |
| AMPL | 62 |
| Ainscough | 60 |

The UK market is more tuned towards the home handyman, small contractor markets, with a far greater density of operations. With a population nearly three times ours in an area about as big as Victoria there is literally a hire shop on every corner.

Catherine provided the information that the top hire company Ashtead, is for sale. It appears that Ashtead is more interested in the US rental market as they are the parent company of Sunbelt Rentals, the 11th ranked rental company in the US top 100 list. Ashtead are not the only UK company's involved in US rental.



Part of the crowd enjoying lunch at the restaurant overlooking the water

Initial Plant Services the 5th ranked US Rental company is owned by Rentokil, a British company, while further down the list, the 16th ranked company RentX was recently acquired by Myer - Jewson, another British group.

Everybody is striving to be part of the rapidly expanding US Rental market.

Peter Switzer, the next speaker, well known economic forecaster and financial advisor looked at the future of business in Australia and the effect of the GST.

Making the comment that no one really knows the answer to GST problems until they arrive. Advocating that it is going to be a self educating process, in which we will all have to learn as we go. But it hasn't presented any major problems in other countries where it has been introduced. But there are certain to be some transitional problems.

Peter predicted there are going to be some companies looking for discount deals to offset the GST, while smaller companies may be best advised to endeavour to arrange early payments of accounts as GST is assessed on invoices not accruals.

Professor Nicholas Armstrong, UK Management Consultant, AKA comedian Bob Cummings, gave his version of business management, which didn't come from any text book. His very humorous rendition was

very well received by the audience.

Ray Kelsey then used his 40 years experience in the hire industry to take us on a cook's tour showing how the industry functions and how it has developed. While also looking at future developments in the industry.

OAMPS provided a video demonstrating of their insurance policies, which are especially designed for hire.

Greg Blanch works for Telecom, at present in the internet section. He discussed the internet, tracing its expansions and showed some of the many benefits E-Commerce will bring to business. Commenting that all businesses will need to be on the Net sooner or later.

He then handed over to the Trilogi team, who set up the Hire Rental Internet site for the Hire Association, who went about demonstrating the site how it operates and the advantages to members in being involved.

This demonstration brought proceedings to a conclusion.

The attendance of 70 members to a conference only is an indication of the popularity of similar events. Those that attended were treated to a very well balanced program, with a range of quality speakers discussing current industry related issues insuring that these Mini Conferences will be a regular fixture on the future calendar.

Three new locations for Kennards

KENNARDS Hire has added a new branch at Peakhurst in Sydney, and is also building a new centre at Dandenong in Victoria.

The company also recently relocated its Bankstown branch in Sydney to a better site.

The new Peakhurst branch, at 141 Boundary Road, is Kennards' 55th branch nationwide, and the company's 22nd in Sydney. It came via the acquisition of a well established local hire company, Abcco Hire.

"Abcco was a good quality business, run by Maurie Abbott, who has been in the hire business for more than 20 years," said Kennards managing director, Peter Lancken.

"This is our first centre in the St George district of Sydney. We have been keen to move into the area for some time, but were prepared to await the right opportunity."

The new Dandenong centre will be in a high-profile position, at the corner of Princes Highway and Plunkett

Street. It was formerly used by a caravan sales and rental business.

The centre is being built from the ground up and is expected to be operating by December. Dandenong will be Kennards' seventh branch in Melbourne. Two new locations have been added since Kennards moved into Melbourne in mid-1997 through the acquisition of B.E. Hire.

Customers at the new Bankstown centre call it "McKennards" because the site, at the corner of Canterbury Road and

Stacey Street, was previously occupied by a McDonald's family restaurant.

While the building has been extensively modified, it retains that familiar McDonald's look and beautiful landscaped surrounds.

The centre boasts Kennards' first "drive-thru" service. Customers can pull into the "drive-thru" lane, unload their gear, do the paperwork at the window - without having to go inside.





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*Separate agreement with cheque guarantee service provider required.

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|--|----------------|
| • 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 |



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| | |
|--|----------------|
| • 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 |



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GOOD. BETTER. BOSCH

News in brief

Heavy Scissors under the Yarra

A purpose built, heavy duty scissor has been used to install jet fans and other plant inside two road tunnels under the the Yarra river as part of the huge City Link road project in Melbourne, Australia. The river crossing comprises the two tunnels - the Burnley and the Domain - as well as the bridge.

Contractor, Transfield Obayashi (a joint venture between Transfield P/L and Obayashi Corporation) considered several alternative solutions. But these solutions were either too costly, too slow, or technically unworkable. Transfield finally designed a 8 tonne lift capacity twin scissor mounted on a two axle low bed trailer with goosenecks at both ends for towing.

The chassis were built by Multimetals P/L while the scissors, with a 3.6 metre lift height and a deck measuring 3.2 metres by 13 metres, were built by Austral Systems P/L. The electronically driven hydraulic powered unit was run either on a diesel generator or a temporary tunnel power supply.

The Trailer was fitted with three manual hydraulic jack stabilisers on either, mounted on box section slides, and were set to at each lift position prior to lifting. The scissor has now completed its work and is available for sale.

Ausco for sale

Ausco, the Portable Building arm of James Hardie industries in Australia is for sale.

Ausco the market leader in portable building sales and hire in Australia has been put on the market by its parent company, to allow James Hardie to concentrate on its other core activities in the marketplace.

With an estimated 45% of the portable building hire market in Australia plus a fair share of the New Zealand market, Ausco has an estimated book value of \$100 -130 million.

Ausco has won the contract to supply portable buildings for the Olympic Games, where it is expected 4,000 athletes and 2,000 media representatives will be residing, which will enhance its sale value.

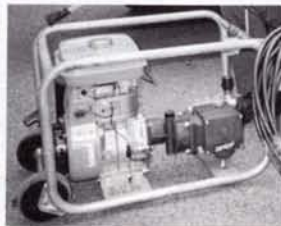
James Hardie Industries is expected to concentrate on its US operation which provides about 70% of its present revenue, mainly from its fibre cement company based there.

Early this year James Hardie tried to float the company on the US stock market, but ran into a downturn in the market and abandoned the project

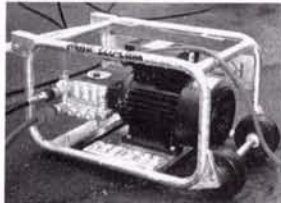
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Haulotte's new HA16PX

Pinguely Haulotte, Europe's leading supplier of self propelled access equipment has recently announced its latest product release, namely the model HA16PX Articulated/Telescopic/Fly Boom configuration Self Propelled Access Platform into the world market. The product will be available in Australia through Pinguely Haulotte's Australian subsidiary Haulotte Australia, based in Dandenong, Victoria.

The HA16PX has a 16 metre working height, and a maximum outreach of 9.1 metres at a working height of 8.5 metres. For customers looking for additional height, the HA16PX can be ordered as a HA18PX and in this configuration has a maximum working height of 18 metres and a maximum outreach of 10.55 metres.

The HA16PX feature a 4X4 drive, 4X4 steer and a differential lock as standard. The unit is powered by a 3 cylinder Deutz Air Cooled diesel engine and is capable of negotiating gradients up to 50%. The unit can also operate on side slopes of up to 5 degrees and with an outside turning circle of only 3.47 metres and zero tailswing, the HA16PX can negotiate and work on the most demanding of construction sites.

Efficient movement between job on-site is catered for with the HA16PX. The drive system allows for up to 3 different travel speeds to be selected with the maximum speed being set at 6km/h.

The HA16PX is capable of 360 degree continuous turntable rotation.

The workbasket measured 1.8 metres X 0.8 metres, has a carrying capacity of 250 kgs. and incorporates a 180 degree powered rotation. The basket is attached to a fly boom that can operate through an angle of 140degrees (+ 70 degrees) providing unparalleled versatility at the work face.

All Haulotte Self Propelled rough terrain booms and scissors are fitted with basket overload management systems as standard. This system emits an audible warning when the basket has reached 95% of its rated capacity and causes the machine to cease operations if the basket is loaded beyond its rate capacity. This system protects both the operator and machine from potentially serious problems associated

with equipment overloads.

The HA16PX incorporates state of the art electric over hydraulic controls, which are fully proportional, and provide the operator with the ability to select simultaneous movements at incremental speeds, resulting in extreme smooth and efficient basket movements.

The design of the HA16PX allows it to be folded down to very compact 5.25 metres long X 2.33 metres wide and 2.0 metres high for transportation purposes.

