

Hire and Rental

INDUSTRY QUARTERLY

Official Publication of the Hire and Rental Association of Australia

April 2000



**2000 Convention
Issue**

Genie® Australia
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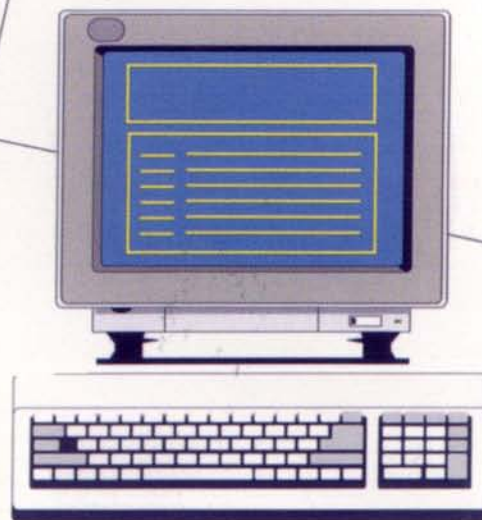
TRACS

THE AUSTRALIAN HIRE STANDARD



D.I.Y RENTALS
1995-1996
Quarterly Revenue Report

	Actual	Budgeted
July		
August	\$ 752,231	\$ 790,000
September	\$ 941,386	\$ 850,000
	\$ 892,237	\$ 990,000
TOTAL	\$2,585,854	\$2,630,000



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NATIONAL PRESIDENT'S MESSAGE



The National Convention in Queensland is almost upon us. This year's exhibition at Jupiters Casino promises to be the best ever. An excellent program of events and speakers makes the attendance a must for Hire people to catch up with old acquaintances and make new friendships. There is something for everybody this year and it is a credit to the organisers Bev Overall and Jackie Gomi and the Queensland organising committee.

This year sees the return of the workshop discussion groups and yard tours. The workshops cover a range of industries including Party and Events, Elevating Work Platforms, Product Liability and Compaction. Also the field day, popular in Melbourne last year, will be held at the Carrara Sports Stadium.

In the past suppliers have supported conventions with great enthusiasm and this year is no exception. A record number of exhibitors ensure there will be plenty of new products and equipment to see. Their success at any convention is in the hands of the hire companies in attendance. Purchases made by companies are on most occasions the way Supplier's judge the success of this event.

Recent years have seen an increase in the number of delegates at conventions, but this does not clearly represent the number of hire companies in attendance. Hopefully this year we will see a change. At the time of writing this message there are approximately fifty-five hire companies registered. With over six hundred registered hire companies in the association this only represents just over ten percent of the industry.

Clearly we need to improve this situation. If exhibitors and organising committees are prepared to do the hard work then we need to support them. There is so much to gain by attending industry-related conferences and I urge all members to seriously consider attending this year whether for a day or the entire convention. Our suppliers and the association deserve your support.

I look forward to seeing you all this year in Queensland and hope that you take the time to visit the Hire and Rental stand. There you will have the opportunity to meet Phil Newby and Jenny Lohri from the National Office. They are looking forward to making face-to-face contact with as many members as they can and answering any questions that you have about the National Association.

GARY KERR
National President

GST means Get Started Today

As the introduction date of the GST approaches it is becoming increasingly aware, from surveys conducted, that many small businesses have not yet put into place plans for the implementation of the GST into their business. Some put this tardiness down to the confusion caused by the political footbaling over the issue. Where as others seem to be complacent about it with a "it will be alright on the day" attitude.

Although it will eventually become part and parcel of everyday business practice, it is not like going to the grocer where 10% will be added to your purchase and you pay it.

The introduction of the GST will change the way we do business in many ways. For instance, with the abolition of Sales Tax it will herald in a new set a prices on items we use in our businesses, which is sure to create some initial confusion. Some items will be 22% cheaper due to no sales tax but still liable for 10% GST, therefore decreasing the cost by 12%. Computer hardware will fit into this bracket, but the cost of software will increase by 10% on its present price. This is just one of the examples of some of the complexities which the GST brings with it.

The training of staff and the implementation of the the GST into your present financial operating system or the introduction of a latter day system with the GST incorporated is going to be a costly, time consuming exercise., The printing of new stationery ,plus liaising with both suppliers and customers to discuss the new pricing structure is all part of the necessary process of the introduction of the GST.

