

# Hire and Rental

INDUSTRY QUARTERLY

Official Publication of the Hire and Rental Association of Australia

January, 2000

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#### **PRESIDENT'S MESSAGE**



Welcome to the 21st century and I hope you all survived the Y2K traumas and celebrations. 1999 was a productive year for the Association and members and we look forward to buoyant trading conditions in 2000 plus, of course, the key events of the year the Hire Convention & Exhibition on the Gold Coast in May and the other "big" event in September, the Olympics.

The key objectives for this year are simply to complete and improve on what we started in 1999, including the establishment of a true National Hire & Rental Association.

Last year the process of improving value for membership started with the appointment of an Executive Director and establishment of an Office. Since then we have introduced a number of benefits to members including the Eftpos Scheme, the Hymans Vehicle/Finance Scheme and the Webpage. We have also increased the range of stationery and stickers available to members through the HRAA office.

I believe this year we need to consolidate this direction by widening our membership base across the hire and rental industry and keep the webpage as user friendly and effective as possible to users, suppliers and rental companies. We will also endeavour to ensure the GST is implemented into the rental industry with the minimum of disruption and stress to our members.

The establishment of the Association as a Limited Company is well underway as is the revision of the Standard Hire Agreement which will include the upcoming tax changes. The objective of the National Association is now becoming a reality with NSW committing to the new structure and the other states due to confirm their moves in early 2000 to achieve the 1/7/2000 start-up date.

This will be an exciting year for the Association and for the Hire & Rental industry in Australia.

I wish you all every success in the year ahead and look forward to seeing all members at the HRAA Convention on the Gold Coast in May.

GARY KERR  
National President



# The second hurdle may not be so easy

With the non appearance of the Y2K bug it would be easy to be complacent about the next hurdle business has to overcome, the introduction of the GST.

Unfortunately the transition to the new tax system is not going to be quite as easy. Eventually it will become part and parcel of our way of life, but there are going to be a few bumps along the road before it is running smoothly.

The recent confusion over rounding of prices is a clear indication that the Government as well as business is entering uncharted waters. It is starting to become obvious that certain aspects surrounding the introduction of the GST haven't been thought through thoroughly and there are bound to be more such incidents before the introduction on July 1.

Business will be looking to the Government for guidance as to the best way to implement the GST into their business structure in the most cost effective and least troublesome manner possible. Hire and Rental companies in particular, with their multiple transactions and sometimes huge product range are going to need to be well prepared for the transition. The quick implementation and staff training are paramount to the continual flow of business transactions as the onus is on companies to ensure they comply with the new Tax laws.

The benefits of the GST are still to be determined but there is one event coming up which can only benefit all those involved.

The Annual Hire and Rental Association Conference and Trade Show is to be held on the Gold Coast from May 14-18 and is a must for all those who wish to keep in touch with what is happening in the industry.

In this era of accelerated change and competitive environment it is essential to know;

Where is the industry heading?

What new products are on the market ?

How will the GST affect the Hire Industry?

Are there any new computer programs which will enhance the running of your business?

What are the market leaders doing different to you.?

What about the internet?

What affect will it have on the industry?

How are others using it?

How can it be best utilised to benefit your business?

The answer to these and many more questions can be found at the Convention.

The opportunity only presents itself once a year, you would be unwise to miss it.

Greg Kelson

*From the Editor*

## HIRE and RENTAL Industry Quarterly

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

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

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## *Official Journal of the Hire & Rental Association of Australia*

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# Four-Stroke Rammers From Mikasa

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

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

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

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

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

In comparison to a 2 stroke model, some of the features the 4-stroke rammers include are:

- A reduction in fuel consumption of up to 27%.
- Lower operating noise levels.
- A reduction of engine emissions.
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Along with the standard features of a Mikasa rammer:

- Metal backed, laminated wood shoe.
- Four stage air filtration.
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- Tough large radius bellows construction.

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

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- Lay down to 90° in any direction.

MT-72FW  
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MT-52FW  
58 kg





# ACCC to monitor new Tax System

The Hire Association has received the following letter from the Australian Competition & Consumer Commission with regards to the monitoring of retail prices under the new GST system.

It should be read and inwardly digested.

## **Re: Retail price collections to monitor the impact of The New Tax System**

The Australian Competition and Consumer Commission has been given special powers to monitor the impact of the introduction of the The New Tax System on prices of goods and services for the transition period from 9 July 1999 to 30 June 2002. The new Taxation System changes include the abolition of the Wholesale Sales Tax (WST) and other taxes and the introduction of a Goods and Services Tax (GST). The objective of the monitoring is to ensure that consumers fully benefit from reductions in the indirect tax rate, or are not exposed to greater than necessary price rises, according to the change in indirect tax.

As part of its monitoring regime the Commission has engaged two business information firms, Informed Sources Pty Ltd and Retail Facts to physically collect price information on a wide range of goods and services across Australia. A broad spread of retail outlets will be surveyed in these collections. Collections have commenced and will occur periodically until June 2002. Therefore it is highly likely that a collector will at least some members of your Association on more than one occasion. The Commission seeks your Associations assistance by advising members of the conduct of these price collections. The cooperation of your members on such occasions would be appreciated by the Commission and will greatly assist in the efficient collection of price data necessary for price monitoring.

Price Collectors are instructed to undertake their task courteously and in a manner that does not disrupt the conduct of retail businesses. Collectors are predominately recording prices on display, so the time directly required of store management generally should not extend to a few minutes beyond that necessary for the Collector to initially introduce him/herself and establish the genuineness of his/her identity and purpose. Price Collectors will show to store management:

- identification establishing that they are working for one of the companies referred to above;
- a letter of introduction from ACCC outlining the purpose of the visit to the store;
- and
- if requested, an explanatory note from the retailer providing more information and list ACCC contact points for further queries.

Further information regarding the ACCC's role in relation to The New Tax System may be obtained by visiting the ACCC's website at [www.accc.gov.au](http://www.accc.gov.au). Specific queries about price monitoring may be directed to Mr. Rod Overall, GST Operations, at the Commissioners Melbourne Office on (03) 9290 1975

This is all fairly straight forward but please contact the Association office Tel: (02) 9970 8756 if there are concerns or the ACCC's Representative visits your business.

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](mailto:safeaccess@msn.com.au)



# US Consolidators under threat

At the end of 1996 the US Equipment Rental Industry was looking good.

It had just produced its third consecutive year of 20% growth, HERC, the perennial industry's market leader had an annual turnover of \$US345 million and the thriving economy was almost ensuring a profitable future. Three years on, there have been some changes.

The market leader, United Rentals, which was not even formed until September 1997, has brought new meaning to the words "growth by acquisition". They had a annual turnover of \$US1.2 billion last year and is expected to top \$US2 billion this year. While No. 2 Atlas Coco also topped the \$US1 billion mark.

The transformation to these figures has centred around the consolidation of the industry which began three years ago and to a degree is still going.

United Rentals are a story in themselves. It was set up by a team of street smart businessmen from outside the rental industry who saw rental as a long term investment. Within three years of being formed United, through an aggressive acquisition campaign, have 700 outlets and are the market leader.

They served notice that they intend to closely guard their market share in mid 1999 when Rental Service Corp No. 3 on the top 100 list of rental companies announced they were merging with NationsRent No. 8 by making a counter offer for RSC and even taking them to court claiming RSC weren't acting in the best interest of their shareholders in refusing their offer.

The aftermath of the wrangle was that Atlas Copco emerged as the buyer of RSC enabling them to join United as the other rental company with an annual revenue of \$US 1 billion.

The consolidation has seen all the major rental companies adopt a Christmas attitude, going out with a shopping bag and see who could fill it with the most acquisitions.

Growth by acquisition became the byword of the industry as everybody sought to enlarge or protect their market share.

This shopping spree has been made possible because the rental industry has found a partner to help fund it, the stock market.

The rental industry of yesteryear would have been hard pressed influencing Wall Street to invest in an industry which, although it was producing good returns was too fragmented with no one with any dominant market share.

But the consolidation did more to publicise and bring awareness to rental than any advertising campaign could have. It is one of the oldest business adages that the bigger you are the greater your buying power and when getting bigger means buying successful businesses similar to your own it makes pretty sound investment sense. Especially when you are involved in an industry with a turnover of an estimated \$US20 billion and servicing industries which are being fuelled by the accelerated economy as of recent years. Subsequently IPO's become the order of the day. A review of the top ten leading US Rental company list reveals they are all either public companies in their own right or have affiliations to public companies. Rental has arrived as an investment vehicle on the world's biggest financial barometer. Slippery though that ladder may be.

In similar circumstances in other industries, such as the corner grocery store, the consolidation and growth of the main players has been at the expense of the smaller ones and generally the smaller players find their best way is out of what has become a non-competitive market.

But the rental industry is unique in that it is a niche industry, while many of the middle range companies received offers they couldn't refuse, a lot of the smaller operators found that because of the geographical spread and the diversity of rental they are still managed to maintain their market share through their service and

dependability.

It is very difficult to cover all the bases, in such a huge playing field.

One thing the consolidators are realising is that the most valuable asset they obtain from the acquisition of rental companies is not the profit margin but the experience of the staff. Yesterdays top producing rental business may be tomorrow's lemon without the right people in place. Service and know how are two necessary assets that are hard to manufacture or buy.

Although the smaller operators do not present any real threat to the consolidators there is a cloud on the horizon.

Rental companies in the US have always derived their income from two avenues. Generally 80-85% coming from rental and 15-20% coming from sales of equipment. This arrangement has benefited both parties in the past as it provided extra revenue for the rental company as they acted as semi distributors for the manufacturers while also able to arrange special

*Manufacturers have emerged as a serious threat to the consolidators as they have been keeping pace with them in acquisitions in recent years.*



deals on their rental range.

But that situation is undergoing change as their supplier is becoming their competitor. Manufacturers have emerged as a serious threat to the consolidators as they have been keeping pace with them in acquisitions in recent years.

When Atlas Copco, the Swedish manufacturer and long time supplier to the industry, purchased the then No. 4 ranked rental company Prime Equipment for \$US1.1 billion, in 1998, it was considered by many to be a pretty expensive price to pay for an avenue for their products. The deal was soon overshadowed by the continual, almost daily acquisitions of the consolidators in full cry.

But when Caterpillar, the biggest manufacturer of heavy equipment in the world, announced its commitment to rental by turning its national distributorships into rental centres as well as putting forth a game plan to open 350 rental centre by the end of 2000 it is a different matter. Caterpillar has further emphasised their commitment by manufacturing skid-steer loaders, mini-loaders, pumps and generators to stock their rental yards, which they are setting up as one stop shops. This has led many people in the industry to voice the opinion that Caterpillar will one day be the dominant force in the rental industry.

They have been joined by other manufacturers Komatsu, Case and Deere also joining the rental brigade with multi branch operations. Komatsu in particular has several branches in the top 100 list and all are committed to rental

The manufacturers case was further enhanced when Atlas Copco acquired Rental Service Corp. from under the nose of United Rentals bringing manufacturers to a very healthy percentage of the rental market in mid 1999.

The consolidation has still got some mileage in it as we have seen in the RSC-United-Atlas Copco affray and there are new players entering the market regularly.

But it hasn't only been confined to the USA. The major US companies have been spreading their wings abroad for some time, with most having substantial presence in Canada, Mexico and some have ventured into Europe. England has been left untouched as there has long been the thought that it is oversupplied with rental companies as it is.

Some of the frequently asked questions during the consolidation debate have been;

What happens after the consolidation, do the

consolidators join forces to create one huge rental company or four?

Scenarios have been put forward if two or more of the main players combine it could create a goliath with potential revenue of \$US 5 -10 billion.

There are many hypothetical scenarios which can be put forward, if United Rentals could acquire one or more of the top rental companies or team up with one the major access people.

While a merger between Caterpillar and one of the major rental companies would create a very formidable combination.

But there has just emerged a new player in the market who could add a new dimension to the equation.

General Electric's, the seventh biggest company in the world, with an annual turnover \$US100 billion has just announced it is entering the portable power rental market.

G.E. who literally introduced the world to electricity and then provided the appliances to use it, has stated that it will concentrated on the power rental market where it will be competing with Aggreko Generators and Caterpillar in a market with an estimated value of \$US4 billion.

GE will operate through its General Energy Rentals outlet and will be looking to open more branches, while it has announced it is looking for acquisitions. GE has made it plain that they will be using all its considerable resources to guarantee it becomes No.1 in the power rental market.