Foam filled tyres, rotating beacon and travel alarms are provided as standard with catalytic converter, power supply to the basket and working lights at the basket being optional.

The HA16PX is available in a Bi energy, and narrow (1.83metre) version.

Haulotte also has a complete range of straight telescopic and telescopic/fly Self Propelled Booms which are available in working heights ranging from 21 to 25 metres with the 25 metre unit featuring non extendible axles. The Boom range also includes battery

electric and diesel powered knuckle booms ranging in working heights from 12 - 20 metres. The company also supplies a range of Rough Terrain Scissors with working heights from 12 to 18 metres together with a range of battery electric powered scissors to 11 metres working height.

Haulotte's model HM10P Vertical Mast Self Propelled platform with fly jib is already proving to be a very popular model with the rental industry in Australia. This unit has a working height of 10 metres a reach of 3 metres and is only a metre wide

All of Haulotte products marketed in Australia either meet or exceed the requirements of Australian Standards AS1418.10.

For More Details of the Haulotte HA16PX Self Propelled Telescopic/Articulated/Fly Boom platforms or any other Haulotte product contact:

Bernie Kiekerbosch at Haulotte Australia on:

Phone: (03) 9706 6787

Fax: (03) 9706 6797

Email: Sales@haulotte.com.au



NEW JLG ELECTRIC BOOM LIFTS GO ALMOST ANYWHERE - GREATER PRODUCTIVITY & LESS DOWNTIME

With superior traction and boom performance the new JLG Industries E/M45 Series (Electric Multi-Power) sets the benchmark for electric articulating boom lifts.

The M45AJ model features an engine-powered generator that automatically recharges batteries at twice the speed of the standard on-board charger. This allows for more duty cycles at higher speed than comparable equipment and less downtime which is of critical importance for hire and rental applications when time is money.

What gives the E/M45 Series an edge over other electric booms is its exciting off-slab performance and general performance advantages.

JLG's exclusive Automatic Traction Control System (ATC) all-terrain tyres and 22cm ground clearance provides superior traction off-slab where other electric boom lifts simply can't



follow.

The E/M45 Series provides operators with greater productivity with the fastest boom speeds in its class and the high performance hydraulic system allows the operator to perform multiple boom functions for fast and efficient positioning.

The vertical jib design of the E/M45 series allows near-vertical jib positioning. A wide range of motion (+86 to -55 degrees) relative to the main boom provides access to areas other machines can't reach.

The E/M45 Series also feature the same popular control console layout as the 600 Series and the 450 Series boom lifts with fewer buttons and switches.

The JLG promise of offering the best in terms of safety, reliability, productivity and ease of use for the operator is backed by a 12 month product warranty and a five year warranty on all specified major structural components.



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National Conference and Exhibition

15th – 17th May 2000

Conrad Jupiters

Gold Coast, Queensland

**THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA
NATIONAL CONFERENCE AND EXHIBITION IS BEING HELD FROM
15th – 17th MAY 2000
CONRAD JUPITERS, THE GOLD COAST, QUEENSLAND**

A great deal of importance has been placed on this event recognising the challenges that lay ahead for the future.

The program takes on an exciting, new format providing more interaction for delegates and suppliers.

We have invited one of our colleagues from the USA to provide us with an insight into what is happening at an international level.

The field day and yard tours will allow delegates the flexibility to participate in both activities. Accompanying persons will be able to participate in the formal program without compromising their leisure activities and the social functions have been designed to give everyone the opportunity to network and enjoy themselves in a relaxed atmosphere.

Registration fees:

| | |
|---|----------|
| Full Delegate before 28th February 2000 | \$250.00 |
| Full Delegate after 28th February 2000 | \$300.00 |
| Accompanying Person | \$250.00 |
| Trade Exhibitor | \$200.00 |

Program:

Sunday 14th May

- Day at leisure
- Golf \$65.00 per person
- Shopping or enjoying the sun
- Trade Exhibitors set up
- Free evening

Monday 15th May

- Opening Session
- Mr Frank Wilson
President Elect of the American Rental Association
- Mr Monte Huebsch
Director
AussieWeb Pty Ltd

Opening of Trade Exhibition

Welcome "Qld BBQ" – Conrad Jupiters
Included in registration for Delegates and Accompanying Persons

Tuesday 16th May

- Exhibitor's Breakfast
- Trade Exhibition
- Workshops

Warner Bros. Movie World Theme Park Dinner
\$50.00 per person

Wednesday 17th May

Yard Tours
Field Day at Carrara

Conference Formal Dinner – Conrad Jupiters
\$85.00 per person

If you would like to be included on our mailing list for the conference registration brochure please complete the Expression of Interest and return it to us as soon as possible.



Queensland Convention Committee

Back row: Jackie Gomi, Peter Walden, Peter Marsden, Colin Fox, Beverley Evorall
Front row: Gary Kelly, Sharlene Watson, David Johnson

EXPRESSION OF INTEREST

TitleFamily NameGiven Name

Company/Organisation.....Position

Address(number/street)

Town/Suburb StatePostcode

Work TelephoneFacsimile

Email address

Please return this form to: The Hire and Rental Association of Australia (Qld)
Conference Secretariat
PO Box 118
FERNY HILLS QLD 4055
Tel: 61 7 3851 4777
Fax: 61 7 3851 4788
Email: hraqlld@bigpond.com

HIRE & RENTAL

Association of Australia
CONVENTION & EXHIBITION



GOLD COAST 2000

JLG®

Genie®

OmniQuip Snorkel

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.

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



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

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



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

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

Haulotte Australia



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

ELEVATING WORK PLATFORM ASSOCIATION OF AUSTRALIA INC.

The AGM of the EWPAA was held in Melbourne on Wednesday 10th November at the RACV. A well attended meeting and thanks to Bernie Kiekebosch and the Victorian Committee for organizing the venue and the guest speaker.

The AGM and prior National Executive Meeting confirmed continued growth of the Association with the financial base now firmly established.

The President, Mike Wilton, decided it was time to step down and the newly elected President is Rod Leech of Australian Skyreach. Thanks go to Mike Wilton of Moorland Hire for his efforts and enthusiasm over the past few years which has seen the EWPAA re-established in its own right with active state committees addressing the key issues of the industry.

The full National Executive was elected as follows:

| | | |
|--------------------|---|---|
| President | Rod Leech | Australian Skyreach Rentals |
| Vice President | Stephen Donnelley | National Hire |
| Past President | Mike Wilton | Moorland Hire |
| National Executive | Martin Foster Allen Forbes Tim Nuttall Ross Hogan Max Brown | Wreckair Hire Coates Hire JLG Snorkel EWP Wheelans Access |
| NSW | Arron Cooper | Skymaster Plant Hire |
| S.A. | Noel Plummer | State Access & Crane |
| W.A. | Lindsay Phillips | JLG |
| QLD | Rod Leech | Australian Skyreach Rentals |
| VIC | Bernie Kiekebosch | Haulotte Australia |

The training programme was discussed in some detail and further research is to be undertaken to ensure all states have a co-ordinated approach to the scheme.

The objective of the scheme's upgrade is to ensure that the EWPAA Inc training programme meets nationally recognised standards. The Yellow Card operator training scheme is already nationally recognised by the industry as an acceptable duty of care system. Since 1997 over 70,000 of these cards have been issued which confirms the importance of maintaining the quality of this programme.

Another area of discussion focussed on the importation of second-hand equipment. Progress is being made in this area through the Crane Association's efforts. It has now reached discussion stage at a National WorkCover level because of the concern over unsafe equipment and regulator avoidance.

All members will receive a full report plus updated membership lists but if more information is required please contact the Association.

CATS on TOUR

For those of you who are interested in really big tents, especially if you're in Australia watch out for the all new CATS Show as it passes by a town near you.

Baytex has recently completed manufacture of a spectacular Black PVC Tent purpose designed and built for this popular Andrew Lloyd Weber musical which many of you may already have seen and I'm sure would love to see again.

It all started when some bright Aussie promoters struck on the idea of reinventing the CATS show as a touring event taking it to the people in an exciting new format instead of attracting patrons to a theatre in a major city. They had this dream of taking it to the people in a Tent and guess who they approached 12 months ago with the question 'can you build us a tent like this?' and yes they even had an artists impression!!

Converting the artists impression into reality was another matter as the logistics of the exercise became apparent. It was only by introducing the promoters to Harry Weber and the team at Weber Bros Circus that the dream was to become a reality and the show was born.