Another headache looming for small business is cash flow. They are going to have to factor into their cash flow the quarterly payments of GST. This may present a problem to Rental Companies because of their multiple transactions.

Regardless whether a business uses the accrual accounting system or a cash accounting system a business becomes liable for GST on any invoices from the day on which they are sent out, in the GST accounting period, not on when they are paid. They will all be liable to pay the GST every three months.

The Tax Office will probably show a bit of compassion in the early stages of the GST in regard to payments, but it would be unwise to expect this too last. They are not known for their patience where payments are concerned.

While there are going to be transitional hurdles to overcome which we will all learn to live with, the GST will also deliver benefits to the business sector.

Whether one outweighs the other can only be determined in time. It is something all businesses will sink or swim with.

Greg Kelson

From the Editor

HIRE and RENTAL Industry Quarterly

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

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

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

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Hire and Rental Industry Quarterly

Official Journal of the Hire & Rental Association of Australia

2000 Convention Issue

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thieves big haul**

**Front Cover
Genie Australia**

A PROVEN UNDERWATER PERFORMER

The benefits of submersible pumps are well proven but perhaps not as well recognised. Underwater operation of a submersible pump head ensures that it is self priming and starts pumping immediately.

Submersible pumps achieve higher heads than close coupled pumps because they are not restricted by the limitations of suction lift. Suction hose which is costly to buy and bulky to store is eliminated as only layflat discharge hose is required.

Prior to the release of the Flextool Model 212 pump these benefits could only be found in electric submersible pumps. However the flexible shaft driven Flextool pump makes it both extremely portable and versatile, enabling it to be quickly coupled to Flextool's electric, petrol, diesel or pneumatic drive units.

The Model 212 pump is of rugged design with materials selected for strength and resistance to abrasion and corrosion. The chokeless design enables it to handle solids to 28 mm in diameter, or 60% in suspension and discharge up to 63,000 litres per hour, or to a height of 25 metres.

Its ability to handle sludge, solids and mud makes it the ideal choice for construction sites. The proven performance and versatility of the Flextool Model 212 pump has earned it a place in the yard of most Australian hire companies. The range of applications

for the pump is enhanced by the availability of abrasion resistant, corrosion resistant and slurry models .

One of Flextool's major advantages is that it both manufactures and services its product range. Visits to hirer's service workshops and listening to customer feedback has resulted in continuous improvement to the product line. Although the distinctive external shape of the pump has remained unchanged, internally the Model 212 has been subject to many design changes which have resulted in improved performance and life.

Flextool equipment is manufactured at the company's plant in Melbourne, and incorporates the results of more than 40 years experience in the design, manufacture and service of flexible shaft driven pumps and immersion concrete vibrators.'

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Internet

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A Proven Performer

The Flextool model 212 pump is one of the most versatile products for your hire fleet.



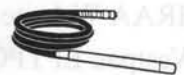
It's the solution to most portable pumping problems for customers who are:

building, mining, farming, draining, maintaining, dredging, salvaging, damming, piling, constructing, excavating or trenching

- Choke resistant design
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Internet direction still a tangled web

As share prices of internet stocks on financial markets continue to soar the direction of activity of internet company's is changing.

The Internet initially was thought to be the avenue which would revolutionise retailing to the consumer. (B2C) The internet's global access was going to create a huge shopping centre from which the consumer would be able to purchase all his needs. He would never have to leave home again, everything would be just a mouse click away.

Companies stampeded to be part of the new e-tailing boom, which was going to replace the traditional shopping method of the consumers. Its cost effectiveness and convenience were seen as part of the new technological advancement in business strategy. It was soon possible to purchase anything from a match to a Boeing Jet via the net.

Early losses were seen as set up costs as profits become a low priority, with the accent on developing market share and customer loyalty. The light appeared very bright at the end of the tunnel and investors were easy to find.

The internet became the gold rush of the present day. This was emphasised when at the last Super Bowl, the costliest advertising venue in the world at \$US 1 million for a 30 second advert, there were 14 internet companies plying their wares.

Amazon.com, the role model of e-tailers, started selling books from a garage, then went public in 1997.