Some may query GE pouring their resources into such a minimal market. Others may see it as a toe in the water exercise, if it likes the climate it may decide to buy a piece of the action.

If this happened it would create problems for any opposition. GE has the brand name, the buying power and could buy any of the major rental companies out of its petty cash. But more than anything else GE's entry into rental is an indication of the standing rental has attained over the last few years in the business community. Their participation is an indication of their belief in the future potential of rental.

Whatever the outcome of the ongoing consolidation, Rental is established as the viable alternative to purchasing in so many areas of industry and the recent activities in the US only strengthen this belief worldwide.

*General Electrics, the seventh biggest company in the world, with a turnover of \$US100b illion, has just entered the rental market.*



# Australian Army takes Honda to East Timor

Honda EU10i generators are serving the Australian Army in East Timor and other locations as power supply for Signal Squadron mobile communications vehicles.

"The EU10i is the perfect power supply for the army's requirements," said Honda Power Equipment Sales and Marketing Manager John Wilson.

"With a 1kVA requirement per vehicle, the EU10i fits the bill perfectly with its stable supply and ability to be linked in parallel operation via a simple bridging cable, providing an output of 2kVA," he said.

"The EU10i is also ultra quiet courtesy of its noise reducing design. This comprises a cube shaped soundproofing box around the engine, combined with an outer wall that further dampens remaining noise

leakage," said Mr Wilson.

Operating noise at seven metres is 52dB(A) at quarter load and 57dB(A) at rated load.



The EU10i is the first generator in its output class to incorporate a microcomputer-controlled sine wave inverter mechanism for electricity with low wave distortion and quality equal or superior to commercial generators.

The EU series of generators delivers electricity so stable it can be used to power computer, communications and measurement equipment conventionally considered too sensitive to frequency and voltage fluctuations to be used with portable generators.

The EU range of generators also includes outputs of 2.6 and 3kVA.

For further information, please contact:

Honda Power Equipment Sales Department

Phone: 03 9270 1111 or

Free Call Dealer Locator Phone: 1800241173

| Model  | EU10i            |
|--|------------------|
| Maximum AC Output (50/60Hz)                      | 1KVA             |
| Rated AC output (50/60Hz)                        | 0.9kVA           |
| DC Output  | 12V-8.3A         |
| Continuous Operating Hours (1/4 Load/Rated Load) | Approx. 8/4 1 hr |
| Fuel Tank Capacity                               | 2.5 litres       |
| Dimensions (LxWxH) mm                            | 440x240x360      |
| Dry Weight                                       | 13.5 kg          |
| Operating noise (at 7m) (1/4 Load/Rated Load)    | 52/57dB(A)       |

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## 4000psi High Pressure Water Cleaner from Crommelins

Crommelins have released a 4000psi high pressure water cleaner.

This new product will compliment Crommelins already existing range of 2000 and 3000 psi high pressure water cleaners.

### All Water Cleaners come with:

1. 10 metre flexible high pressure hose
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3. Quick release couplings
4. Stainless steel couplings
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7. A 3 piston high quality plunger pump
8. Pressure gauge in glycerol bath
9. Adjustable bypass valve
10. Stainless Steel inlet filter
11. Quick coupling connector for high - pressure hose

### Benefits of the 4000psi to users

Pumps at a rate of 21 litres per minute

2:1 reduction gear box which gives longer life

900mm lance

10 litre fuel tank capacity  
Vega handpiece with swivel

The 400psi is, as expected, powered by a Robin 20.5hp engine.



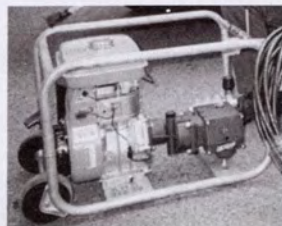
Leaflets, prices and specifications can be obtained from Crommelins branch network:

Perth: Ph: (08) 9350 5588 Fax: (08) 9451 6381  
Sydney: Ph: (02) 9729 1966 Fax: (02) 9729 1977  
Melb. Ph: (03) 9853 9344 Fax: (03) 9853 2377  
Bris. Ph: (07) 3376 9620 Fax: (07) 3376 0166  
Adel. Ph: (08) 8262 2022 Fax: (08) 8262 3390

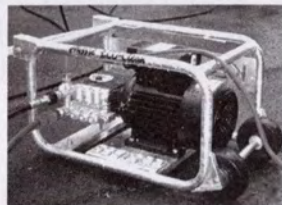
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## Coates Hire Receives 1500th Elevating Work Platform from JLG

JLG Industries (Australia) recently delivered to Coates Hire its 1500th Elevating Work Platform, a JLG 2646 E3 electric scissor lift.

Both companies have enjoyed a long standing and successful relationship with each other and are strongly committed to providing the best quality products and service to the Australian rental market.

Pictured are Coates Hire and JLG management team members outside the Coates Hire corporate offices at Miranda, Sydney.







## 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](http://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](mailto:advertise@hireandrental.com.au)** for a list of positions available and rates.

**[www.hireandrental.com.au](http://www.hireandrental.com.au)**



# Skilled chooses Hi-Lift and Haulotte

In August this year the new Australia Post Letter Facility was unofficially opened at Strathfield in Sydney and then a further facility was opened at Dandenong in Victoria. These depots are the face of new high tech despatch and sorting methods not before seen in Australia.

The maintenance and management systems contract awarded to Skilled Engineering is performance based and requires that Skilled respond to 100% of breakdowns



within a 10 minute time frame! This service needs to be provided 24 hours per day 365 per year. Paul Egelton

(NSW Manager ) then embarked on a project to source a suitable supplier for the unique access requirements for the maintenance of the extensive overhead conveyor system. Paul consulted with Hi-Lift Rentals for their unparalleled 24 hour service and ability to provide industrial access solutions.

Hi-Lift were the first access supplier to recognise the unique abilities of a new machine from Europe ñ the Haulotte HM10P. Hi-lift showed the HM10P to Skilled Engineering in a field test along with some of the more traditional knuckle booms and scissor lifts. The decision was unanimous when the HM10P met the tough criteria set by Skilled ñ to provide access to approximately 50 various and typical service points with in the allotted 10 minutes. The HM10P was the only single unit that performed and reached all access points. Skilled were impressed with its versatility and productivity and chose two for the Strathfield centre and an additional unit for the Dandenong centre.

Hi-Lift were quick to point out some of the features that made the HM10P the obvious choice for Skilled Engineering ñ 5km/hr drive speed, width of just 1 metre, 360 degrees rotation and a horizontal cross reach of 3 metres.

All Enquiries:

Haulotte Australia

Tel: (03) 9706 6787

Fax: (03) 9706 6797

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## Haulotte appoints product support company

Haulotte Australia is pleased to announce the formal appointment of Red Australia as the exclusive Australia wide, product support company for the Haulotte range of self propelled scissors, vertical mast, knuckle and stick boom access platforms.

Formerly TNT Komatsu Forklifts, Red Australia is a long established Australian company who are ISO9002 accredited. The company markets the Komatsu, Jungheinrich and Bendi ranges of Forklifts, the Hiab range of truck loading cranes and the Maxon and Erhel range of hydraulic tailgate loaders.

When Haulotte Australia was establishing itself in the Australian market it was immediately recognized that success would rely very much on its ability to meet the product support demands that would be placed on it particularly by the rental market. Red Australia with its network of 16 strategically located service sites throughout Australia and its fleet of 130 service vehicles and 225 service personnel made it an ideal choice for Haulotte Australia. Red Australia offers 24 hour per day, 7 day per week service support and has set, meets and continuously monitors high performance standard as an important element of its ISO 9002 accreditation

Whilst Haulotte Australia will market its products direct to the rental market nationally, Red Australia as part of its agreement with Haulotte Australia will also sell the product range on an exclusive basis to the non-rental end user market via its 16 outlets in Australia.

Haulotte Australia have already completed a number of product sales and service training courses for Red Australia personnel and will continue this program over the coming months.

Haulotte Australia is confident that its partnership with Red Australia will provide the Australian access equipment user market with both an excellent product range and product support.

For further information contact

Bernie Kiebosch at

Haulotte Australia

Tel: 03 9706 6787 . Fax: 03 9706 6797

E mail: sales@haulotte.co.au

or

Paul McLean at Red Australia

Tel: 02 9317 8408 Fax: 02 9693 1458

E mail: paul\_mclean@redaustralia.com.au.



# "We've been here a long time, we're here to stay and we're easy to do business with!"

Tim Nuttall, General Manager, Australia & South Asia JLG Industries (Australia)



Tim Nuttall

Undaunted by significant increased competition over the last couple of years, JLG Industries (Australia) continues to perform at the highest level in the aerial work platform market.

General Manager, Australia & South Asia, Tim Nuttall, explains that JLG's philosophy and strategy of commitment to their customers in Australia,

New Zealand and Asia, an increased product base, additional services and continual product innovation has helped them withstand many challenges and will enable them to reach new heights in 2000 and beyond.

## Opportunities and Diversification

### New Products

"Following the year 2000 Olympic construction in New South Wales and other infrastructure development such as the Transurban and City Link projects in Victoria there will be a flattening in construction growth and the demand for new access machines will taper slightly" says Nuttall. "We've seen this change on the horizon and have taken the opportunity to diversify into a broader product base to lessen the risk of being one product specific.

"We've acquired the Gradall range of teleloaders and excavators and are also in the process of introducing the new SolarTech message board traffic management systems. These will complement our current range of trailer mounted platforms and lighting towers.

### New Markets

"We've recently been given the opportunity to support JLG's thrust into Asia. This is great

recognition that our Australian organisation has the capability to operate on an international scale and it allows our expertise in technical support, training and spare parts supply to grow outside the home base.

### JLG Finance

"The introduction of JLG Finance is in response to a world wide trend of customers looking for more flexible finance arrangements. We provide innovative



*Adding the Gradall brand to JLG's product mix will give JLG customers the benefits of one of the best known names in telescopic material handlers.*

"JLG enjoys the leading edge in technology and design capability particularly with the E300AJP with the JibPLUS™ and the 800AJ with the QuikStik™ knuckle. It's good to be part of a company that is constantly stretching the limits and boundaries for providing innovative methods for doing the job easier, faster and safer.

"JLG put safety on top of the list. We will not compromise our safety standards to meet commercial pressures.

**"Safety should never be compromised."**

## Rebuild Facilities and Trade-ins

"The quality of JLG's rebuilds is world-class and we remain the market leader in refurbishment and repair of older machines. This is borne out by the fact that our spare parts and rebuild facility has grown by 116% over the last 12 months to meet the demand.



"JLG can repair any equipment to customer specifications whether it be rebuilds, modifications or damage repairs for insurance claims.

"We also have the ability to help customers exit an old machine and trade up to a new one. This has largely been brought about through our increased responsibility for Asia where there is a demand for used equipment. We also have a strong presence in the second-hand market and this is led very capably by Lindsay Phillips, W.A. and N.T. State Manager.

## Stock and Delivery and Expanded Service Capability

"A key factor in JLG's success in Australia is our second to none level of technical, workshop and service support in all states. We have a network of 83 people Australia wide. We recently appointed Steve Daly to the JLG Sales Team in New Zealand which has increased our sales support to our New Zealand customers.

"We have a large centralised stockholding of spare parts at our Port Macquarie head office and can deliver to all regions of Australia and Asia. We also have a good stockholding of common parts throughout our branch network. This means our customers can maximise their machine usage by getting their machines back and running as quickly as possible.

"JLG carries a high level of inventory which allows rental companies and retail customers to get the job started as there is no delay through lack of supply.

"Our increased service capability and additional services such as our Preventive Maintenance Programs (PMPs) that support our customers also provide us with a business base in addition to new machine sales. We have grown these business streams in areas our customers consider important. The PMPs ensure that the *reliability* and *quality* of JLG machines is maintained at a very high level.