The original Tent concept quickly went through a number of design stages before the final shape was established. The Tent became a Tent City with a number of additional tents being required to provide all the facilities required to support the show and these had to compliment the overall design theme. However the centrepiece was always always the Big Top and its quite scary to contemplate how closely the final design matches the original artists impression!! Here are some of the stats:-

| | |
|--|---------------|
| Tent dia to eave line | 48m |
| Tent dia overall | 57m |
| Wall height | 4.5m |
| Peak Height | 22m |
| Main support | 4 king poles |
| Eave support | 88 wall poles |
| Seating capacity | 2000 |
| Height to 20 ton lighting grid | 12m |
| Tent fabric Black Ferrari 702 Blockout PVC specially run for the job | |


Completely designed, patterned and manufactured in house by Baytex.

The tent took approx 8 weeks to build and used nearly 4000 linear metres of fabric. It is engineered to withstand 41 metre / sec wind speeds. The tent is designed for fast and frequent erection. Time from arrival on site to curtain call is 16 hours (2 days) and the producers plan to do this 73 times at different locations around Australia over a 119 week period. Check out their web site at <http://catsrunaway.com.au/> for more info on this.

The entire roadshow is transported on 90 vehicles including 17 semitrailers. The cast and crew number 140 all working in airconditioned comfort provided 2 semitrailers of airconditioning equipment!!

In addition to the main tent the complex features a 20m x 30m themed Foyer Tent and several smaller ancillary tents. These ancillary tents are custom made Baytex Springtops!

The venue is as spectacular as the show and it's made by Baytex, watch out for it when it passes your way!!




Electron

Simply Spectacular!

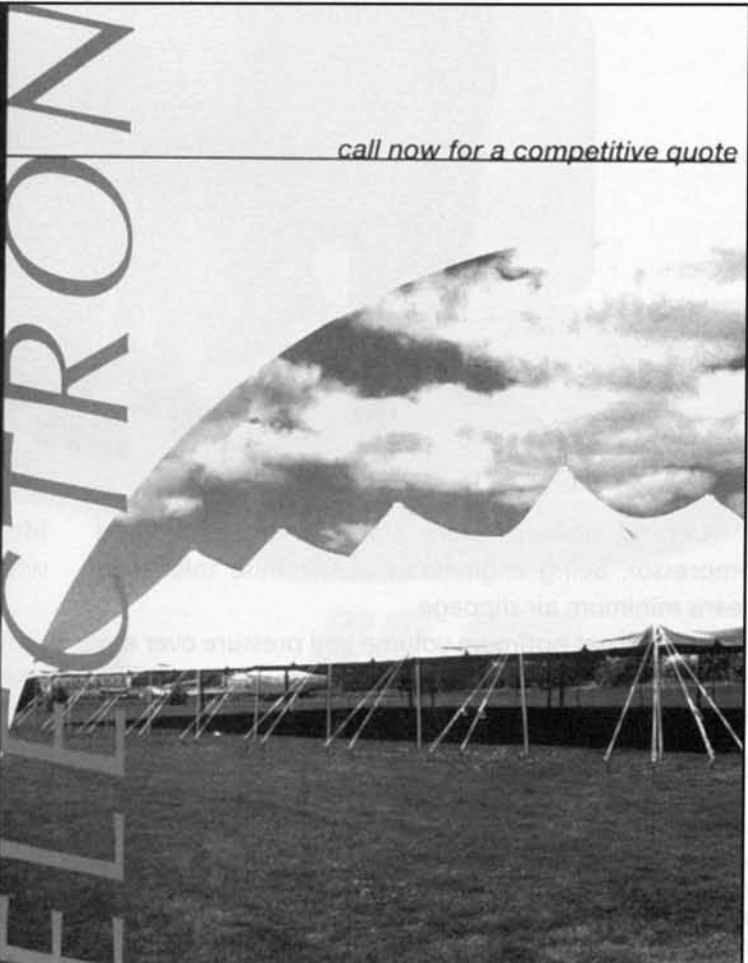
18 metre series from
Baytex Tentmakers

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:
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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.

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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



M/E45 Series.

Electric articulating boom lifts you can take almost anywhere.



M45 Multi-Power System.

The Model M45 features an engine-powered generator that automatically charges batteries at twice the speed of the standard on-board charger.

This allows more duty cycles at higher speed than comparable equipment, resulting in less downtime!



Off-slab Performance.

The M/E45 Series features JLG's exclusive Automatic Traction Control system (ATC), all-terrain tyres and 22cm ground clearance.

These features provide the M/E45 Series electric boom lifts with superior traction off-slab, where other electric boom lifts can't follow.

Versatile Jib Design.

The articulating jib allows near-vertical positioning. Plus a wide range of motion (+86° to -55°) relative to the main boom provides access to places other machines simply can't reach.

The articulating jib gives the M/E45 Series an optimal reach envelope.



Productivity Plus.

The M/E45 Series has the fastest boom speeds in its class. And the advanced hydraulic system allows the operator to perform multiple boom functions for fast and efficient platform positioning.

The M/E45 Series sets a new benchmark for 45 foot electric boom lifts.

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South Australia (08) 8283 1099
New Zealand 0011 64 9 276 1728
Head Office (Port Macquarie)
(02) 6581 1111



ISO 9001:2000
Standard Australia

Computerising your Hire Business

In our February issue we brought you an overview on some of the factors involved in computerising a hire business. In this issue we focus in more detail on some of the essential items to be considered by the budding "Hire Technocrat".

"Let the buyer beware" must remain the best advice for those contemplating taking the plunge into computerising their hire and rental business.

This does not mean sitting on the fence forever because today, most of the risk has been removed from PC based computer systems for the hire and rental industry. In Australia and New Zealand there are at least two integrated systems which work properly right out of the box. Unfortunately, as many have found to their sorrow, there are many more systems around which do not do more than 20% to 30% of the jobs a hire business owner needs done on their computer.

Avoiding these costly errors is what these articles are all about.

Selecting Hardware and Software

This part of the process of computerising requires a discipline and focus on your business needs. Start by writing down, in as much detail as possible ALL the things you expect the new system to help you achieve.

A typical checklist for almost any type of hire business might include:

- 1 Stock control in all branches.
- 2 Elimination of handwritten docketts,
- 3 Reduction in accounting costs.
- 4 Reduction in office overheads.
- 5 Automatic monthly invoicing.
- 6 Calculate monthly depreciation, both tax and management.
- 7 Automatically assign special customer hire rates and sales prices.
- 8 Get the Statements out on time.
- 9 Create Quotations, Fax them to the Customer, do a weekly follow up then automatically convert the accepted quotes into a booking and reserve the equipment.
- 10 Check over booked equipment at any time in the future.
- 11 Track and report on Re-hired equipment
- 12 Know your income and expenses anytime.
- 13 Track services, repairs, parts costs, maintenance and depreciation history.
- 14 Manage Quality System records.
- 15 Bad Debt management.
- 16 Warn against dealing with bad guys.



These are just a few suggestions, unless you, the owner or manager know what you hope to achieve, no third party can begin to help you to implement any system.

Many of the above needs require an integrated and reliable accounting system to be an integral part of the whole System. This will include debtors creditors and general ledger.

Whilst you may wish to start off with just a debtors and stock control system, once you have "bitten the bullet" and better understand how easy it is to have a fully integrated system to help you to both operate and manage your business, you will need a general ledger based system to meet all the needs we have included in the above brief guidelines.

Once you have decided on your essential needs and written them down, you need to start your investigations of available systems. A good starting point is to contact your Hire Industry Association for possible suppliers, that will be easy, there are only about two in both Australia and New Zealand which include all the Software system essentials and which provide national wide on-line support for the Software System.

Once you have decided that one particular System may meet your needs, take time to see it working in real hire environments similar to yours or talk to at least half a dozen present users of each of the Software Systems under consideration.

Fax them off your check list of needs and a copy of the questionnaire we will provide in Article 3 of this series.

Do not rush off and buy a computer or any hardware until you have carefully researched the correct Software System.

Many have made this mistake, don't join them. First, find the correct program that meets all your business needs today.

Then go and speak to the Software supplier and seek their advice as to what hardware is required to meet your needs. Subject to a number of important factors, investing in one of these two systems is now almost as safe as buying a Word Processor or Spreadsheet program for your business.

About the only mistakes you could make are to buy a system from a one man band programmer who promises to "write the rest of it when you need it", or to purchase a system written in an old programming language which might lock you into a cheap current system - but one which may have no future unless someone (it might have to be you) throws more big

dollars into developing it in a modern computer language.