Their sales of impersonal goods which didn't have to be tried on for size or checked for freshness was seen as an ideal e-tailing venture. Their stock price became a rocket and they were an example of the new economy companies which were building up huge customer bases. Their stock price rose to \$US200 at one stage, despite continually racking up huge losses. But with 12million customers on line how could you continue to lose? Amazon's added CDs and Pharmaceuticals to their range but still couldn't turn the operation into a profitable one. Three years on they are still can't predict when they will make a profit. Which provides plenty of ammunition for their detractors. If you can't make a profit with such a customer base, who can? x67 | |

Smaller companies who had joined the e-tailing wave have fared even worse. Despite huge marketing campaigns the conversion of consumers into net shoppers just hasn't eventuated. Few companies, if any, have found a way to make their operations viable. Part of this is put down to the competitiveness

of the marketplace, everybody was online, there are up 1500 shoe shops on the net in the US, for instance. Investors are now deserting the ship and stock prices plummeting. It would appear that the B2C dream is over.

It is not to say that the game is over for all concerned in the B2C area. Companies like Amazon with their huge customer base still may find a way, but it will be too late for most.

It has really been a remarkable period where companies with a history of losses, no assets and unable to predict when they will make a profit were still able to attract investors by the droves.

It is an indication of the confidence in the future of the internet

But, one of the main asset of the internet is because of its global access it provides the opportunity for so much commercial activity. While the B2C boom has been going on there has been many other aspects of internet activity happening. The trend has now switched to Business to Business activity, which is booming and is predicted to turn over \$US2trillion by 2004.

Meanwhile, the Internet has become part of the business structure worldwide with participation dependent on the type of business you are in. Ways of utilising the net in particular businesses environments are top priorities. One thing is for sure everybody will need to be online, its a service your customers will demand.

Overseas, Rental Companies are becoming more involved in net activity. From using the net as communication avenue for e-mail, displaying inventory and rates, viewing new equipment in action from suppliers, to receiving orders for the supply of equipment. The extent of this activity is expected to increase dramatically in the near future.

After all the hire of equipment is generally a very impersonal transaction. If a contractor wants 5 Skid Steers on site Monday at 8.00 am and he is satisfied the Hire Company can supply these goods why wouldn't he utilise the net to place his order. In this case the net is only an extension of the fax or phone, but is so much more versatile.

The internet is seen as an integral part of future rental operations overseas. The interactivity online between Rental Companies and clients is going to increase.

***Every body will need
to be on line- its a
service your
customers will
demand***

GIVE THEM WHAT THEY WANT!



**ASK OTHER
HIRE COMPANIES**

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



- Supplied with sufficient tools and cables for most drain clearing jobs.
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*Get a Dingo 950
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Powerful – 2 pump, 3000 psi hydraulic system that delivers incredible power! (with 20 hp engines!)

Versatile – With over **40** attachments to choose from, including stump grinders, backhoes, cultivators, breakers, 4 in 1 buckets, trenchers, and posthole diggers. Most attachments can be changed in less than 60 seconds by one person. **Manoeuvrable** – Safe and easy to handle. It goes where other skid steers can't. Despite its incredible power this machine is only a little over a metre wide.

Compact – the Dingo with attachments can be hauled to the jobsite on one trailer.

The leader in the mini loader industry.

Designed and manufactured in Australia the Dingos are now being bought up by Australia's leading hire companies. Dingos are sold across the USA, Europe, New Zealand and South Africa.



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SCATTRAK Skidsteer loaders.....49.5 - 86hp
SCATTRAK Mini Excavators.....1.5 - 5.0 tonne
SKYTRAK Material Handlers5000kg to 16m
WORKPRO Power Haulers1000kg capacity

construction, military and
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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

To: HRAA Inc.	From:
Fax: (02) 9970 8759	Company:
Att: Phil Newby	Date:

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.

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Years
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Atlas Copco

Look for these new products at the Trade Show

Cordless products from Makita

Makita will be releasing a new range of "Ultimate Cordless products, including 12, 14 & 18 Volt cordless Drills, Cordless Mitre Saws, Cordless Recipro Saws, 18 Volt Cordless Saw.

Dustless Cutting saw for cutting weatherboard and various other boards where the collection of toxic dust is important.