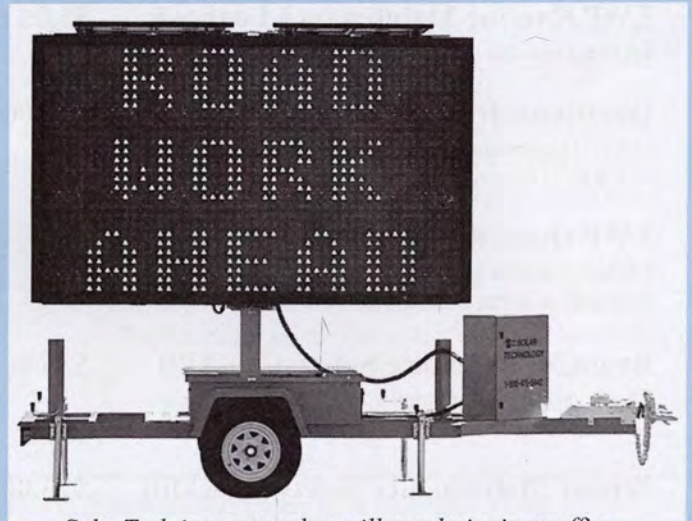


*MaxiLite, one of the new JLG portable lighting packages.*

## The Market

"The level of competition has increased significantly over the last couple of years with a number of new and some very aggressive competitors in the marketplace.

"This was a challenge but we've come through it with increased recognition that the quality and reliability of JLG products and our commitment to customer support is paramount. We are determined



*SolarTech is a name that will revolutionise traffic management signal systems for the rental market.*

that our infrastructure stays in place through the highs and lows.

"JLG is very strong financially in a world market that has been challenged on a number of fronts and to be part of the strongest group in the aerial work platform industry is very good.

"On a local level we've enjoyed the growth of the access product and although construction driven the application in industrial environments and mining is growing considerably. In fact, the awareness of the applications and use of the access product in Australia is at a very high level compared to world standards.

## The JLG Philosophy and Future

"We are more than just a sales organisation. We're part of the solution and our objective is to be easy to do business with.

"We are committed to maintaining strong relationships with customers and as long as we continue to meet their needs and provide them with increased product offerings, the support and services they need to make their businesses grow then we should move successfully into the new millennium."

**"Customers care with JLG."**



# Elevating Work Platform Association of Australia Inc

## Stationery Order Form

Revised 1/1/2000

| Stationery Items   | Member Price                                  | Non Member          | Ref/Qty         | Value        |
|--|---|---------------------|-----------------|--------------|
| <b>Using EWPs Safety Booklet</b><br>25 page book on the safe use of access equipment   | <b>\$3.00 per book</b>                        | <b>\$5.00</b>       | <b>SB .....</b> | <b>.....</b> |
| <b>EWP Routine Maintenance Logbook</b><br>Service Logbook for individual equipment   | <b>\$5.00 per book</b>                        | <b>\$8.00</b>       | <b>LB .....</b> | <b>.....</b> |
| <b>Questionnaire Pads</b><br>List of 21 questions to aid in safe instruction of EWP's. One pad contains 30 questionnaires.                   | <b>\$10.00 per pad</b>                        | <b>Members only</b> | <b>QP .....</b> | <b>.....</b> |
| <b>EWP Operator Cards (Yellow Cards)</b><br>Cards to indicate safety instruction has been given. Available in packs of 30 cards.             | <b>\$6.00 per pack</b>                        | <b>Members only</b> | <b>VC .....</b> | <b>.....</b> |
| <b>Boom Maintenance Safety Checklist</b><br>Check list to assist in regular servicing of equipment. One pad contains 50 check list forms.    | <b>\$25.00 per pad</b>                        | <b>\$40.00</b>      | <b>BC .....</b> | <b>.....</b> |
| <b>Scissor Maintenance Safety Checklist</b><br>Check list to assist in regular servicing of equipment. One pad contains 50 check list forms. | <b>\$25.00 per pad</b>                        | <b>\$40.00</b>      | <b>SC .....</b> | <b>.....</b> |
| <b>EWP Summary Statement Card</b><br>Details of manufacturer, annual & major inspection times. (Grey Card)                                   | <b>\$0.50 per card</b><br>(10 Cards per pack) | <b>\$1.00</b>       | <b>GC.....</b>  | <b>.....</b> |
| <b>Yellow Pouches</b><br>All weather pouch to hold logbook and Grey card.  | <b>\$25.00 per pouch</b>                      | <b>\$40.00</b>      | <b>YP .....</b> | <b>.....</b> |
| <b>EWPA Member Sticker</b> for use on EWPs   | <b>\$4.00 for ten</b>                         | <b>Members only</b> | <b>MS .....</b> | <b>.....</b> |
| <b>Compliance Plate</b><br>Metal plate for use on EWPs AS1418  | <b>\$10.00 each</b>                           | <b>\$15.00</b>      | <b>CP .....</b> | <b>.....</b> |

\* Identify Cards (Blue/Green) please request application form. \* Please note postage & handling fee to be added to order.  
\* An invoice will be issued once goods have been despatched.

Please forward the items as specified above to:

Date:.....

Company Name .....

Order No. ....

Contact Name .....

Phone. ....

Mailing Address .....

Post or fax this form to:

Elevating Work Platform Association of Australia  
PO Box 50, Elanora Heights NSW 2101  
Fax: (02) 9970 6301 Email: safeaccess@msn.com.au  
Phone: (02) 9970 6301 Mobile: 0417 212 627



# HIRE COMPANIES GO FOR "THE MAX

Hire companies are quickly learning that nothing puts the smile on the face of a pressure cleaner hirer more than finding that the job gets done fast, efficiently and with better results than they thought possible.

This is happening thanks to the new 4,000 psi pressure cleaner range offered by Australian Pump Industries specifically for the Rental Industry.

"When you are used to 3,000 psi pressure and 15 litres per minute a 4,000 psi, 15 litre machine makes an incredible difference to the time it takes to get the job done" said Hamish Lorenz, Aussie Eco-Clean Product Manager. Lorenz was at pains to point out that there is no direct "mathematic progression" between 3,000 and 4,000 psi machines. "It's not like adding a third to the performance, it's at least double" said Lorenz.

The new 4,000 psi machines are available in a range of sizes right up to the "BB Ultra" that pulls an amazing 21 litres per minute at 4,000 psi pressure. When coupled with an Aussie Eco-Clean rotary cleaner (the Aussie Whirl-Away), or a heavy duty Turbolance like the

Aussie Turbo Killer, the machine produces even more startling results.

Users report time saving, or if you like, efficiency gains, of up to 400%. That's an enormous amount of additional time generated for the operator that allows him to either get on with other things or simply get more cleaning done. Apart from the time saved there are substantial savings in water, machine wear and tear, fuel and other running costs.

The big Aussie BB Ultra is powered by a 20 hp Honda or Vanguard electric start engine with diesel drive variations available. The best news for hire companies is that the BB 400 does not cost a lot more than a conventional 3,000 psi machine of the same horsepower but, can generate substantial additional revenue as well as "having customers coming back



for more".

Further information is available from Australian Pump Industries' Distributors throughout Australia.

Head office : Ph: (02) 9894 4144

## Be on the lookout for this stolen equipment

### Stolen

SJ2646 Skyjack Scissor Lift - Electric  
Serial No. 702809  
Fleet No. S2611  
Grey with orange deck  
6 months old - as new

#### **Stolen from**

Sydney International Airport  
12 noon - Thursday 23 rd Dec. '99  
Reward offered

#### **Contact**

**John Glover or Craig Barr**  
**Australian Skyreach Rentals**  
**Freecall**  
**1800 674 777**

### Stolen

Bomag Bw 138 Ad-3 4.2 tonne  
Double Drum Roller  
Unit No. 405  
Serial No. 1016 5014 1027  
Engine Deutz F34011F  
Eng. No. 00379494  
New Machine manufactured 1999

#### **Stolen from**

Pacific Highway Project  
Smith Street  
Gaven, Gold Coast

#### **Contact**

**Peter Fox**  
**Compressor Hire Service**  
**Tel: (07) 3268 3889**



# Revolutionary drilling / chiselling combihammer by Hilti

Once again, Hilti has made a big impact on drilling and chiselling by introducing a new combihammer—the TE 76-ATC. It not only sets a new standard in performance on construction sites; it incorporates a revolutionary innovation for operator protection.

Construction work can be a tough job, drilling anchor holes here and chiselling there. For these tasks, construction workers need a powerful tool they can depend on, that gets the job done. They want a tool that can perform and is comfortable to use. Hilti's

answer is the TE 76-ATC combihammer. Its exceptional power is demonstrated in the speed it drills in concrete (290 mm/min with a 25 mm diameter drill bit) and its high removal rate when chiselling. The TE 76-ATC features a rugged design for the tough jobsite use and pleases with unequalled comfort for low fatigue even during sustained operation.

## Worry-free drilling thanks to active protection

Weighing in at just 7.9 kg and having a 1300 Watt motor, the TE 76-ATC has the power and the performance needed to tackle the toughest jobs. Power of this kind needs the constant attention of the operator, especially when the user has a poor stance. If the drill bit suddenly catches, a mechanical slip clutch will react, but this does not fully eliminate the problematic 'twisting jolt' of the tool. The TE 76-ATC does, because it has the revolutionary 'ATC - Active Torque Control' system, in addition to the mechanical slip clutch. If the drill bit does become stuck in the hole, this system will stop the tool in a fraction of a second if the drill bit catches, and thus protect the operator from any unwanted spin.

## A broad range of use

The versatile TE 76-ATC covers a broad range of construction applications. With a drilling range from 12 to 150 mm diameter and a wide selection of chisels for any application, the TE 76-ATC can easily be the most flexible tool in your fleet. Using the high

performance Hilti TE-Y drill bits and chisels will maximize your company's profitability. Even drilling into wood or steel, setting anchors or mixing grouts, Hilti's flagship tool can do them all!



## Relaxed

## drilling due to Mechatronics

There's an awful lot of power in a high performance combihammer. It's the sort of power that calls for real concentration by the operator when drilling, especially if he has a poor stance. At least, that was the case in the past.

If the drill bit catches, a mechanical slip clutch will react, but this doesn't fully eliminate the problematic 'twisting jolt' of the power tool. Hilti engineers tackled this problem and pioneered a revolutionary quick cut-out called 'ATC-Active Torque Control'. It will stop the tool in a fraction of a second if the drill bit catches, and thus protect the operator from any unwanted spin.

This superb tool is now available in Australia for the Hire and Rental market

For further information, expert advice or to place an order;

**You can contact Hilti Australia on:**

**131292 toll free Australia wide.**



# Mega power with revolutionary operator protection



## Hilti TE 76-ATC combihammer

The most powerful Hilti combihammer

Top quality for long life expectancy

Innovative ATC operator protection system

Maximum comfort and convenience in use

**Sales and Service**

**☎ 131 292**

Call our national phone number 131 292 and you will be automatically connected to the nearest Hilti Sales Centre to you.



**Hilti (Aust) Pty. Ltd.**

ACN 007 602 100

23 Egerton Street

Silverwater NSW 2128

Phone: (02) 8748 1000 Fax: (02) 8748 1190

[www.hilti.com](http://www.hilti.com)



# NEW DEVELOPMENTS IN STOCK CONTROL ASSET MANAGEMENT IN THE RENTAL INDUSTRY

## Forget Bar Coding - go directly to eTag

Radio frequency identification, RFID, is one of the many new technologies now available to improve efficiencies and eliminate both theft and human error in Hire and Sales asset management systems.

Both requirements are essentials in the wish lists of all forward thinking managers in the Hire & Rental Industry.

The implementation of RFID technology is a simple and cost effective solution to these problems when integrated with a fourth generation

Software System such as the Quick Track Asset Management System by Systematics. The RFID technology enables the secure recording of every stock movement both in and out of the Hire Company premises together with, optionally, electronic security against unauthorised movements.

Electronic tagging technology - eTag - is a simple, well proven technology which has been commercially used for some years in other applications.

These include retailing where the security tagging of sales stock items in most department stores today is standard. Other current applications are used for toll charging systems in Sydney and Melbourne such as the eTag Toll system adopted by Vic Roads Melbourne for automated toll charging and recording on the new inner city eLink Toll roads and the eTag System used on the Sydney Harbour Bridge for several years.

Two breakthroughs for the Hire and Rental industry come, firstly from the now ready availability of simple reliable and cost effective electronic tagging



*Mini hand held computer for Hire  
co.mpany use*

components such as those shown in the illustrations here.

Secondly, the need for complete interfacing of the technology with an integrated Fourth generation software system such as the Quick Track

System which can understand the electronic input of the RFID eTag at the point of sale and for stock taking. This interfacing, transparent to the user, eliminates the error prone keyboard input and the time taken to type the product numbers into the system at the point of sale.