A complete program for the Hire Industry today includes more than 2,500 separate program functions to deal properly with all the aspects of handling hire and sales stock in a multi branch environment.

If some of your branches are interstate they can today be "on line" with some supplier's systems, without paying a twenty four hour phone bill seven days a week.

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.

In 1973 he founded Pannell Plant. Within 9 years this company had over 100 employees and 42% of the market becoming market leader over Dynapac, Ingersoll Rand & Pacific for compaction equipment. Pannell's

users included Coates, Wreckair, Brambles, Abigroup, Citra and every Road Authority in Australia and New Zealand.

For his successful designs, the Industrial Design Council of Australia awarded Pannell the Australian Design Award, BHP their Steel Award and HRH the Duke of Edinburgh the Prince Philip Prize for Australian Design. A year later Pannell sold the business to Canadian Pacific subsidiary, Bomag Australia Pty Ltd. and was appointed Bomag's Australian General Manager

He has been listed in Who's Who in the World for more than 20 years for his "contributions to contemporary society".

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, Audio Visual Dynamics, Caterpillar USA, Turners Hire, Hanimex Australia, Komatsu Canada, Main Roads Qld Plant Hire Services, Search Equipment, Sydney Water and many more.

For more information contact:

The Software Link (Australia) Pty Ltd

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

Email: softlink@cci.net.au

DAVEY'S GUSHER IS A PUMP FOR MOST TASKS

Many farmers, contractors, plumbers and service organisations have a regular need for a compact self priming portable pump able to move high volumes of water for tasks like septic tank pump-outs, tank filling, irrigation and garden watering, water transfer or emergency dewatering jobs.

Davey Products addresses this need with its 5.5 hp Honda GX160 petrol engined Water Mover, known far and wide as the "Davey Gusher".

The open impeller pump has the ability to handle flows to 550 litres per minute, a maximum total head of 28 metres and maximum suction lift of 7 metres. The pump will also handle some solids without blockage.

The pump has a 50 mm or 2 inch suction inlet and outlet and is supplied with inlet and outlet nuts and hose tails

The pump is designed for durability using quality, corrosion resistant materials. Features include a high grade aluminium casing, suction and discharge ports



with a heavy duty cast iron open impeller and diffuser, Nitrile rubber rings and casing O rings are also employed.

The 5.5hp Honda engine is a recoil start with Oil Alert low oil protection. The fuel tank capacity is 3.6 litres with an indicative fuel consumption of 1.73 litres per hour under full load with the motor operating at 3600 rpm.

As a compact easily handled pump and engine combination the unit has a carry handle, anti-vibration mountings and an all up weight of approx. 23 kgs.

A full technical specification on the Davey Gusher petrol engine powered Water Mover is available from Davey offices, authorised dealers or direct from:

Davey Products

Locked Bag

1 Huntingdale 3166.

toil free at 1300 367 866

or can also be accessed at www.davey.com.au

Association News

Hire And Rental Association of Australia Launches new Web Site

The Hire And Rental Association Of Australia (HRA) in conjunction with leading Australian systems integrators, Trilogy Business Systems is launching a new industry web site at **HYPERLINK** "<http://www.hireandrental.com.au>"

The HRA web site is aimed at becoming the Internet gateway to the hire and rental industry in Australia. People looking to rent anything from gardening equipment and home handyman tools to heavy construction equipment are able to locate their nearest member hire and rental company via categories, state, postcode and keyword searches. Searches reveal address, phone and fax numbers as well as email and web site addresses. Over 800 hire and rental companies Australia wide are listed on the HRA web site.

Once registered, HRA members will be able to gain access to a member area of the web site. Here they are able to access a number of member only features. Members have the ability maintain their own contact details, keywords and categories. They can also order HRA supplies such as safety stickers and tags, advertise used equipment, browse supplier advertisements, job vacancies and companies for sale

A great feature is the discussion forum where members can post ideas and comments, or ask questions

in various categories such as GST. This will provide a valuable resource for communication of ideas and general discussion of interest to the rental industry.

Because of the dynamic nature of the HRA web pages, the latest information can be delivered to members instantly. This is particularly useful in the case of news items, missing or stolen equipment and advertisements. It also means the web site is able to constantly evolve and become a better resource for HRA members.

The HRA web site offers members a fantastic new opportunity to attract customers and to build a strong industry presence on the Internet, at no additional cost to members. The site has been built, hosted and maintained by Trilogy, themselves HRA members for over 10 years. The site will be funded by well placed advertisements within the web site, made primarily available to HRA members. Industry supplier companies who are HRA members will be able to advertise within the member only area of the web site.

If you would like to advertise on the HRA web site, please send an email to **HYPERLINK** <mailto:advertise@hireandrental.com.au> advertise@hireandrental.com.au for a list of positions available and rates.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

**ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION**

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

| | |
|----------|-----------|
| Contact: | DATE |
| Company: | |
| Address: | |
| | Postcode: |
| Phone: | |

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

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

Association News

Bonus offer from Hymans

The HRAA Inc has just finalised an agreement with Hymans Pty Ltd, which should ensure all members get the best deal possible when buying or financing a vehicle, be it new or second-hand.

Hymans is the motor search company that will do the legwork for you as it sources new vehicles from all major manufacturers and can get great prices on all models. If you already have a price quoted from a dealer let Hymans know and they will shop around to ensure you are aware of any alternatives.

Hymans also has an extensive wholesale network of used vehicles, allowing it to source better prices than you would expect to pay a dealer.

When you have a vehicle to trade-in, Hymans will agree to a guaranteed trade-in price and arrange for the disposal of your existing vehicle, when you purchase a replacement.

Hymans has substantial purchasing power due to the large volume of vehicles it obtains from fleet clients. These benefits are passed on to HRAA members.

There are no charges or fees for members using this service and all vehicles purchased come with the manufacturers full warranty.

For more information call Ben Horton and his team on 1800 065 970.

Victoria News

A successful GST workshop/Seminar was held on Sunday 10 October at the Edmund Barton Centre, Moorabbin from 10 am to 4.00am.

Seventy six attendees were registered to attend the workshop which included morning and afternoon tea and lunch.

Mr. Paul Heller, Senior Manager at Bird Cameron's Taxation Division briefed members at the workshop.

The workshop was especially designed for the hire & rental industry and included practical examples and an open forum question/answer segment.

A follow up "refresher course" is scheduled for February/March 2000

A "Christmas in November" function, including a general meeting has been scheduled for Tuesday 16 November at the Hawthorn Football Social club.

Welcome New Members

Mr. Stuart Jay
National Pump Rentals
11-13 Kennaugh Street
Clayton
Vic. 3168

Mr. Delphine Borthistle
Gunnedah Party Hire
22 Mullaley Road
Gunnedah
NSW 2380

Mr. Peter Millard
AH Plant Hire
P.O.Box 438
Ingleburn
NSW 2565

Mr. Rod Nicholson
Partner Dimas Australia
4 Hyson Court
Carrum Downs
Vic 3201

Mr. Graeme Dillner
Kerrick Industrial Equipment
69 Derby Street
Silverwater
NSW 2128

Mrs. Christine Edington
Ed's Hire
17-21 Central Court
Browns Plains
Qld 4118

Ms. Anna Popovski
A&S Caravan Hire
16 Tourmaline Street
Eagle Vale
NSW 2558

Marianne & David Schmidt
Andre's Party Hire
69 Dickson Avenue
Artarmon
NSW 2064

Mrs. Chris Moyes
Independant Welding Supplies
1/7 Shettleston Street
Rocklea
Qld 4106

Mr. Peter Spindlow
Partner Dimas Australia
180 Ridgescop Drive
Castle Hill
NSW 2154

Mr. Geoffery Taylor
Toolman Hire
23 Chapman Street
Tahmoor
NSW 2573

Mr. Stuart Smith
Partner Dimas
3 Callistemon Court
Albany Creek
Qld 4035

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 | | SC017 | High Pressure Water Cleaner | |
| SC002 | Bricksaw (Electric) | | SC018 | Industrial Vacuum Cleaner | |
| SC003 | Bricksaw (Petrol) | | SC019 | Jack Hammer (Electric) | |
| SC004 | Chainsaw | | SC020 | Lawn Aerator | |
| SC005 | Circular Saw | | SC021 | Lawn Mower | |
| SC006 | Concrete Cutter | | C022 | Mini Loader | |
| SC007 | Diamond Tile Saw | | SC023 | Pedestrian Roller | |
| SC008 | Edge Sander | | SC024 | Plate Compactor | |
| SC009 | Engine Hoist | | SC025 | Post Hole Digger | |
| SC010 | Electric Disc Sander | | SC026 | Power Trowel | |
| SC011 | Electric Drill | | SC027 | Rotary Hoe | |
| SC012 | Electric Plane | | SC028 | Slide Compound Saw | |
| SC013 | Floor Sander | | SC029 | Steam Stripper | |
| SC014 | Garden Mulcher | | SC030 | Vinyl Floor Stripper | |
| SC015 | Gas Heater | | SC031 | Whipper Snipper | |
| SC016 | Grass Slasher | | | | |