Stand No. 120-123

New access product from Portapath

Portapath Australia will be exhibiting a new access product called Pro-Track

Pro-Track will take the weight of cars, trucks and equipment while protecting the grass surface user
Look for Pro-Track on our stand

Stand No. 35

New Products from NTP

Four new Rotative Telescopic Handlers have been released by Manitou. Known as the MRT range, these incredibly compact machines have full 360 degree rotation and offer high load capabilities. The range begins at 14 metres and now extends to units that can deliver to a huge 21 metres.

A new Manitou product to be offered is the Maniloader. The Maniloader range is available in power outputs from 30Kw to 128Kw models. The Maniloader is especially designed for working in restricted areas and its features include hydrostatic transmission and four wheel steering. A large attachment range is available to make this newcomer a very versatile unit indeed.

Stand No. G12

Crommelins new range of products

Crommelins Machinery will be exhibiting a range of new equipment including;

Porta-Nailer Kit

A total nailing system, nails 3/8" to 33/32" tongue and groove flooring plus decorative wall panelling and ceiling resulting in quality installation.

Starquip Floor stripper

Makes stripping floors easy

Bluebird P18 Lawn Comber

One innovative platform, three unique roles. The P18 features a modular platform that conveniently allows you to configure the unit as Lawn Comber, Seeder or Lawn comber with rear-bagging capability to collect thatch.

Bluebird C18 Lawn Comber

The perfect rental power rake! Featherweight compact design, a folding handle and rugged construction.

Bluebird Stump Grinder

Well balanced design offers commercial power for maximum cutting performance

Stand No. 81-86

New Hobbymate from Advanced Power

Advanced Power's new Hobbymate incorporates a Briggs & Stratton engine and a 2.2 kVa alternator. The unit is mounted in a mobile frame, which can be easily wheeled and manoeuvred for use on small jobs that only require a small mobile generator.

Stand No. 48

Snorkels SRT26-70

The latest version of Snorkels SR26-70 will be on display. This unit is now available in four-wheel drive and with the stabilisers in the working position you have an impressive 27ft of platform height.

Stand No. 01, G6

Folding Table from Lifetime

Lifetime are introducing the Durable! Blow moulded polyethylene top folding table manufactured in the USA, The table features include lightweight design (Only 17kg), a UV stabilised all weather, high impact top. Heavy duty powder coated steel frame.

Stand No.133,134

New drill from Metabo

Metabo are presenting a new drill that switches itself off on contact with water pipes and electrical cable.

Stand No. 88,89

Kerricks new filter system

Kerrick Industrial Equipment will be displaying their new cartridge filter system that can be used for both wet and dry applications.

Stand No, 96,97

Main Road Department go with the flow

After much success with their other Mustang Skid Steer Loaders, the Queensland Main Roads Department, has recently purchased two Mustang 2070 Hi-Flow Skid Steer from Tutts-Tat Hong. The 2070 Hi-Flow is the most powerful and largest skid steer in the Mustang range, and is an ideal machine for those wanting more from their Skid Steer.

The optional Hi-flow feature which is now available on Mustangs smaller models the 2050 and 2060 as well as the 2070, increases the machines overall hydraulic pump capacity, and improves the ability to run optional attachments such as earth auger's and concrete hammers. In the instance of the Main Roads Department, they will primarily be using the machine to run a road profiler, which also requires water storage to be mounted to the roof of the machine.

The Hi-Flow operation enables the contractor to buy one machine instead of buying five or six by choosing several attachments to use that machine for a variety of applications, like site clearing, lifting and carrying, backfilling, landscaping and confined area applications.

Other features included in the machine sold to the MRD include the optional Two Pin Fast-A-Tach, as well as T-Bar steering/Foot Controls. The 2070 Hi-flow is powered by the Isuzu 4JBIT Turbo diesel engine producing 75HP and with the Hi-Flow option delivering 378pm at 3000 psi. In addition, the 2070 has 6,500 lbs of axle torque and traction effort with 6,000 lb bucket breakout force.

All Mustang models feature a no maintenance

direct drive coupler with large drive pumps and massive wheel motors. Mustangs "bowtie" drive system, increases drive system strength and performance while eliminating the need for internal chain adjustments.

Servicing of the Mustang machines has been simplified with a large swing out rear engine compartment door, flip up seat, easily removable ROPS and large side frame access panels. All fluid checks are easily accessible or fitted with visual sight gauges, plus the hydraulic system is sealed and pressurized to keep out unwanted dirt and contaminants.