A fundamental aspect of RFID is that every asset, whether it be a motor vehicle, piece of plant, furniture, fridge or equipment hired or owned by the enterprise, has its own eTag or electronic radio transmitter attached.

These eTags, in the context of this article, are passive devices, requiring no power, subject to the type of reader they can be read up to six meters from the eTag. The eTag, when interrogated by the radio signal from the reader, either a hand held scanner at



*Radio tag Scanner Gun*



the point of sale, or by an electronic "security gate", respond with their pre-programmed information.

This may just be the serial or asset number of the item or may include a pre-assigned switch to the tag which says "its OK, I'm on a contract, No alarm" or I'm to be returned on Contract number etc. Or, "I'm Not on a Contract," sound the alarm.

This switch is turned on or off as the stock is



*Minature Lap Top computer for total portability*

checked out or in. The radio transmitter detector can detect and, with the correct integrated

Quick Track Asset management software, record on a rental contract the items hired or returned. With integrated security in the software, the operator cannot over ride the eTag information.

The advantages of asset security together with fast and accurate stock control are some of the benefits now available for the first time in the Quick Track System integrated system developed over the past 15 years by Systematic. The development of the eTag technology enables your business assets to be radio tagged for positive reliable and safe identification eliminating one of the major problems confronting Hire & Sales organisations. Namely; correct identification of the actual asset

The radio tags themselves are available in a range of formats and styles.

They can be a simple plastic foil tag no more than 100 microns thick and costing a few cents each to a laundry type tag able to be attached to clothing or party hire sale or rental stock. For high value items such as vehicles and major plant or equipment the eTag can be an all weather epoxy encapsulated device capable of being read at speeds of up to 160kph at a range of 6 to 8 metres. Systems can be tailored to suit

individual users requirements based on a wide range of performance parameters with different eTags on various types of asset.

World leader in eTag technology is South Australian company ISD, Integrated Silicon Design. One of the founders is Dr Peter Cole, a senior lecturer in electrical engineering at the University of Adelaide. ISD holds world patents on much of the intellectual property essential to the correct application of RFID.

Since 1999 ISD has become owned by French smart card company, Gemplus. With some 80% of the world market in smart phone cards,

Gemplus is probably in your mobile phone right now! As everyone with a mobile phone has realised, today, more than ever before, we live in a radio world. In the future, it will be even more so in the future as the development of this technology illustrates.

So, for the Rental Industry, if you have been waiting for the latest technology before you took the plunge into computerising your operation, then your wait is over. The feared Y2K Year 2000 Bug is behind, GST is a standard in the Quick Track System which has met the NZ and North American requirements for many years.

If you are a regular driver in Melbourne your car is already eTagged, now you can do the same to your whole fleet.

The Author

Chris Pannell has been actively involved in the Hire & Rental Industry in Australia & New Zealand for more than 30 years, he is a qualified mechanical engineer & designer. Listed in Who's Who in the World for more than 20 years for his "contributions to contemporary society".

As an industry Consultant for the past fifteen years, he has worked with Councils, State Government bodies and Hire companies of every type and size in the computerisation of their asset tracking and accounting systems with the Quick Track System.

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

For further information the Author can be contacted at:

The Software Link (Australia) Pty Ltd  
Telephone: 02-4362 3388, Fax: 02-4362 8845  
email: [softlink@cci.net.au](mailto:softlink@cci.net.au)  
[www.softwarelink.com.au](http://www.softwarelink.com.au)



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**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

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Compact Machines, Big Advantages



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](mailto:sales@haulotte.com.au)



# 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  
Tel: 44 1892 784 088  
Fax: 44 1892 784 086

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# Bosch Rotary Hammer demolishes the opposition

With a big appetite for hard work in concrete, steel and wood, Bosch's latest Rotary Hammer is the ideal tool for any renovation or demolition job.

Whether it's drilling, chiselling or hammering, Bosch's new GBH 4DFE, which comes loaded with features, will tackle the tough stuff with ease.

Driven by a powerful, yet efficient 750 watt motor, the GBH 4DIE has the best performance in the 3-4kg weight class for hammering in concrete, drilling in wood and metal and chiselling plaster and tiles. In fact, it simply cannot be matched for fast and effortless drilling in concrete. It is backed by Bosch's decades of research, development and innovation that make the GBH 4DFE a tough and reliable renovation tool, suitable for almost any application in the home or on a jobsite.

An SDS chuck system ensures fast bit changing (no tool needed) while a hammer stop switch allows for quick change of applications for drilling in steel or timber. The SDS quick change system features specially hardened drive teeth for longer tool holder life.

The unit also features a rotation stop for chiselling and demolition work and its flexibility is further enhanced

with variable and constant speeds. This makes hole starting simple and accurate. The chisel can be locked in 36 different positions and the rotation stop makes chiselling and demolition work a breeze.

Other features include an auxiliary handle, sturdy carry case with lots of room for accessories and a depth stop while optional extras cover a chuck and adaptor, point and chisel bits and an extensive range of SDS bits and core cutters.

For maximum ease of drilling, the GBH 4DIE's powerful 750 watt motor is capable of boring 4-30mm diameter holes in concrete, 10mm holes in steel, 30mm holes in wood and core cutting up to 80mm in diameter in masonry.

As with every Bosch power tool, user safety is also given a high priority in design and manufacture and the GBH 4DIE has a special safety clutch that ensures the operator is never placed in danger, even if the bit jams.

The GBH 4DIE follows Bosch's strict environmental policy and is made of 97 per cent recyclable material.

For further information contact Robert Bosch (Asia) Pty Ltd toll free on 1800 804 777 Fax: 1800 819 520.



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## News in Brief

### James Hardie sells portable buildings business

James Hardie Industries has sold its Portable Building Businesses, Ausco and Portacom, to Waco International, for \$140 million. The South African company is the owner of Australian scaffolding company, Waco Kwikform.

Ausco and Portacom were the market leaders in the sale and hire of portable buildings in Australia and are heavily involved with supplying to the Olympic Games sites.

The sale means James Hardie are no longer involved in the hire industry in Australia. They have been selling off non core assets in order to concentrate on their fibre cement business in the USA.

---

### Richard Crommelins leaves hire industry

Prominent West Australian hireman Richard Crommelins, formerly with Crommelins Hire, has left

the hire industry to pursue a career in other business areas.

Richard, who was Western Australian state Association President for some years also served two terms as National President.

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### JLG appoint new major accounts manager

JLG industries Australia have appointed 30 year old Dean Cavanagh as major accounts manager, New South Wales

Cavanagh, who has a Bachelor of Business degree says "Joining the JLG team is an exciting opportunity to be in a growing market. My sales and rental background will be beneficial in developing JLG's ewp business".

Cavanagh's most recent position was area manager with Coates Hire. He previously held sales positions with Crown rentals and Shell Oil Company for a number of years.





# Forget the silver... we're here for Gold!

Weightlifting is a sport whose exponents must have an equal measure, the grace of a high jumper, the explosive capacity of a 100 metre sprinter, the heart of a marathon runner and the brute strength of a reciprocating engine. Few modern sports embody the traditions of man against man, no drag reducing costumes, no revolutionary footwear, no speed enhancing lightweight metals, just grunt, power and ticker. This is a formula that Genie understands only too well, after 35 years of constant innovation and research and development, the formula remains the same, produce a machine that can handle the weight

and keep it up there until the job is done.

Genie introduced the world's first Material Lift to the United States in 1966 and has continued to set the standard that the others follow, in telescopic booms, articulating booms, scissor lifts, trailer mounted booms, personnel lifts and material lifts which offer a vast array of problem solving possibilities.

As a Weightlifter seeks to attain mastery over mind and body to push themselves to even greater heights, so Genie Australia seeks to offer you the ultimate Elevating Work Platform for your needs. You supply the inspiration and the

perspiration and we'll give you the machine that will lift you to wherever you need to go.



*So let the games begin...  
we're here for Gold!*

**Genie Australia**  
GENIE MEANS MORE THAN LIFTING

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Telephone 07-3375 1660. Facsimile 07-3375 1002.  
Email [goddac@genieaust.com.au](mailto:goddac@genieaust.com.au)

**Genie United States** 18340 North East 76th Street  
PO Box 97030, Redmond Washington 98073-9730  
Telephone 1-425 881 1800. Facsimile 1-425 883 3475.  
<http://www.genielift.com>



# Aussie Eco - Clean SILENT VAC CLEANS UP

Cleaning shops, stores, warehouses or workshops has never been easier than with the new Aussie Eco-Clean C40 wet/dry heavy duty vacuum cleaner. Fitted with a super silent but powerful motor, the machine has a noise rating of only 62 dBA, making it the quietest vac in its class.

Apart from the super silent operation it has a number of other features not found on conventional vacuum cleaners. Most important of these is its heavy duty 16 litre impact resistant polypropylene barrel. The beauty of the polypropylene barrel is that it will not dent on impact but simply "bounces off" obstacles. Five heavy duty castors are also supplied as standard equipment for ease of mobility.

A "Quick Clip" quick release suction inlet manifold is supplied as standard along with 3 metres of heavy duty 32 mm vacuum hose. The machine is fitted with a powerful 1100 watt 240 volt by-pass style motor which gives it a water lift of 2200mm.

Product Manager Brad Farrugia said "The quiet but powerful motor combined with its ergonomic but highly efficient design, provides 250 cubic metres per hour of air



flow. This extra power gives it the ability to pick up solids including even relatively heavy debris like wood shavings or swarf in factory or workshop applications".

Other bonuses with the new Aussie Eco-Clean C40 include a heavy duty tool kit that is suitable for the most severe service applications. The kit includes two robust chrome plated steel wands, a round brush, small brush, crevice tool and nylon squeegee. A multi purpose floor tool is also supplied as standard. The new vac has a handsome, robust appearance and is built to last.

Farrugia said "The best news for professional users is that this high quality heavy duty vac comes with a price tag that is significantly less than some domestic vacuum cleaners".

Further information including a comprehensive brochure describing the full range of Aussie Eco-Clean vacuum cleaners is available from

Australian Pump Industries,  
7 Gladstone Road, Castle Hill,  
Phone (02) 9894 4144 Fax (02) 9894 4240.

## Vermeer® 10 inch BC1000 Brush Chipper is uniquely global

Bringing together the best European and American design features, the new BC1000 is a different brush chipper for Vermeer. It unites European style and quietness with America H power and productivity, creating a machine with true global appeal.

"We went back to the drawing board to develop a machine which would appeal to the European markets," explains Chris Nichols, product manager for the Vermeer Environmental Product division. "With such different requirements, especially in the United States and Europe, this was quite a challenge. However, with the BC1000, we have proved that you don't have to sacrifice horsepower for the sake of sound and looks."

Extensive steps have been taken to produce a "quiet" machine that fills the needs of our global customers including reduced sound and vibration. This includes a patent pending clutchless PTO, rubber mounted engine and feed housing, rubber torsion suspension, a patent pending noise reducing design, and an optional sound abatement package.

This quietness has not been achieved at the expense of power. Equipped with two engine options, the BC 1000 is almost certainly the most powerful machine in its class. The standard unit, available to the U.S. and Australian market, is powered by an 85 HP (63 kw) Cummins diesel engine and the European model has a 54 HP (40 kw) Deutz engine. Designed to be road-legal worldwide, there are different undercarriages installed for the United States, Europe, and Australia.

Aesthetics were another major design consideration; the BC1000 has a more European look than the previous Vermeer products. However, these looks have a practical side, too.

The split fiberglass engine hood looks elegant and also provides easy access to all the engine components. Because serviceability was also a major concern, everything has been made easily accessible, including the drive belt and pulleys, which can be reached through hinged doors. Once under the shield, belt changes are easily accomplished without the use of tools.

At 10 x 17 inches (96 x 44 cm) wide, the BC1000 has the largest feed opening in its class and the cutter drum provides the powerful cutting inertia to handle debris up to 10 inches (25 cm) in diameter. A clutchless PTO allows the cutter to be engaged without using a traditional slip clutch, idler pulley, or sliding the engine. The absence of a slip clutch practically eliminates the possibility of expensive drive train repairs caused by abuse. This system applies zero side load to the engine which means less stress on the crank shaft and bearings.

Vermeer is known for leading the way with longer feed tables. The Vermeer BC1000 is equipped with a long 66 inch (168 cm) feed table living up to this reputation by putting more distance between the operator and the feed roller system. The gear-driven discharge chute rotation allows for an infinite number of chute positions to accommodate any chip box.