TOTAL QUANTITY:=

COMPANY:

CONTACT NAME:

ADDRESS:

POST CODE

TELEPHONE:

FAX:

DATE:

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

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

Type:

P O Box 50 Elanora Heights NSW 2101 Tel: (02) 9970 8756 Fax: (02) 9970 8759

Mobile: 0417 212 627 Email: safeaccess@msn.com.au

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA INCORPORATED

SAFETY CARDS

ELECTRIC JACK HAMMER

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

Safety Equipment

The following protective equipment **MUST** be worn when using this equipment: Safety Instructions for this Equipment



- Safety glasses
- Ear muffs or ear plugs
- Dust mask if cutting operation produces dust
- Leather boots preferably with steel caps
- Close fitting clothing
- Rubber gloves if working outdoors
- Protective hair covering to contain long hair

Electrical Safety

- Never use the tool in damp or wet places, and never expose them to rain unless specifically designed for that purpose.
- Do not handle the plug or unit with wet hands.
- Do not use the tool in the presence of flammable liquids or gases unless specifically designed for that purpose.
- Never carry tool from the cord or yank it to disconnect from receptacle. Keep cord from heat, oil and sharp edges. Never use the machine if the cord is cut, cracked, worn or damaged.
- Never risk unintentional starting when plugging in the tool. Confirm the switch is in the OFF position before inserting the power plug in the receptacle.
- Do not touch movable parts or accessories unless the power source has been turned off.
- Always disconnect the tool before changing accessories.
- When not in use, tools should be stored, place out of reach of children.
- Never lock switches in 'ON' position with tape, wire or by any other means.

THE CARDS ARE A5 PRINTED BOTH SIDES

General Safety

- Do not touch bit during or immediately after operation. The bit becomes very hot during operation and could cause serious burns.
- Before starting to break, chip, or drill into a wall, floor or ceiling, thoroughly confirm that such items as electric cables or conduits are not buried inside.
- 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 lit.
- 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.

Trilogy announces Windows NT product at Annual User Conference

From 16th to 20th October, Trilogy celebrated its 10th annual TRACS User Conference at the Hilton Hotel in Sydney. This year's conference was a huge success and was once again very well attended. The value that our customers place on this conference is underlined by the fact that attendees come as far afield as Perth in the west and Cairns in the north.

The conference got underway with a very lively cocktail party on the Sunday evening as customers flew in from all around the country. The food, and in particular, beverages staff, found themselves "under the gun" from very early on in the evening. Later in the evening the Rental Industry once again showed what an innovative bunch they are when a certain group "fixed" the pool table in a manner that provided us with a "discounted" rate for the duration of the conference. While there was plenty of advice being offered around the table no potential "pool sharks" emerged from the evening. They also showed what a diverse group they are when Scott Marchant from Master Hire in Toowoomba usurped Robin Cassidy's mantle of "The Piano Man" as he wooed the ladies from Eastern Portables with several renditions of only he knows what! Sadly, I have to report, he failed dismally and Billy Joel can rest easy for at least another year!

On Monday morning, now that the ice had been broken, the real work started. Trilogy's Managing Director, Grant Friis, opened the morning session by reviewing the year from Trilogy's standpoint. The focus of FY98/99 had very much been on Y2k and ensuring all our customers were upgraded in a timely fashion. With a customer base as large and diverse as Trilogy's it was no mean feat to achieve this goal with a minimum of fuss and disruption to our customers and the day to day running of their business. A series of presentations on issues such as Service, Y2K and the GST followed. The latter two are obviously the topics of the moment and as such, generated much discussion, while the GST, as expected, also raised many questions.

The GST also formed one of the topics of discussion for our Workshop groups. These workshops have been an integral part of the User Conferences over the years and provide great value for the TRACS users, as well as vital feedback for Trilogy staff. The three workshops this year were:

- The GST – what steps need to be taken in your business
- The Internet – its effectiveness as a business tool
- Equipment "hand-overs" – your obligation to the customer

The workshops were run by Fiona Williams from Bayswater Rentals (GST), Geoff Edington from Eds Hire (Internet) and Annette Newton-Brown from Conveynor and Hoist (Hand-overs). The success of these workshops was due, in no small manner, to the research and effort the abovementioned people put into their nominated subjects and they are to be roundly congratulated.

The undoubted highlight of the morning was the announcement of a Windows NT version of TRACS, to be released early in the near year. This is an exciting development for both existing and future TRACS users. The project is currently right on schedule and opens up a lot of new avenues for Trilogy. The migration path for existing customers has been carefully planned to ensure that their current investment is protected and without giving too much away, the next twelve months are going to be very exciting indeed.

On Monday afternoon Trilogy hosted its traditional TRACS Golf Challenge at the magnificent St Michaels golf course. The weather, though threatening for most of the day, held off right, until the last approach shot from Mike Burrows had smashed into the Presidents car, at which moment the heavens duly opened up and we were able to discreetly make our getaway. The course, as usual, was in excellent condition and allowed for some "entertaining" golf. Birdies abounded and even a "doubtful" eagle was recorded. Fortunately the Eagle was ratified by "Tournament Referee", John Dobson, who also had his hands full keeping an eye on the antics of the Adams, Friis, Burrows group. At the end of a long afternoon the tournament was deservedly won by the McFarlane, Zuin, Davies group. A great day was had by all, but I have to admit that for a TRACS golf day, it was surprisingly uneventful. This may have been due to the fact that we struck St Michaels on a "dry" day when there were no drink carts operating, although watching Greg Zuin in action, one had to wonder!

Meanwhile on the other side of town the non-golfing group had decided to take in a tour of the Olympic site. A spectacular Rivercat cruise from Circular Quay delivered everyone to the site from where they were guided around the various sites by bus. For most, the highlight of the tour was a visit to the spectacular Superdome. The other highlight was provided by Donpra's man from the Mafia, Nes "Gee, I a'comin'!" Evidently he ensured that full moon arrived early in Sydney on Monday 18 October 1999!

On Monday evening an excellent dinner was enjoyed at the hotel. The evening's entertainment was courtesy of AH Plants John Dobson, who in his unexpected role as Master of Ceremonies for the evening, did his level best (and most succeeded...!) to try and embarrass every individual in the room. John, who I am certain could talk underwater, spared no-one, least of all his own AH colleagues. I'm sure Charleen is still having nightmares! Our old friend Nes didn't let us down either. Having "sucked" enough helium during the evening to re-float the Titanic, Nes delighted us all with his repertoire of jokes. Unfortunately, not too many (on reflection, make that none!) could be repeated in a prestigious magazine such as this.

Tuesday morning saw the focus shift to Web sites, e-Commerce and ODBC. Robin Cassidy from AH Plant did an outstanding "live" presentation on ODBC, showing what a powerful tool it can be. Again it was gratifying to see how much effort our customers put into this conference. The discussion on Web sites and e-Commerce, as one would expect in this day and age, generated great interest. Trilogy recently set up a new division within the company which is now developing and hosting Web sites. The focus is very much on developing Web sites in such a manner that they will easily be able to take advantage of the inevitable push towards e-Commerce. Presentations from the workshop team leaders on their respective topics and further discussion on the future direction of TRACS saw out the morning session. After lunch the Training sessions continued and that evening a wonderful impromptu seafood feast at Jordans (co-sponsored by Conveyor and Hoist) in Darling Harbour concluded the main part of the conference.

Wednesday and Thursday were devoted to training sessions and it was good to note the high level of attendance even at that stage of the conference. By Thursday evening it was a pretty weary bunch that finally dragged themselves off home to rest up before planning their assault on next year's conference. Wherever that may be, see you there!

HONDA COMPLEMENTS RIDE-ON RANGE WITH HEAVY-DUTY ADDITION

Honda Power Equipment has added the new 20 hp, 122 cm cut, HA4120 to its range of quality domestic and commercial ride-on mowers.