The ergonomically designed operator cab is roomy and quiet with a suspension seat and arm rests and adjustable operational controls to meet the demands of a variety of operators. For more information on the Hi-Flow range of Mustangs, please contact Tutts-Tat Hong on 1300- 65 8888.



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Distributed By



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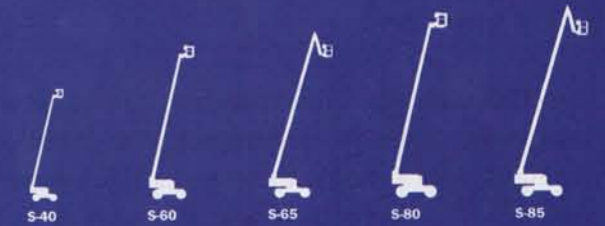
Man has always strived to run the fastest, to be the best, to find that edge that will give him ascendancy over the opposition, to create the perfect performer. For more than 35 years Genie has dedicated itself to the same pursuit, the quest for the perfect machine, the Elevating Work Platform that outperforms all others.

Every Genie performer is backed up by a parts and service regimen second to none. At any one time there are over 1500 line items on our shelves ready for speedy delivery to wherever you are and unless you are somewhere particularly inaccessible, we'll get the parts to you overnight.

We also closely monitor sales figures and breakdowns of specific models to ensure that the parts in stock are the parts that are needed. Our extensive workshop facilities in Brisbane are always ready to serve and if you are too far away, a network of Genie Australia trained service agents will be on hand to offer immediate assistance.



If you need technical assistance or spare parts we at Genie Australia will be out of the blocks as quickly as humanly possible to ensure that you can always achieve your personal best.



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

Genie Australia
GENIE MEANS MORE THAN LIFTING

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GEN162



Hire And Rental Association Of Australia



Launches Internet Web Site

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

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

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

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

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

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

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

www.hireandrental.com.au

Gerni



C L E A N I N G P O W E R



Lucky door prize

We are going to give away a New Gerni 2300 to a hire company as a door prize. All you need to do is place your business card in the barrel provided. The winner will be drawn 12.00 Wednesday 17th of May.

See us on Site Numbers 12, 13, 14

New product release - Gerni 2000 Series

Easy to service

A special feature of the 2000 range is that maintenance and servicing are relatively simple. High pressure cleaners are composed of a small number of modular components, making them manageable and easy to work with.

Ideal for hire

The unique design of the 2300 series hot cold & steam pressure cleaners gives an incredible 1960 psi pump pressure from a standard 10 amp power supply. By using a Gerni Turbo Laser the pressure increases to 2610 ETP psi.

Easy to use

Some of the features include:

- Automatic start stop
- 10 meter high pressure hose
- Low fuel level control
- Low water pressure control
- Overheating control

G-Power will also have on display the current range of Gerni Pressure cleaners as well as the Clark range of floor sanding equipment and associated hire products.

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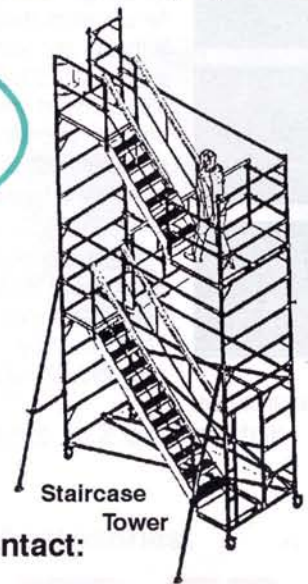
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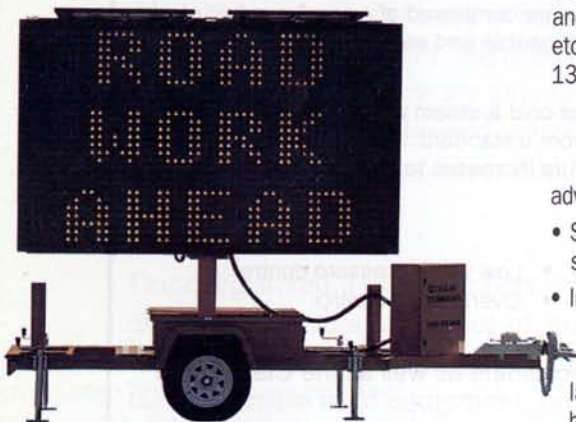
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JLG has long been a world leader in the design and manufacture of aerial access equipment.