The Vermeer exclusive patented Auto-Feed II® system, which comes standard on the BC1000, is designed to steadily feed brush into the machine. It does so by automatically monitoring and controlling the feed-roller speed by sensing engine load. This feature gives the operator an easier, more consistent feeding speed and reduces engine stress for fewer jams and more efficient use of engine horsepower.



# HONDA REDESIGNS AND ADDS TO V-TWIN GENERAL PURPOSE ENGINE RANGE

Honda Power Equipment has added a powerful new model to its re-designed overhead valve (OHV) V-Twin GX general purpose engine range.

Available in vertical or horizontal shaft formats, the V-Twin GX670 engine produces 17.7 kw (24PS) @ 3,600 rpm and 50.8 Nm @ 2,500 rpm.

The GX670 is an ideal power source for grain augers due to its responsive and reliable output.

It can also be used top over applications such as high pressure cleaners, portable sawmills, stump grinders, trench diggers, concrete saws, generators, mini bobcats loaders, GX V-twin engines are also ideal for re-powering old equipment.

Featuring a new twin-barrel carburettor with an individual barrel for each cylinder and twin valves to reduce air-intake resistance, combined with a diaphragm fuel pump which automatically supplies the required amount of fuel, the V-Twin GX670 offers consistently high power output and stable operation.

A forced-air oil cooler that constantly maintains optimum oil temperature ensures consistently smooth, powerful performance during operation, even for extended periods.

Durability and performance are also enhanced with automotive-style lubrication system featuring a high pressure trochoid pump and cartridge style air filter.

Fuel economy and performance are both promoted by the advanced combustion chamber design, combined with efficient air intake and exhaust performance.

Oil circulation and consumption has been improved

through the use of an advanced breather design and three piece oil ring.

Engine speed fluctuations caused by varying loads have been smoothed by the use of a separate shaft governor optimised by a needle-bearing supported output shaft.

Quiet operation has been provided for through:

- the use of lightweight, durable, heat resistant resin contracted cam and oil pump gears
- All-resin Scirocco cooling fan with irregular pitch blades to minimise fan noise
- improve crankcase rigidity, durable crankshaft and an optimised cam shape reducing mechanical noise and contributing to quieter, smooth, continuous operation.

Lower vibration operation is provided by the Honda developed high-strength sintered aluminium connecting rods, which reduce weight in overlap areas to minimise vibration caused by cylinder offset.

Ease of starting is ensured through a reliable shift-type electric starter, operable in extreme cold to -30o C.

The GX V-Twin engines clear both CARB and EPA emissions regulations courtesy of the high-efficiency OHV combustion and compact semi-hemispherical combustion chamber design.

Further information:

Honda Power Equipment- Sales Division

Ph; (03) 9270 1111

or Free Call : 1800 241 173

## Specifications

Engine Type  
Bore X Stroke  
Displacement  
Compression Ratio  
Maximum Power Output  
Recommended Maximum Power  
Maximum Torque  
Ignition System  
ACG output  
Decompression  
Aircleaner  
Oil Capacity  
Fuel Consumption  
Dimensions (LXWXH)  
  
Dry Weight

 HONDA

Air - cooled 4- stroke OHV 90° V-twin  
77 X 72mm  
670cm<sup>3</sup>  
8.3.1  
7.7 kW @3.600 rpm  
Output 15.8 kW @ 2,500 rpm  
50.8 Nm @ 2,500 rpm  
Transisterized magneto  
Electric  
Centrifugal  
Dual  
Horizontal: 1.9 litres Vertical: 2.5 litres  
60g/kWh  
Horizontal: 412 x 471 x 457mm  
Vertical: 464 x 473 x 449mm  
Horizontal : 43kg Vertical: 45kg



# Yanmar V10 15 suits Pinegrove Memorial Park

Located at Eastern Creek, Pinegrove Memorial Park, is a tranquil place, where loved ones are buried and remembered.

With a variety of tasks to be met, the park required a machine that was able to work in confined spaces, in between graves and on narrow paths. Following consultation with Tutts-Tat Hong, the park decided upon a "Zero" tail swing Yanmar VIO 15. The VIO 15 is one of the smaller machines offered in the Yanmar excavator range, and is specifically designed for the smaller jobs, whilst offering a high level of versatility and performance. The VIO 15's size means that it is the preferred machine for those in the industry who need a machine that can achieve a wide range of jobs from, ditch digging to demolition and construction work.

The VIO 15 is powered by a super quite Yanmar 3TNE68 diesel engine, that produces 8.6kw engine output, and an impressive bucket digging force for the size of the machine of 1200kg.

Other features of the Yanmar VIO 15 sold to Pinegrove included, a "Walk Through' Operators Platform, Rubber tracks to ensure both excellent stability, whilst protecting the pathways, a boom extension to extend the reach of the bucket, hammer piping, and a wide range of buckets including a 450mm Grave Digging Bucket.

Pictured is Tutts-Tat Hong Representative Mr Geoff Dicker, explaining the features and operations of the VIO 15 to Pinegrove Park operators Tony Lever and Kevin Brown. For those interested in this hard working rugged machine, or others in the Yanmar range please contact your nearest Tutts-Tat Hong branch on: (02) 9780 7200



## Specifications of Yanmar Vio 15

|                                |                |
|--------------------------------|----------------|
| Operating Weight (rubber) kg   | 1500           |
| Overall dimensions mm          | 3370-1200-2200 |
| Ground Clearance mm            | 200            |
| Max. Digging depth mm          | 2100           |
| Max. Digging depth vertical mm | 1600           |
| Max. cutting height mm         | 3600           |
| Max. dumping height mm         | 2590           |
| Max. reach at ground mm        | 3610           |
| Boom swing (L/R) Deg.          | 50/90          |
| Min. front turning radius mm   | 1150           |
| Digging force (bucket) kg      | 1400           |
| Travelling speed km/in         | 4.2/2.1        |
| Swing speed rpm                | 9              |

All enquiries:

Tutts-Tat Hong  
6 Ferngrove Place  
South Granville  
NSW 2142

Tel: 9780 7200 Fax: 9780 7290



## YANMAR ViO Series

### New Generation Excavators

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



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(03) 9554 0300

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(08) 9478 0600

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**GOLD COAST 2000**

# **“HIRE AWARENESS” 2000**

**The Hire and Rental Association of Australia**

**National Conference and Exhibition**

**REGISTER NOW**

**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 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 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**

Title .....Family Name .....Given Name .....

Company/Organisation.....Position .....

Address(number/street) .....

Town/Suburb ..... State .....Postcode .....

Work Telephone .....Facsimile .....

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: [hraqld@bigpond.com](mailto:hraqld@bigpond.com)



# HIRE & RENTAL

Association of Australia  
CONVENTION & EXHIBITION



GOLD COAST 2000

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# Snorkel



# 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:

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

The Hire & Rental Association (NSW) Inc. has had these colour-coded tags printed as a service to members. The tags are on cello tape roll and the cost per roll is \$14.00. There are approximately 630 labels per roll. If you would like to order these tags, please complete the ORDER FORM BELOW.

---

## SAFETY CHECK TAGS ORDER FORM

COMPANY NAME : ..... PHONE: .....

CONTACT: ..... ORDER NO: .....

MAILING ADDRESS .....

COLOURS REQUIRED & NUMBER OF EACH:

..... RED ..... BLUE ..... ORANGE  
..... GREEN ..... WHITE ..... YELLOW

---

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

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



# Crommelins Workstations

With the growing contractor and hire/rental markets throughout Australia, the demand for Portable Workstations has become evident.

Crommelins has been building portable generating sets for 30 years and has decided through demand to offer two "Workstations".

Crommelins "Workstations" are now available, petrol or diesel powered units on utilities and tray backs to be taken to the job.

The generators and welders will handle most requirements and the air compressor on the "4 in 1" unit will easily power motor tools.

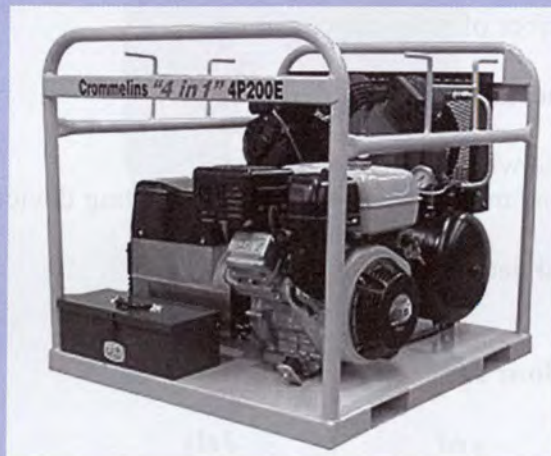
## The Crommelins "3 in 1" Workstation 2 models available

### 1.

- 1) Generator 5kva/4500 watt output
- 2) Welder 180amp output
- 3) Battery Charger 12 or 24 volt output

### 2.

- 1) Generator 7kva/6500 watt output
- 2) Welder 22 amp output
- 3) Battery Charger 12 or 24 volt output



Both units enclosed in protective roll frame  
**Crommelins "4 in 1" Workstation**

### 1.

- 1) Generator 7kva/6500 watt output
- 2) Welder 200 amp output
- 3) Battery Charger 12 or 24 volt output
- 4) Air Compressor 12 cfm output

Available with manual or electric start.

Comes complete with tool box and provision for fork/truck lifting.

All Crommelins Workstations are naturally powered by Robin industrial engines.

Robins are pre-run and tested before leaving the factory. Parts and service are available

Australia -wide and all engines come with a full 2 year warranty!

For further information and pricing on the crommelins Workstations, please contact the Crommelins Machinery Sales office in your capital city.

**Perth:** Ph: (08) 9350 5588 Fax: (08) 9451 6381

**Sydney:** Ph: (02) 9729 1966 Fax: (02) 9729 1977

**Melb.** Ph: (03) 9853 9344 Fax: (03) 9853 2377

## "No key" is the key to easy and safe drilling with Bosch

With no keys required for changing bits and chucks, the new Bosch PSB500RE Impact Drill is an essential item for any aspiring handyman seeking to get the best from their equipment.

With the Bosch PSB500RE, you can forget about fiddling with chuck keys and bits and focus on the job at hand, knowing you have a world-class power tool at your fingertips.

The 'No Keys' capability of the PSB500RE is thanks to a worldwide Bosch innovation known as the 'Press and Lock' system, for fast and easy bit and chuck changes.

The PSB500RE is further enhanced with Bosch's latest comfortable ergonomics, new slim line design and light weight of just 1.5kg for hour upon hour of fatigue free use.

There is also a slide switch for easy change of rotation direction and Lock On button, completely integrated into the Drill's handle. This makes this important function easy to reach and prevents

unintentional locking during use.

The PSB500RE also comes with a 43mm spindle collar, allowing it to be mounted in a drill stand for greater stability and accuracy in drilling and screwing.

When combined with optional accessories such as the 125mm or 175mm polishing bonnet or polishing set, the PSB500RE will make short work of buffing the car or putting a shine on your favorite veneered wooden furniture.



Other optional accessories include a drill stand, handy drill bit sharpener, derusting kit and wire brush. Importantly, the PSB500RE follows Bosch's strict environmental policy and is manufactured from 97 per cent

recyclable materials.

For further information

contact Robert Bosch (Aus~ia) Pty Ltd toll free on 1800 804 777

or fax 1800 819 520.



# Aussie Ferret clears drains

A new economy Australian made drain cleaning machine has been released by Australian Pump Industries. Designed as a convenient and low cost plumber's tool the new machine has the ability to unblock 4" to 6" pipes and drains quickly and conveniently.

Using high pressure water technology the machine produces up to 2,000 psi with 12 litres per minute flow. This combination of flow and pressure provides real drain cleaning capability with the added bonus that the machine runs off a heavy duty 240 volt single phase motor. That means that the machine can be connected to virtually any single phase power supply.

The heart of the system is a "Big Berty" Bertolini pump running at 1450 rpm. The heavy duty single phase motor is of 4 pole design, with IP55 protection and supplied with a heavy duty IP55 switch.

The whole machine is compact and lightweight. It is enclosed in a heavy duty steel frame that can be conveniently located at the back of a utility, van or station wagon.

Anti-vibration mounts and solid rubber tyres make the machine easy to move around.