"The HA4120 is a heavy-duty model suitable for commercial applications," said Honda Power Equipment Sales and Marketing Manager, John Wilson.

"It extends our current range which caters for domestic users with the smaller H1011SA model, larger domestic work with the HF2213 and 2218 models, and heavy, duty work with the H2113 models"

The HA4120 incorporates advanced design features such as hydrostatic transmission, convenient electric start, twin headlights and automotive style instrumentation.

It is powered by the industrial quality 20hp overhead valve (OHV) V-twin Honda GXV620 engine which features a cast iron cylinder sleeve, two-stage air filter, ballbearing supported crankshaft, electronic ignition and mechanical governor in a quiet, reliable package.

The HA4120's hydrostatic transmission requires no shifting with infinitely variable speed selection between the maximums of 8 kph forward and 3.8 kph

reverse.

A sealed unit, the transmission offers the further convenience of requiring no maintenance.

With a cut width of 122 centimetres, the heavy duty steel mowing deck is fitted with anti-scalp rollers to allow the deck to adjust to lawn contours. Connected via simple four-point system, the mowing deck is easily removed by hand.

Seven mowing heights from 2.5-10 cm are available via a convenient lever height adjustment system.

The electric interlock system provides the highest in safety standards.

The engine will not start if the mower is in gear; the blade engaged; the driver's

seat not occupied; or the handbrake not engaged.

Optional attachments/accessories for the HA4120 include a mulching kit, twin bag grass catcher, bagger cart and front blade.



The commercial quality Honda HA4120 ride-on mower features a 122 cm width cut and is powered by the 14.9 kw(20hp) OHV GXV 620 engine.

For further information,
please contact:
Honda Power Equipment
Sales Department
Ph: (03) 9270 1111
Free Call: 1800 214 173

SPECIFICATIONS HA4120

| | |
|--------------------------|---------------------------|
| Engine | 4.9 kW (20 hp) OHV V-Twin |
| Displacement | 615 cc |
| Transmission | Hydrostatic drive |
| Travel Speed | 8 km/h |
| Reverse | 3.8km/h |
| Fuel Capacity | 9.5 litres |
| Min turn radius | 50cm |
| Dimensions (LXWXH) | 172.5 X 150.4 X 104.1 |
| Mowing Deck Width | 122cm |
| Mowing Height Adjustment | 2.5 - 10cm in 7 intervals |

In this issue we will discuss Carburation as subject that will take two issues to fully understand.

1. Basic theory

The purpose of the fuel system is to supply correct amounts of air and fuel, to mix them regardless of speed and load, and to regulate the resultant air/fuel mixture according to the demand of the engine and requirements of the driver.

The fuel system for an internal combustion engine comprises a fuel tank, fuel filter(s), fuel pump, carburettor, air filter, throttle valve and inlet manifold. Each must work efficiently and in harmony. A weakness or failure in any one of these components will cause poor operation of the fuel system as a whole.

The physical rule which affects all carburettors is the movement of air. Consider the fact that air masses move from areas of high pressure to low pressure. Imagine a petrol engine as being a powerful suction engine. When the piston descends, it creates an area of low pressure or vacuum in the combustion chamber and inlet manifold. Air will flow through the carburettor from atmospheric (high) pressure to the area of low pressure created by the fall of the piston. A carburettor, therefore, works on the principle of differential pressure.

If a restriction is placed in the carburettor throat, the airflow will speed up while flowing through the restriction, and there will be a drop in pressure. This restriction is known as a venturi.

The term 'venturi', rather than 'choke', is best used to describe a restriction in the carburettor throat, and this convention is observed throughout this manual. A 'choke' is the term used to describe a cold-starting device. 'Carburettor barrel' is used to describe a single tube from the air intake, through the venturi to the throttle plate. A carburettor can therefore be referred to as a 'single venturi' or 'single barrel', or a 'twin venturi' or 'twin barrel', etc.

In physics, the principle of air flowing through a venturi is known as Bernoulli's Principle, which considers the case of fluid moving through a tube. *'Providing the mass flow of fluid remains constant, any restriction in the diameter of the tube will cause the fluid to increase its speed, and its pressure will drop. If the mass flow through the tube is increased, the pressure drop at the restriction will increase.'*

Some people will remember this from the article of Hydraulic's because the same principle applies.

Air is readily compressible, and is of low density. Conversely, fuel is practically incompressible, and has a high density. As a consequence, air and fuel respond unequally to differential pressure changes occurring throughout the operating speed range (rpm) of an engine. This means that fuel will lag, relative to air movement, and will also resist changes in flow direction as the throttle valve is opened and closed.

Air is a mixture of 80% nitrogen and 20% oxygen. The compounds which make up petrol are called hydrocarbons, and are a mixture of about 15% hydrogen and 85% carbon.

The potential energy from petrol is considerably greater than dynamite, and three times greater than TNT. This energy will only be liberated when petrol is completely mixed with air in the correct proportion. Petrol, therefore, needs to be combined with oxygen (air) in order to burn.

2. Carburettor functions

The carburettor has two main functions, the first being to atomise the fuel, and then blend it thoroughly with air so that vaporisation occurs in the inlet manifold and combustion chamber. The second function of the carburettor is to satisfy the varying requirements of the engine, by mixing fuel and air together in correctly-metered proportions to ensure efficient combustion. The optimum (or Stoichiometric) mixture strength is expressed as a ratio of approximately 14.7 parts of air to 1 part of fuel, by weight.

The ratio of air to petrol (or the degree of 'richness' of air/fuel mixture) needed by the engine is variable. The engine must have a higher percentage of fuel (a 'richer' mixture) for starting from cold, for acceleration, and for high-speed running. A less rich, or 'leaner', mixture is required for intermediate or

cruising speeds with part-throttle and a warm engine. Each operating condition of the engine has its own specific fuel requirement, and the carburettor is designed with different systems or fuel circuits to supply these varying needs. A carburettor for any given engine type is calibrated (after an extensive range of tests) to provide correct fuelling for all production engines of that type in service.

In point of fact, an engine will operate – albeit inefficiently – on ratios from as rich as 8:1 to as lean as 22:1. Too rich a mixture will result in poor economy and increased emissions, while too lean a mixture will cause a loss of power and poor performance. The closer that the ratio is to 14.7:1, the more efficiently will the engine run.

Because of concern for the environment leading to additional government legislation, the modern engine is required to emit fewer polluting gases. This demands much tighter control over the air/fuel ratio, and has led to a tendency to provide leaner mixtures than is desirable for maximum power.

Fuel atomisation

Fuel atomisation is the process of breaking the droplets of petrol down to their smallest possible size. Good fuel atomisation is important for reduced exhaust emissions, and can be achieved in two ways. One method is to draw air into a stream of petrol; this will cause turbulence, and will break the solid stream into smaller particles. Another method is to position a nozzle at the point of greatest air velocity; the petrol will then be buffeted into a fine spray as it enters the airstream.

The carburettor is responsible for atomisation, and not vaporisation, of the fuel – vaporisation occurs in the inlet manifold and cylinder of the engine. It is important that the intake manifold is properly heated, both to facilitate vaporisation and to reduce condensation of fuel onto the manifold walls. Heating is often accomplished by water circulation through passages in the manifold, or sometimes through the throttle body or carburettor body itself.

The venturi size in a fixed venturi carburettor is a compromise of performance against carburettor efficiency. At high engine speeds, the venturi must be large enough to satisfy the engine's demand for a high volume of air to give maximum power. This volume of air will achieve a velocity of approx. 120 m/sec to give good atomisation. At low engine speeds, the much-reduced air volume will cause a reduction in velocity to approx. 12 m/sec. This sluggish velocity will result in much less efficient atomisation. Use of a small venturi would speed up the air velocity, but would strangle performance at higher engine speeds. The methods used to overcome this fundamental problem will be examined later.

Mixture strength is influenced by change in ambient weather conditions. Variations in temperature, relative humidity and barometric pressure will all slightly affect the air/fuel ratio (AFR) and the efficiency of the carburettor.

3. Vacuum

Vacuum is a 'negative' pressure, or a pressure less than atmospheric. A vacuum is formed in the inlet manifold of a petrol engine because the pistons are continually trying to draw air into each cylinder at a greater speed than the partially-open throttle plate will allow. The amount of vacuum will depend on engine speed and throttle opening. Vacuum in the manifold will be lowest with engine on full-load (wide-open throttle) and highest when the throttle is closed (idle condition or when descending a hill).