An Aussie Rapid Reel hose reel with up to 30 metres of drain cleaning hose is supplied with the machine and is readily detachable for ease of transport.

The Aussie Ferret's excellent drain cleaning performance is attributed to its high pressure and the unique design of the drain cleaning heads supplied with the machine. These are of stainless steel material and have a rear action design that virtually propels the hose along the drain clearing blockages

as it goes. Available in cone or round head penetrator design, these rear jet angle nozzles are available in a range of options that allow varying cleaning speeds and applications. For example the round head, or button style nozzle is more suitable for cleaning drains with a number of curves.

A detailed paper on effective drain cleaning techniques and nozzle selection is available from Australian Pump Industries.

The best news for plumbers and drainers is the low cost of the Aussie Ferret because it is an Australian made machine, designed to suit Australian users and based on production machines already manufactured by Australian Pump, the costs are dramatically lower than imported machines of a similar size.

The Aussie Ferret is available with an optional high pressure gun and lance kit that turns it into an effective pressure cleaner simply by switching hose assemblies with a convenient quick coupler.

The new drain cleaning machine is available with optional engine drive for applications where power is not readily available.

Further information on the new Aussie Ferret drain cleaner is available from Australian Pump Industries' Distributors throughout Australia or by contacting:



*The new Aussie Ferret drain cleaner is compact, convenient and low cost.*

Mr. Warwick R. Lorenz  
Australian Pump Industries  
7 Gladstone Road,  
Castle Hill NSW 2154  
Tel: (02) 9894 4144



# Baytex Planning Aggressively for the New Millennium

Around about now most of us in business are getting back into the work mode after a brief summer vacation and are putting out our antennae in an attempt to get a feel for the rhythm of the year ahead.

Regardless of individual company accounting policies the Party Hire industry is pretty much a January to December business if for no other reason than it's good to start and finish planning periods on a high note. December-January business is usually pretty good for most of us, the regular functions and events that the industry relies on for its bread and butter also follow a calendar year cycle and dictate to a fair degree the pattern of Party Hire trading.

The rhythms of the new millennium are already emerging as individually we become immersed in e-communication, our customers and clients get swallowed up in global takeovers and our most serious competitive threat moves from a basement garage in the next block to a web site halfway around the world. While price lists are as yet not commonplace on the web expect that to change fast.


At Baytex we've been planning for these changes over the past 12 months beginning with the move to a new factory followed by the installation of a lot of new production equipment including a state of the art plotter cutter. We have been working hard on our patterns and designs to bring them into the new millennium, and taking advantage of these new production resources. We've achieved significant improvements in product design and or savings in product cost all of which should enable us to

hold or reduce our prices to our customers.

Baytex has enjoyed unprecedented growth in 1999 in spite of flatter than expected millennium orders. No one area of activity stood out for us with business being up across the spectrum of our product range.

Highlights of the year were our appointment as New Zealand agents for Hoecker Structures and of course the completion of the big black Cats Tent now on show in Sydney. Baytex customers are enjoying the benefits of this increased activity with access to a broader range of products and continuing improvements in support and service. Baytex has a commitment to technological innovation in the design and production of its products and a commitment to networking that allows us to bring to our customers the best possible products for your needs. The web site might be on the other side of the world but the service is right next door.

Expect to see more involvement from Baytex in Australia from the middle of this year. The introduction of GST will level the playing field significantly to our advantage with the removal of the 26% wholesale sales tax impost and will make Baytex products significantly more competitive in the Aussie marketplace. The reduction in purchase costs will also reduce the advantages of in-house manufacture making a purchase from Baytex, with their sophisticated, high quality manufacturing capability, new opportunities for aggressive pricing and a favourable exchange rate, a very attractive proposition indeed.




## Electron

*Simply Spectacular!*

18 metre series from  
**Baytex Tentmakers**

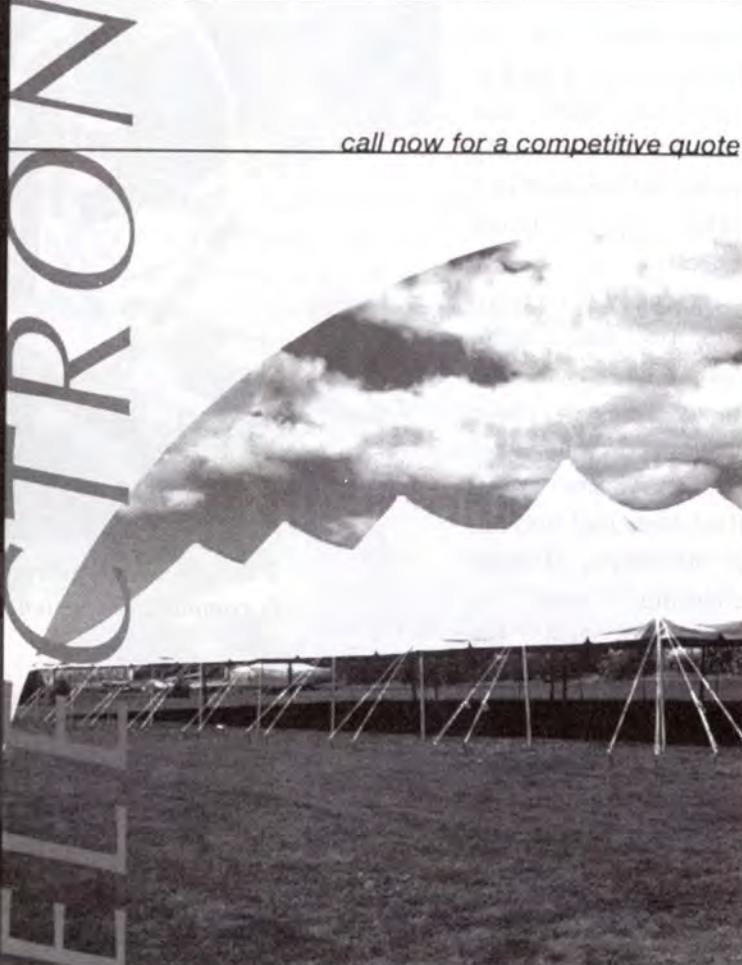
featuring:

- 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**  
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Postal Address: P.O.Box 4370, Mt Maunganui Sth.  
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## **EXTRA!!      EXTRA!!      EXTRA!!**

HRAA have partnered with Westpac to bring members a special deal for their merchant EFTPOS facilities.

Now you can enjoy a discounted **credit rate of 1.70% and debit card rate of 30¢ per transaction** for the use of a Westpac EFTPOS Extra terminal.

**EFTPOS EXTRA** is a leading terminal available in the market today – it's an all in one solution (terminal, pin-pad and printer) that is small, light and fast accepting all major debit and credit cards and cheques\* through the terminal in a matter of seconds. It offers fast and reliable processing of transactions within 10 seconds. Prompt online authorisation is followed by automatic settlement of funds to your nominated account.

**EFTPOS EXTRA** is easy to install, improves your cash flow and reduces your trips to bank. Above all your customers will appreciate the reliability of the service.

If you're currently with another bank then changing over to a Westpac EFTPOS EXTRA terminal is very easy.

\*Separate agreement with cheque guarantee service provider required.

### **FACSIMILE RESPONSE**

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| <b>To:</b> <b>HRAA Inc.</b>       | <b>From:</b>    |
| <b>Fax:</b> <b>(02) 9970 8759</b> | <b>Company:</b> |
| <b>Att:</b> <b>Phil Newby</b>     | <b>Date:</b>    |

Yes, I am interested in taking up the Westpac exclusive member offer. Please advise Westpac to contact me in order to progress the agreement.

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

COMMENTS: \_\_\_\_\_

#### **PLEASE NOTE**

**You do not have to have a Westpac Account to take advantage of this offer.**

Westpac Banking Corporation ARBN 007 457 141. Also trading as Bank of Melbourne and Challenge Bank.



# Queensland News

## Rod Leech ties the Knot

Congratulations go out to Rod Leech, Australian Skyreach Rentals, from fellow members of the Queensland hire and rental industry on his recent marriage.

Rod, who has been Queensland National Delegate for the EWPA for the past two years has just been appointed EWPA National President



*Rodney Leech and Alyson McKeller  
tied the nuptial knot at St. Stephens  
Cathedral, Brisbane.  
Photo; The Sunday Mail*

Donated door prizes were won by Lorraine Birse (Brisbane Hire), Jacqui Bell (Genie Australia), Kevin Okeefe (General Rentals), Jenny Diggins (Oldfields), Sally McCoy (Genie Australia), Michael McGraw & Paul Byrne (Brisbane Hire) and the major door prize of an esky kindly donated by Retracom Hire was won by Genie Australia.

## Welcome new members

Mr. Geoff Waters  
UTH Hire  
P.O.Box 976  
Browns Plains  
4118

Renny Cassola  
Smartsynd Pty Ltd  
94 Anton Street  
Tingalpa  
4174

Mr. John Attwell  
Evanbank Plant Hire  
Cnr Munbura Rd. & Bruce Hwy.  
Mackay  
4740

Mr. Vic Knight  
Advantage Hire  
7 Tecnology Drive  
Warana  
4575

## Queensland Christmas party

The annual Christmas party was held at the Brisbane Lions Club at Woollongabba. 110 members and their staff that attended were kept entertained by Michael & Harry who were an excellent duo including impersonations.

Members enjoyed a full Xmas and seafood smorgasboard with good company and party atmosphere. a few of the members stayed on to play the pokies whilst others went on into the city for further partying.

A special thanks to our major sponsors Genie Australia and OAMPS Insurance Brokers.

## Upcoming Events

Qld. Annual General Meeting  
23rd February 2000



# Carburetors

A simple carburettor consist of a tube, open to atmosphere at one end. The other end will contain a throttle valve, and will be connected to the induction manifold of an engine. The internal cross-section of the tube is reduced in diameter by a curved restriction to form a venturi. A float chamber (fuel reservoir) is connected to the narrowest point of the venturi by a channel with an outlet into the venturi. The fuel level in the float chamber will be maintained by a float and valve so that the level is just below the outlet into the venturi. A metering jet could be placed in the channel to the venturi.

As the engine turns and the piston descends, it creates an area of low pressure 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. Air in the float will also be at atmospheric pressure and therefore higher than the low pressure that exists in the venturi. Pressure of air in the float chamber will "push" the fuel through the channel so that it enters the airstream in the venturi. Control of the airflow, and therefore engine speed, is by virtue of the throttle valve position.

As the air velocity changes, so does the degree of pressure drop in the venturi. Low air velocity will cause a slight pressure drop, whereas high air velocity will cause a substantial pressure drop.

This simple carburettor would be suitable only for an application that demands a consistent speed at all times. A metering jet could be fitted in the fuel outlet channel that would give the optimum AFR at a certain engine speed. However, unless the engine was rotated to running speed by a starter motor, the depression (pressure drop) in the venturi would be too low to draw sufficient fuel for starting. Also starting would be difficult because there is no facility to enrich the mixture during cold running.

When the engine is accelerated, the fuel would lag relative to air movement, causing a hesitation or "gasp" for a moment until equilibrium is restored. As the engine speed is raised and pressure drops, a disproportionate amount of fuel would be discharged from the jet. Eventually the AFR (Air Fuel Ratio) would become so rich that the engine could not run.

On the other hand, if engine speed was decreased, depression would also decrease, but in proportion greater than the reduced airflow. This would result in a weak mixture, and eventually vacuum would be insufficient to draw fuel from the orifice. At this point the engine would again cease running.

Plainly, an increase in airflow will result in a disproportionate increase in fuel flow, and a decrease in airflow will result in a disproportionate decrease in fuel flow.

## Fixed Venturi Carburetors

When air passes through a fixed venturi, the pressure differential acting on the fuel jets will vary with engine demand. Thus compensating air and fuel jets are required to produce the correct fuel flow, with a compromise on the size

of the venturi to satisfy performance at the extremes of the engine operating range.

The six systems normally used in this type of carburetors are;

- (a) Float system
- (b) idle and progression
- (c) Accelerator pump
- (d) Main metering system
- (e) Power system
- (f) Cold starting device - choke

Different Carburettor manufacturers use slightly differing methods to overcome the problems brought to light by the simple carburettor. However, all six circuits will be present in one form or another in all fixed venturi carburetors. Described below are the most commonly - used system, where a different method is used, this will be depicted in the section covering that particular carburettor.