Any fault that affects the amount of vacuum created by the engine will also affect the total amount of air drawn into each cylinder. This, in turn, will affect the power and economy developed by the engine. Good carburation depends primarily on good vacuum.

Before looking at the specific operation of a carburettor, it would be useful to look at the workings of a simple carburettor. Shortcomings of such a design will become apparent, and the methods used to overcome the flaws can then be examined.

Peter Armstrong National Hire

CASE RELEASES ANOTHER NEW EXCAVATOR

Case Corporation announces the expansion of its popular 90B Excavator series with the introduction of the new 9050B excavator. The addition of this new model means Case construction equipment dealers will be able to supply their customers with a full line of medium to large high quality, technologically advanced excavators.

Case dealers from around Australia were introduced to the new 9050B excavator at a special launch held in Sydney last week. The 90B Series 7 model range now includes the 9007B, 9010B, 9020B, 9030B, 9040B, 9045B and 9050B, with operating weights ranging from 6.9 to 32

tonnes, feature proven, state-of-the-art technology and amongst the most comfortable operators cabin in the industry.

"This superior addition to the excavator range brings with it all the excellent features already offered in the 90B series, and with additional horsepower, digging depth and additional reach, it's the machine to use for those most demanding jobs", said Amit Gossain, Case product manager.

Unprecedented controllability and productivity

The 9050B has unique and exclusive features that deliver precise control, speed and power. No matter what the working conditions, the Power/Speed Control System makes the difference between average and exceptional performance.

The Power/Speed Control System's controller regulates and monitors the hydraulic system efficiency while extending system life. With four work modes, Power Boost and Delectable or Auto One-Touch Decelerator, the 9050B gives the operator the control they want with the power they need, for improved productivity.

The 9050B also offers unsurpassed features including Cushion Control, Controlled Free Swing and Boom Priority to ensure smooth stops, precision control and boom speed.

Custom-adjustable Operator's Environment

Operator comfort is the key to productivity. Based on input from customers, and as with other models in this series, the cab's design is spacious and fully adjustable to meet any operator's requirements. With the inclusion of an illuminated system display monitor, adjustable pilot hand controls and electrical diagnostics, the operator environment is conducive to comfort and productivity.



Hydraulics

The heart of any excavator is hydraulic performance - and with the 9050B you're getting the best! The Power/Speed Control System fully integrates power, speed and control when and where you need it. With Variable displacement pumps, boom and arm anti-drift valves, standard auxiliary valve, optional single and/or dual pump auxiliary kits and ultra-clean filtering system, the 9050B excavator hydraulic systems puts you in control.

Case Corporation, with net sales of US\$6.1 billion in 1998, is headquartered in Racine, Wisconsin, USA and is a leading worldwide designer, manufacturer and distributor of agricultural and construction equipment. Case products are sold through a network of approximately 4,900 independent dealers in more than 150 countries. Case Credit Corporation a wholly owned subsidiary of the company, services a portfolio of US\$6.7 billion of agricultural and construction equipment finance and leasing products.

Case Australia is based in St Marys Sydney and operates as Case Corporation's headquarters for the Asia-Pacific region.

Case Corporation and their construction equipment dealers sponsor the Case Earth Awards, an initiative of the Civil Contractors Federation and the Earthmover and Civil Contractor, recognising and rewarding those organisations which achieve innovation and best practice in the field of environmental management of earthmoving and civil construction projects.

Visit the Case Corporation website for more information - www.casecorp.com.

Quiet sucker cleans up

A heavy duty ABS carpet extractor with super quiet operation has been launched by the Aussie Eco Clean Division of Australia Pump Industries P/L. The new machine has a noise level of only 56dBa and is claimed to be the quietest in the industry.

Called the Aussie Eco Clean F115 Maxi, the extractor doubles as a heavy duty industrial vacuum cleaner. The barrel is manufactured from impact resistant spun ABS and the heavy duty 1100 watt motor provides power suction for both extraction and vacuum cleaner functions.

Designed specifically with professional cleaners and car detailers in mind, the cost effective but without compromise in terms of both engineering and features. Five heavy duty castors provide stability and heavy

duty clips and suction ports are user friendly and robust..



Aussie Eco Clean Vac Division Product Manager, Brad Farrugia, said "The new Maxi provides high pressure detergent applicant combined with the ability to suck ingrained dirt out of carpets or upholstery. The revolutionary low noise level makes it particularly environmentally Friendly".

Further information including a complete guide to the Aussie Eco Clean range of industrial vacuum cleaners and extractors is available from Australian Pump Industry's distributors throughout Australia.

For further information on the above press release please contact Warwick Lorenz at Australian Pump Industries on:

Tel: (02) 9894 4144

Fax: (02) 9894 4240

Be on the lookout for this stolen equipment

Stolen

\$1000 Reward

For the recovery of Lighting Tower stolen on Sunday 19th September 1999, from Cranebrook Road Cranebrook

Registration # F22672

Plant# 259-8

Model Maxin Lite 111 JLG

Colour Yellow and Green

Contact C-Y Hire Pty Ltd

David Nash

or Greg Atkins

Tel: (02) 9605 5899

Stolen

The following equipment was stolen from 13 Boundary Road, Braeside on 12th Sept. 1999

2 X 1 Dingo Mini Diggers -

C/W 4 in 1 Buckets

plus rotary Hoe attachments

1 X replacement Kohler engine

Serial No. 950 P9165/950 P167

Identification marks:

Red Dingoes, Black R/Hoe, Black Buckets

The padlocks on the property were cut, and the equipment was stolen.

The truck has since been located in Cardinia, with some other equipment left behind, but the diggers, attachments and engine were removed.

Contact: Steve Ashendon, Tel: (03) 9587 8826

A TOUGH NEW TOOL FROM BOSCH

Bosch's new GSM 509 mobile phone combines natural speech quality and precision electronics in a durable and reliable communications tools.

Importantly it is also a phone built to withstand the type of punishment that can be dished out in many workplaces, especially outdoors like a construction site or timber yard. Bosch's years of product manufacture experience and some of the most rigorous product testing in the world have ensured the GSM 509 has been built to handle the tough stuff.

And with a variety of colour choices including a unique translucent body that lights up when receiving a call, you'll never miss an important message again, no matter where you are working.

Further adding to the appeal of the GSM 509 is the large variety of vibrant colour body combinations, including Royal/Citrus, Tangarine/Black and Blue/Kiwi. Whatever design you choose, the GSM 509 will be a statement in style and function.

You'll also be able to talk for longer and spend less time recharging this highly versatile mobile, thanks to a standard talk time of 4.36 hours and standby time of 87 hours.

Bosch Telecom's national sales and marketing manager, Stewart Rigby, said the GSM 509 will make an ideal business companion for any trades person who relies on their phone for on-the-job communication, no matter where the job may be.

"It's the type of phone that will be at home in a construction site, van or ute."

The launch of the GSM 509, along with two other models, the 909 Dual S and the 909 Dual represents Bosch's entry to the mobile phone market in Australia and complements its high quality range of consumer goods already available across

the country.

"These phones represent the latest technology in mobile communications and are backed by Bosch's decades of innovation and high quality production standards," Mr Rigby said.

Each phone in the range is produced at Bosch's state-of-the-art mobile phone facility at Pandrup, Denmark, Bosch's Centre of Excellence for GSM phone technology.

The GSM 509 is simple to use, with a menu which is extremely easy to navigate, and a display that shows call, network and battery status at a glance.

Other handy features include a memory that can hold up to 255 phone book entries*and display the last 10 numbers dialled or the last 10 calls received.

Call management is made easy by automatic redial, speed dialling and incoming call identification* capabilities.

The standard GSM 509 package includes a lightweight 600 mAh NiMH battery, charger, belt clip and user guide. Accessories available with the GSM 509 include the latest in hi-tech convenience such as a car kit, headset, car cigarette lighter charge r or handy vibra alarm battery.

The 509 and every mobile in the Bosch range is covered by Bosch's nationwide warranty. The mobile phones and their accessories are covered by a 12-month warranty except batteries which carry a six-month warranty.

(*Sim card dependant)

For further information on the GSM 509 or any of the mobiles in the Bosch range, please contact Robert Bosch (Australia) Pty Ltd on (03) 9541 5555 or the Bosch mobile phone hotline, 1300 139 000.