## Float system

Fuel flow into the carburettor is controlled by a needle valve and float. As the level drops, the float, riding on top of the fuel, also drops. The needle valve is in contact with a hinge attached to the float, and will open to allow fuel to enter the float chamber. As the fuel level rises, the float hinge closes the needle valve. During the engine operation, the needle valve is constantly opening and closing to maintain a fairly constant level of fuel in the float chamber. Many modern needle valves are spring loaded; the spring action absorbs a 'chatter', and prevents flooding caused by excess engine vibration. A clip, attached to the needle valve and to the float arm, prevents the needle from sticking in the seat as the fuel level drops. The float level controls the point at which fuels discharged from the main nozzle, and is a very important function of the carburettor operations. A low float level will delay discharge, while a high float level will cause an early discharge.

## Idle and slow running

Fuel will only be discharged from the main nozzle when the velocity is high enough to form a low pressure area in the nozzle. Under low speed running and idle conditioning, the air velocity is too low for this condition to be met. A fuel circuit to supply fuel for idling is provided by drilling a channel from the float chamber or main fuel (well) to a point just below the throttle plate.

When the throttle plate is slightly open, a small gap exists between the plate and the carburettor body. Air will increase in velocity as it passes through the gap, and a low pressure area will form at the idle outlet. Furthermore, vacuum formed in the inlet manifold by the almost -closed throttle plate will increase the depression at the idle orifice.

Atmospheric pressure in the float chamber will push fuel into the primary idle well through a metered idle jet. Here it is mixed with a small amount of air from a calibrated air bleed - pre-mixing air and fuel in this way vastly improves atomisation of the idle mixture. The emulsion formed is drawn through a channel to the throttle body, where it is discharged from the idle orifice under the primary throttle



plate. A tapered mixture screw is used to vary the outlet, and this ensures fine control of the idle mixture.

### **Progression**

As the throttle is opened from the idle position, and the gap between the plate and the inner barrel wall, increases, the depression at the idle discharge orifice is reduced. Less fuel is drawn from the the idle outlet and the mixture is weakened. The progression circuit provides extra fuel to compensate for this weakness until the main circuit chimes in.

Several small drillings (or a single slot) are uncovered by the open throttle, and begin subject to manifold vacuum. Fuel (sourced from the the idle circuit) will be discharged from these progression drillings, to prevent hesitation or transition from the idle to main circuit. Furthermore, under the idle conditions with a closed throttle, air will be drawn into the progression drillings to further emulsify the idle mixture.

There is an overlap period during which fuel is provided by both main and idle systems. Eventually, the throttle will open so wide that depression progression and the idle orifice will cease altogether. Therefore, the idle circuit only influences mixture strength up to 1500 to 2000 rpm. Idle adjustment will only affect mixture strength for idle and cruise conditions with a small throttle opening.

During wide open throttle conditions with a high air flow, a certain amount of air "back-bleed" may occur into the main circuit through the idle and progression outlets. This will tend to weaken the mixture. The Weber TLD carburetors include an anti-syphon hold to prevent such an occurrence.

### **Accelerator pump**

When the throttle is opened quickly during acceleration, the relative velocity of fuel will tend to lag behind the velocity of air. This leads to a weakening of the AFR, and will cause a hesitation or flat spot. The normal method of overcoming this problem is to use an accelerator pump, to inject a metered quantity of fuel into the airstream. A accelerator pump could be operated by plunger, or by a diaphragm. The diaphragm type is either mechanically operated by a lever or rod attached to the throttle linkage or by manifold vacuum. The most common type utilises a mechanically-operated diaphragm, and is described below. The function of all other types is basically similar, the main difference being the method of operation.

Under acceleration, a lever attached to the primary throttle linkage bears against the pump diaphragm and compresses it. Fuel from the reservoir in the pump housing is pushed through the pump outlet channels, past the pump outlet valve, and is injected from the pump nozzle into the venturi. The inlet valve remains closed, to prevent fuel from being returned to the float chamber. Usually the action is arranged to provide one long stroke which will further aid powerful acceleration.

As the throttle action is reversed, a spring will return the diaphragm to its starting position. Depression will then draw fuel from the float chamber into the pump reservoir, past an inlet valve. The outlet valve remains closed to prevent fuel

from returning via the the outlet channel. The inlet and outlet valves are usually simple ball bearing positioned in the appropriate channel. However the Weber carburetors are beginning to use rubber diaphragm types - sometimes called 'vernay valves'.

During high-speed engine operation, the strong vacuum formed at the pump injector nozzle could draw fuel from the pump reservoir into the venturi. A vacuum break hole in the pump nozzle prevents the occurrence by reducing vacuum in the outlet channel.

Under certain conditions, the fuel in the pump reservoir may become overheated and boil or turn to vapour. This is prevented by use of a pump back-bleed hole, which allows vacuum to bleed back into the float chamber. Vacuum would then draw back fresh, cooler fuel into the pump reservoir to maintain the level.

### **Main circuit**

As the throttle is further opened, the vacuum draw on the idle and progression drillings diminishes, and the main circuit provides all further fuel requirements.

The amount of fuel discharged into the airstream is controlled by a calibrated main jet. Fuel passes from the float chamber through the main jet and into the base of a vertical well. This hollow tube is known as the emulsion tube well. Fuel will rise in the in the well and settle at the same height as the float level - this is slightly lower than the outlet to the main discharge nozzle, into the well is fitted a calibrated emulsion tube, which has a number of calibrated cross holes, and which dips down into the fuel. A calibrated air correction jet caps the top of the well.

Once the engine is running appreciably above idle speed, the pressure drop in the venturi will cause the fuel in the well to discharge from the main nozzle. Air is drawn through the air corrector jet into the well. Here it passes through the cross holes in the emulsion tube, and mixes with the outgoing fuel. As the depression drops still further, the level of the fuel in the well will drop. This exposes more cross holes in the emulsion tube, to weaken the mixture. Thus the problem of high-speed enrichment caused by increased depression is overcome. Correct calibration of the main and air corrector jets, together with selection of the position, size and quality of the emulsion tube holes are essential for proper operation of the main circuit.

Many carburetors provide a secondary or auxiliary venturi to boost the depression in the main venturi. Fuel and air mixing is improved, and better distribution result.

### **Power enrichment and economy circuit**

During light-load conditions with a partially-open throttle, a leaner mixture is required for good economy and emissions. The jet calibration of the main system is usually calculated with this aim in mind. Extra fuel is therefore required for powerful acceleration and wide - open throttle operations at high speeds. This is accomplished by a power circuit (usually vacuum operated), which enriches the mixture at high speed and leaves it off during cruising.

### **High speed enrichment**

At full-load, and high engine speeds, even more fuel is required. The velocity of air creates a depression sufficient



to raise fuel from the float chamber into a channel. The fuel then passes through a calibrated bushing to the upper section of the the air intake. Here it is mixed with a small amount of air from a calibrated air bleed, and the emulsified is then discharged into the airstream from the full full-load enrichment tube or orifice. In twin venturi carburettors, the discharge is normally into the secondary venturi.

### **Choke**

Carburation during cold starting and warm up period is grossly inefficient. A low cranking speed with consequent low airflow will give poor atomisation. Also, no heat is present in the inlet manifold or cylinder head to assist in fuel vapourisation. Much of the fuel condenses on the cold inlet manifold walls, and the mixture must be greatly enriched to allow the engine to run properly until it reaches running temperature. A form of choke or other enrichment device is used, which can be manually or automatically operated. An increase friction in a cold engine demands a higher idle speed, this speed is known as 'fast idle'.

A common method of enrichment is to use a strangler choke flap to completely block the air intake at the top of the carburettor. The pressure in the venturi is so great that a large amount of fuel is discharged from the main and idle outlets.

### **Manual choke**

The manually-operated choke is worked by a dash-mounted cable. When the cable is pulled, it operates a lever that pull the choke flap closed across the air intake. In turn, a linkage rod opens the throttle into the fast idle position. Once the engine has started, the depression partially opens the choke flap against the action of a spring or diaphragm. A stop ensures that the choke is only opened a small amount. During engine warm-up, the cable should be progressively pushed home until the choke flap is fully open.

### **Automatic choke**

Most so-called automatic chokes are actually of the semi-automatic variety. A semi-automatic choke requires priming by the vehicle operator. For starting the engine from cold, the choke flap and fast idle are set by depressing the accelerator pedal once or twice. In a fully automatic environment no actions required other than operating the ignition switch.

Operation of a automatic choke using a strangler choke flap is very similar to the basic manual choke described above, the main difference being the use of a heat sensitive bi-metal spring or coil to control the choke operating phase. The swing is constructed of two strips of metal, such as brass and steel, which expand at different rates. These strips of metal are laid on top of each other and wound into a coil spring.

One end of the choke flap spindle projects into the choke housing, and culminates in a short lever which slots into the turned-over end of the bi-metal spring. When cold, the spring will curl up and pull the choke flap into the closed position. Heating the bi-metal coil causes it to uncoil, and then the choke flap is slowly opened.

Once the engine has fired, the choke flap must open slightly, to weaken the mixture and avoid flooding. During

the initial idle and light throttle operation, this is achieved by using manifold vacuum to actuate a pull down diaphragm. A linkage attached to the diaphragm will then act upon the choke flap. Once the bi-metal has warmed sufficiently to partially open the flap, the pull down operation becomes largely irrelevant.

Fast idle is achieved with the aid of a stepped or small cam attached to the choke spindle. When the choke flap is pulled into the closed position, the cam indexes around, placing its highest step against an adjustable screw connected to the throttle lever mechanism and butting against the cam. The throttle plate is held further open than normal, and the adjustable screw can be used to vary the throttle position (and therefore the fast idle speed). As the bi-metal coil is heated and the choke flap opens, the screw will rest on successively less-stepped or less-curved parts of the cam. Idle speed is thus progressively reduced, until ultimately the cam is released and the idle speed returns to normal.

Heating of the coil may be by an electrical supply, or by coolant from the engine cooling system.

Where an electrical supply is used, the choke will open fairly quickly, and this may cause engine hesitation during warm-up. The bi-metal coil may cool quickly after engine switch-off, closing the choke completely and leading to poor starting with a hot engine. Should the engine be inadvertently left with the ignition switched 'on', the choke will remain fully open, causing poor starting with a cold engine.

Where a coolant-heated bi-metal coil is used, the problems are reversed and the choke will remain almost closed until the coolant becomes hot enough to heat the bi-metal coil. This may initially cause rich operation for the first few minutes after a cold start. To overcome those shortcomings, some applications may use a combination of these (and other) methods to operate the automatic choke.

Generally, on most modern Weber twin carburettors, a single choke flap closes off the primary air intake. On earlier carburettors, a choke flap was utilised in both primary and secondary air intakes.

### **Wide-open kick**

If the throttle is fully opened shortly after a cold start, the pull-down vacuum will collapse, causing the choke flap to close. This may cause flooding and to prevent this, a wide open kick mechanism is employed. When the throttle is fully opened, a cam on the throttle lever will rotate the choke lever to partially open the the choke flap.

### **Air filter**

The air filter fulfils two functions. It provides a silencer of induction noise, but more importantly, it allows the supply of clean air to the engines. Dust and dirt in the incoming air would cause excessive engine wear, and will quickly contaminate engine oil. A clean air filter is a prerequisite to good engine operation.

**Peter Armstrong**  
**National Hire**



# 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  
Orders over 500 a 5% discount will apply. Orders over 1000 a 10% discount will apply.

**Indicate quantity of cards required for each piece of equipment.**

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| SC006 | Concrete Cutter      |  | C022  | Mini Loader                 |  |
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| SC012 | Electric Plane       |  | SC028 | Slide Compound Saw          |  |
| SC013 | Floor Sander         |  | SC029 | Steam Stripper              |  |
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If you require safety cards for other pieces of equipment please specify type: Yes ☐ No ☐

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**HIRE AND RENTAL ASSOCIATION OF AUSTRALIA INCORPORATED**



# SAFETY CARDS

## ELECTRIC DRILL

**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 and/or goggles
- Dust mask when drilling produces dust
- Ear muffs or ear plugs
- Close fitting clothing

### Safety Instructions for this Equipment

- Never attempt to lock the switch in the ON position with tape or by any other means.  
CAUTION - The drill bit can get very hot. Do not touch after drilling.
- Always disconnect from the power supply when

changing the drill bit, or leaving the machine unattended.

- Take care to keep the power cord away from the drill bit.
- Keep hands, feet and loose clothing away from all moving parts of the machine.
- When drilling holes in surfaces, i.e. walls, ensure there are no hazards on the other side of the surface (i.e. electricity, gas, water).

### 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.

THE CARDS ARE A5 PRINTED BOTH SIDES

- 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.

### General Safety

- \* Do not use machinery if you feel tired or under the influence of alcohol or drugs.
- \* Check controls for proper response. Shut down the machine if a fault is detected.
- \* Do not wipe plastic parts with solvents, such as petrol, thinner, alcohol and ammonia, as they will damage and crack plastic parts. Wipe parts with a soft cloth lightly dampened with soapy water.
- \* Always use the right tools. Never force a tool or attachment to do a job for which it was not designed. When using attachments, ensure they are fitted correctly and practice the operation before beginning work. Always use recommended accessories only.
- \* Always keep guards in place and in working order.
- \* Do not wear loose clothing, gloves, neckties,

rings, bracelets or other jewellery which may get caught in the moving parts.

- \* Do not overreach. Ensure proper footing and balance when working with the tool.
- \* Always keep the work area well lighted.
- \* Never permit children, other people or animals to loiter near the work area.
- \* Do not fool around while operating, always keep the machine under control.
- \* Never leave a machine running while unattended.
- \* Do not use or continue to use faulty or damaged equipment. Check the condition of the machine at the end of each day and report any damage or defects.

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

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



# A NEW FERMEC BACKHOE LOADER RANGE FOR CHANGING THE WAY YOU WORK

FERMEC, a manufacturer of backhoe loaders and industrial tractor loaders with a long heritage in the construction equipment industry, is launching an exciting and innovative new range of backhoe loaders. After three years in development, thousands of hours of testing and numerous customer focus groups, the new FERMEC 760, 860 and 960 backhoes are designed to change the way you work by enhancing productivity, performance and operator comfort.

The most visually striking advance in these backhoes is the radical new styling, which enhances the overall appearance. The sleek, modern look is achieved in part by the all new cab design which offers improved all-round visibility, increased interior space, reduced internal noise levels, a new heating and air conditioning system, a new seat with lumbar support and new instrumentation. For added convenience, a single key is used for the bonnet/fuel tank/door and ignition.

FERMEC has used an impact resistant, colour impregnated material, Tellene, for the new, fully tilling hood. This is common to all models and benefits the operator by allowing improved vision as the front end is curved, and easy access to the engine for swift completion of daily checks and routine maintenance. The ease of access, unmatched in the industry, ensures these tasks are completed and positively impacts upon the reliability of the machine and residual value. Performance of the new models is powered by a new engine, with noise emissions reduced by up to 20%. Torque back-up is increased and the transmission gives identical forward and reverse travel speeds. High road speeds are a feature of the Fermecc machines, with the 860 having a top speed of over 40kph.

Loader beam geometry has been redesigned to increase lift capacity and arm breakout force. For example on the 860 and 960 the lift capacity has been increased by 20% and beam breakout force by 22%. Hydraulic oil flow in the 860 and 960 has also been increased for faster cycle times. The new machines retain the switchable two mode hydraulic system which allows the operator to match the machine's performance to the working conditions - twin pumps for maximum output, single pump for predse operations or more efficient roading.

For all three models the dipper force has increased by

20% for increased performance and productivity, and the redesign of the extendable dipper provides increased durability.

RCS (Ride Control System), giving anti-pitch travel and a more comfortable ride, and reducing spillage from the loader bucket is standard on the 860 and 960, as are auxiliary hydraulics for the backhoe.

Fermec's 960 features four wheel steer and four equal sized wheels and tyres and competes in the growing market segment where loader performance is paramount. The 960 can be operated in 2WS, 4WS and crabsteer

modes, with steering changes able to be made on the move without having to centralise the front and rear wheels. The machine offers a tight turning circle for easier repositioning a

backfilling in confined spaces, and features disc brakes on all four wheels to providing true all wheel braking.

FERMECs new range of backhoe loaders reflect the company's commitment to providing products which change the way you work and exceed the expectations and demands of the marketplace. The new Permecc backhoe range is available through Case

Construction Equipment dealers.

Fermec is a subsidiary of Case Corporation. Case Corporation, with net sales of \$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 4,100 independent dealers in more than 150 countries. Case Credit Corporation, a wholly owned subsidiary of the company, services a portfolio of \$4.3 billion of agricultural and construction equipment finance and leasing products.

Case Corporation has a base in St Marys, Sydney which operates as the headquarters for the Asia-Pacific region.

Visit Case Corporation on thi World Wide Web at <http://www.casecorp.com> - ENDS -

For further information please contact:

Simone Reading, Product Manager,  
Phone: 02 9673 7768,  
Fax: 02 9833 1273 -



*The new Fermecc 860 backhoe has been designed to change the way you work by enhancing productivity, performance and operator comfort.*



# Kubota diesel engines ready for the new millenium

The change of distributorship in Australia of Kubota vertical diesel engines to Kubota Tractor Australia (KTA) brings the family of Kubota power products under the one roof and has enabled the appointment of key Power Equipment dealers across Australia.

Under the new concept of "Kubota Power Centre Dealers" the selected network is actively supporting new and existing engine installations, with the emphasis on a high level of service quality.

The market for diesel engines in Australia is quite large and covers commercial, industrial and agriculture applications, including a wide range of Original Equipment Manufacturers with specialised requirements. The industry response to the changes has been very positive, with many Kubota customers now looking to KTA for improved product availability, spare parts support and a stronger market presence. Each day introduces us to committed Kubota engine owners, who feel that they will benefit from the new distribution structure.

The efficiencies gained by the new arrangements

stem from the fact that Kubota engines are at the heart of Kubota's own products, as well as fully imported and locally manufactured machinery. This, combined with Kubota's engine design concept featuring common parts

within engine families, delivers a high level of parts availability, nationally and at a local level.

Training and technical support are a major priority, and programs are already underway, with support from Kubota in Japan. KTA Power Centre Dealers have been selected for their technical competency as well as their commitment to after-sales service.

The Manager of the Industrial division Mr Bruce Hawkey said "this change of distribution will allow KTA to move into a new era, with the ability to supply a complete range of power solutions to an active marketplace. While we have a lot to learn from our customers about their requirements, we have a capable

team looking forward to tackling this business head on.

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

Freecall 1800-33~653



*Photo: pictured L-R Kubota Tractor Australia Industrial Division staff & management. Mick Robson, Christine DiBerardino, Bruce Hawkey, Chris Ludekens & Paul Carroll - ready to take on the Diesel Engine business.*

## 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 in the chosen position.

The new BTS 1035 is available from  
WACKER AUSTRALIA PTY.LTD.  
913 PRINCES HIGHWAY  
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# STICKERS ORDER FORM

The Hire and Rental Association has developed the following stickers for your use as a member.

Indicate quantity of packs required (50 stickers per pack) \$8.00 per pack

Quantity

Quantity

|      |                                       |  |      |                                   |  |
|------|---------------------------------------|--|------|-----------------------------------|--|
| S001 | Check Oil Daily                       |  | S012 | Rotation (left/right)             |  |
| S002 | Clean Before Returning                |  | S013 | Special Oil Daily                 |  |
| S003 | Cylinder Fitted with Left-Hand Thread |  | S014 | Standard Petrol Only              |  |
| S004 | Drain Daily                           |  | S015 | To lift maximum of ..... kg       |  |
| S005 | Empty Bag Before Returning            |  | S016 | Tyre Pressure – front, rear – KPA |  |
| S006 | Extra Charge if Returned Dirty        |  | S017 | Use 2 Stroke Only                 |  |
| S007 | Flammable Gas (Red Lettering)         |  | S018 | Use Distillate Fuel Only          |  |
| S008 | Keep Clear of Blade(s)                |  | S019 | Use Fuel Supplied Only            |  |
| S009 | Maximum 80 Speed                      |  | S020 | Use in Well Ventilated Area Only  |  |
| S010 | Park and Run Level                    |  | S021 | Use Kerosene Only                 |  |
| S011 | Prime Pump Before Use                 |  | S022 | Use Unleaded Petrol Only          |  |

The following stickers vary in size, shape, colour and in some instances, price:

Quantity

|      |   |  |
|------|---|--|
| S023 | <b>IMPORTANT</b> 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.<br><i>@ 50¢ per sticker</i> |  |
| S024 | Overhead Damage, Customer Responsibility. (Red on White 75mm x 115mm)<br><i>@ \$1.00 per sticker</i>  |  |
| S025 | <b>WARNING!</b> – Use of this equipment in confined spaces such as Storage-Tanks, Wells, Silos, Vats, Ducts, Tunnels, Shafts & Pits can result in death.<br>(Red & Blue on White) <i>@ 33¢ per sticker</i>                  |  |
| S026 | <b>READY TO RENT</b> – Weatherproof paper – Green on White – tear off section)<br><i>@ 33¢ per sticker</i>  |  |
| S027 | <b>DO NOT RENT</b> – Repairs Required – (Weatherproof paper – Red on White)<br><i>@ 33¢ per sticker</i>   |  |

CONTACT NAME:

COMPANY:

ADDRESS:

POST CODE:

TELEPHONE:

FAX:

DATE:

Please pay on receipt of invoice. Thank you for your order!  
Mail or Fax to Hire & Rental Association of Australia.

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



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# "TEREX HANDLER CHANGES"

Terex Lifting has been involved in Rough Terrain Telescopic Boom Material Handlers since their purchase of the Baraga Square Shooter company several years ago. With the acquisition of Italmacchine in 1998, Terex Lifting are now one of the premium supplier of this type of equipment in the world. They also happen to be unique in that they are one of the few suppliers that are capable of supplying the "American Style" rugged work horse and the more sophisticated European units that are further advanced as far as operator comfort is concerned. The North American facility produces 5 models ranging from 2.5 tonne capacity with a 4.5m boom through to a 4.5 tonne capacity with a 9.4m boom.

The Italian produced machines have 11 models in total ranging from a 2.3 tonne capacity with 6m boom through to a 5 tonne capacity unit with 22m of boom. Each of the range of products offer unique features in their own right which gives much greater flexibility for Terex Lifting to fulfil customer requirements.

All of the American built machines feature Cummins engines and dark 3 speed power shift transmissions with Torque converter. The European built machines predominantly have Perkins engines throughout the range and feature Torque converter and 4 speed synchronised gear boxes in the smaller units and Hydrostatic transmissions in the larger units. Low head height does not present any problems with units available with a maximum height of only 1.92m.

The Terex Telehandlers also have two 360° revolving frame units in the range. The smaller 360° machine called the 3513 Girolift has a 3.5 tonne lift capacity with a 13m lift height. This unit can be operated with or without die hydraulic stabilisers being utilised but to gain the maximum capacity at long radii, the four outriggers must be fully extended. The standard hydraulic disconnect mechanism at the end of the boom enables a variety of attachments to be installed on these machines. The attachments are only limited by the owners imagination. Some of the attachments that are readily available through Terex Lifting are forklifts, buckets, crane jibs and personnel carrier. The crane jib can be with or without a running rope which gives the unit the capability of doing many functions on a job site that would normally require another crane to perform the functions required. For any of the applications where personnel are carried the full operation of the machine is controlled from the basket conforming with local regulations. The maximum size basket that can be fitted to the Girolifts is 5.5m x 1.1m with a payload of 2 persons plus 800 kg. The basket can be extended or retracted hydraulically. Fully retracted the basket is 3.5m wide x 1.1m across and can be extended to

5.5m wide. The basket can also be rotated for further flexibility on job sites. For really high applications an 11m telescopic boom complete with a man platform can be installed. All of the attachments are quickly attached or detached from the operators cabin.



The 4020 Girolift features a 4 tonne lifting capacity with a 20m lift height. Both Girolifts feature a Perkins engine with a variable displacement hydraulic pump and hydrostatic transmission. All cabins are certified ROPS and can be installed with air conditioning. Controls are Servo assisted for easy operation and noise levels are extremely quiet and well below all legal requirements in Australia.

Terex Lifting Australian subsidiary, Terex Cranes Pty Ltd, has a full stock of replacement parts for all of the Terex Telehandlers in their Victorian warehouse. Terex Cranes Pty Ltd is also responsible for servicing the entire Asian area which greatly extends the capability of supporting machines in this part of the world.

Further information please contact:

Tel: 03 9357 0888

Fax: 03 9357 0468

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