NATIONAL ASSOCIATION ENVIRONMENTAL GUIDE

The Hire & Rental Association of Australia has released a "Environmental Awareness Guide" which has been specifically designed for the Hire & Rental Industry. The Guide is available at a cost of \$20 and can be obtained by filling out the form below.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

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

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

ORDER FORM

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

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

New Zealand hire news

The 1999 N Z Conference and Trade Show was a great success. The Hire Association was especially pleased that Gary Kerr was able to attend the Conference. Given that both the Australian and New Zealand Associations are currently going through a period of restructuring Gary's contribution to the process in New Zealand was invaluable.

At the AGM the members accepted that the name of the Hire and Rental Association of New Zealand would change to the Hire Industry Association of New Zealand (HIANZ). We are currently awaiting registration of this change before launching the Association's new logo. The new logo will replace the HIREPRO image which members voted to discontinue.

Two administrative activities will dominate the next few months. These are the development of an effective Association database and the updating of the existing constitution. The database is critical if we are to develop effective communication within the Association in addition to the future development of a iHire NZi website and industry directory.

The update of the constitution will incorporate recent legislative changes. Proposals will also be put forward to provide for a wider range of membership categories such as sector only members, individual membership, and the removal of the existing associate status to ensure the development of a true Industry Association by giving supplier and hire companies equal status within the organization. These proposals will be available to members for discussion at Zone meetings in late February 2000. Subject to members views the new draft will be put to the Association AGM in June 2000 for ratification.

The next New Zealand Hire Conference will be held in Rotorua from the 13th to the 15th June 2000. Next year there will not be a Hire Industry Trade Show. However attendees will visit the New Zealand National Fieldays in Hamilton on the 14th

June. The Fieldays are one of the largest agricultural and equipment exhibitions in the Southern Hemisphere. This will provide members with an opportunity to evaluate a wider range of equipment than would normally be exhibited at the Hire Association Trade Show.

Another Show that may be of interest to Australian members is Drury 2000. This is being held just out of Auckland and will be the largest exhibition of contracting equipment ever assembled in New Zealand. The Expo is being held in a working quarry to permit the maximum number of live demonstrations and field trials. This show is being managed by the NZ Contractors Federation and is being supported by a number of other Trade Associations including the NZ Hire and Rental Association. It is envisaged that there will be an official NZ Hire Association visit to Drury 2000. If any Australian hire companies are intending to visit you are invited to join us.

Contact Mark Sinclair Fax N Z (09) 575 6642

Elevated Work Platforms are again becoming a major activity within the Hire Association. OSH New Zealand has asked the Association (in conjunction with OSH staff) to develop proposals for the training of operators and the effective certification of this equipment. It is expected that the NZ proposals will follow the Australian model in most respects. However given the size of the NZ market and the significant number of imported second hand machines the actual process by which certification is achieved may need to be different from that used in Australia.

As this is the last magazine of 1999 I would take this opportunity to offer all Australian Hire Association Members our best wishes for the Christmas Season and the New Year. We would also congratulate you on the superb run of sporting success that Australia is currently enjoying.

Mark Sinclair
Chief Executive
Hire and Rental Association New Zealand



Mark Sinclair was recently appointed the new CEO of the New Zealand Hire Association

LIST OF STICKERS

- A1 Park and Run Level
- A2 Use Distillate Fuel Only
- A3 Use Fuel Supplied Only
- A4 Check Oil Daily
- A5 Use 2 Stroke Only
- A6 Standard Petrol Only
- A7 Special Oil Daily
- A8 Use Kerosene Only
- B1 Rotation (left/right)
- B2 Tyre Pressure - front, rear - KPA
- B3 Use in Well Ventilated Area Only
- B4 To lift maximum of..... kg
- B5 Drain Daily
- B6 Prime Pump Before Use
- B7 Keep Clear of Blade(s)
- C1 Empty Bag Before Returning
- C2 Clean Before Returning
- C3 Extra Charge if Returned Dirty
- C4 Cylinder Fitted with Left-Hand Thread
- C5 Flammable Gas (Red Lettering)
- C6 Use Unleaded Petrol Only
- C7 Maximum 80 speed
- C8 **IMPORTANT**
This equipment may lawfully only be used by the holder of a certificate of competency issued under the "Occupational Health & Safety (Certificates of Competency) Regulations" (50c each)
- C9 Overhead Damage, Customer Responsibility (White with Red 75mm x 115mm) (\$1 each)
- C10 Warning! - Use of this equipment in confined spaces such as:
*storage tanks, *wells, *silos, *vats, *ducts, *tunnels, *shafts, *pits can result in death.
(50c each)

COST OF STICKERS

Members = \$8.00 per pack Non Members = \$12.00 per pack. (50 stickers per pack)

COMPANY NAME : PHONE:

CONTACT: ORDER NO:

MAILING ADDRESS

.....

STICKERS REQUIRED/CODE & NUMBER OF PACKS:

.....

Please pay on receipt of invoice . Thank you for your order!

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA (NSW) Inc.
P O Box 50 Elanora Heights NSW 2101 Tel: 02 9970 8756 Fax: (02) 9970 8759

SAFETY CHECK TAGS FOR HIRE EQUIPMENT

As you are aware, you are required under the 'Electrical Requirements for the Set Up and Use of all Electrical Installations on Construction Work Sites in NSW', to have colour-coded tags which specify the following:

- Date of Inspection
- Inspection Number, and
- Owners plant number of item inspected

As well as this a record book needs to be kept detailing:

- Name of employee who performed the test
- Labelled with serial number of the proprietary testing device
- Date of test
- Results of test and details of any repair work, and
- Date of issue

All tags must be a different colour for each month as follows:

| | | | | | |
|-------------------|---|---------------|--------------------|---|---------------|
| • January | - | <i>red</i> | • July | - | <i>blue</i> |
| • February | - | <i>blue</i> | • August | - | <i>green</i> |
| • March | - | <i>orange</i> | • September | - | <i>red</i> |
| • April | - | <i>green</i> | • October | - | <i>yellow</i> |
| • May | - | <i>white</i> | • November | - | <i>orange</i> |
| • June | - | <i>yellow</i> | • December | - | <i>white</i> |

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KAWASAKI'S COMPREHENSIVE BRUSHCUTTER RANGE

A new four model series of petrol engine powered brushcutters has been released by Kawasaki.

The brushcutter range include a choice of four engine sizes, ranging from a model

designed for the hobby or home gardener with a 23cc capacity engine, two mid sized models with engine capacities of 26 and 34 cc capacities suited to professional users, including landscape or garden maintenance contractors, while the largest model in the range with a larger 48 cc capacity engine is designed for clearing heavier scrub or tough vegetation.

Regardless of the model, the brushcutter range reflects the features for which the Kawasaki product name is widely recognised.

These include quality engineering, mechanical reliability and user benefits like easy starting, lower engine noise and gaseous emission levels and elimination of engine vibration to enhance operator comfort.

A one piece throttle and stop switch also offers increased control for the operator without removing a hand from the grip. Operator safety has also been enhanced with superior shielding and a larger blade cover.



The new Kawasaki brushcutter range offers four model options to suit a range of vegetation management and clean up tasks from lightweight home garden to professional contractor models. The new range includes a host of operator, mechanical, safety and comfort features.

The KBL23A model is preferred by home garden users of both sexes because of its light weight (only 4.2kgs) and its large guarding area for the cutting head, which protects the operator against stones or other debris dislodged during use.

The 26 and 34 cc capacity models offer the option of either a loop or double shaft handle, a heavier shaft and have been engineered for applications which

require a maximum of output and performance. These models offer increased operator safety protection and an amazing thirty percent reduction in the recoil pulling force over previous engine designs.

The heaviest of the contractor models (KBH48A) incorporates a host of features for the really tough vegetation control tasks with its increased engine capacity and heavier drive shaft.

All models have a semi automatic nylon trimming cord assembly with a metal blade option for tasks where vegetation of thicker diameter needs to be trimmed.

A full colour brochure with all model specifications is available from Kawasaki Power Products dealers or direct from the head office of Kawasaki Motors on (02) 9684 2585.

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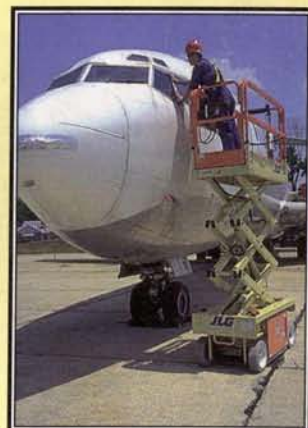
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Int: +612-4362 3388
Fax: +612-4362 8845
e-mail: softlink@cci.net.au