And now, with our range of solar-powered traffic management signal systems, we guarantee the same expertise and commitment to advance technology on the ground as we do in the air.



Silent Messenger

Silent Messenger.

The Silent Messenger and Silent Messenger II are LED full matrix graphics display changeable message signs.



maintenance-free.

- The Silent Messenger is designed for use on multi-lane highways and features a 320cm x 193cm high display. It can show one, two or three line messages with a large selection of typefaces and symbols.

- Totally solar-powered for extended trouble-free performance. Environmentally desirable, virtually

- Electro-hydraulic system effortlessly raises sign panel into operating position. Back-up hand pump enables safe lowering of sign in event of hydraulic system failure.
- Heavy-duty sign mast ensures secure operation in high winds.

The compact Silent Messenger II is identical to its "big brother" except for size, and is designed for councils, municipalities, etc. It features a display panel of 233cm x 137cm high.

Silent Sentinel.

The Silent Sentinel is a solar-powered advance warning arrow panel.

- Silent, non-polluting renewable energy source. Virtually maintenance-free.
- Impact-resistant solar panels provide years of trouble-free service.
- LED lamps are twice as bright as the lamps used in most competitive arrow boards. Unbreakable polycarbonate (Lexan) lens.
- An automatic brake winch erects the arrow panel and solar array in one safe, easy operation.
- The trailer set-up is jobsite rugged. It offers superior support for the arrow panel and solar array in the travelling position.

Silent Signal.

The ultimate benefit of automated traffic signals is safety, as workers are fully protected within the work zone.

These electric/solar-powered portable traffic signals are available in two types.

The Super Quartz SQ2 is a basic, but versatile unit providing portable, precise



Silent Signal SQ2



Silent Sentinel

traffic control for a variety of applications such as:

- Sporting Events
- Construction Sites
- Bridgework
- Paving
- Emergency Intersections
- Disaster Traffic Control
- Roadside Repair
- Pedestrian Crossovers

The Super Quartz SQ5 is for larger projects, providing high visibility, with a vertical mast, horizontal mast arm and two signal heads.

The unit is tandem towable, and features fail-safe, non-conflict operational systems, giving you total control over your job site.

The unit can be easily erected in minutes by one person.

Find out more, contact JLG today.



Silent Signal SQ5



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Also Auckland - Wellington - Hamilton - Christchurch - Dunedin

* Kerrick reserves the right to alter specifications without notice

Hire Management Systems for the future

Software System Developments for the Hire Industry

How will you be operating your business next year?
All the following areas of Hire business functionality
are here now;

ON LINE BRANCHES - via the Internet

Unless your branches are just a local phone call away, connecting your branches using the phone system can prove expensive.

Today there is a low cost effective way to connect your branches, don't rent the phone line between them, use the Internet. The Internet is a world wide communication network now available where ever there is a phone line. The cost to connect to the Internet is minimal, normally a local call fee and a small monthly fee to your local ISP (that is your Internet Service Provider), of around \$30 to \$50 per month.

Oldfields Access, the Software Link's most recent major user to implement the Quick Track Hire and Sales Asset system have done just that. Oldfield's have branches in Australia in Sydney, Melbourne and Brisbane which are on line with Telstra. Oldfields have branches in New Zealand in Auckland and Wellington. These branches are connected to Oldfields main computer (where the Quick Track system is installed) in Sydney via a low cost Internet connection. The Auckland and Wellington branches are on line to Sydney all day. Performance is said by Oldfields to be "the same as in the Sydney office".

DON'T BUY THE SOFTWARE - RENT IT!

Using the same technology as above, The Software Link, Australasian Distributors of the market leading Quick Track system now offers prospective users a "network service" for a monthly access fee.

Under this service, prospective users do not need to buy a main computer, or any networking software or the Quick Track program.

All they need to use the system is an Internet connection at each of their branches, an access licence and Quick Track configuration and training from the Software Link. The Software Link provides all of the network file server requirements including all the Software required and the means for you to access the system from anywhere in Australia or New Zealand. In addition, they will carry out daily data integrity checking and system backups together with providing online support and help desk access.

The release of this service puts the Software Link right there with the computer industry leaders. A major

worldwide trend in software use, enabled by low cost reliable Internet access, now makes such systems a very cost effective alternate to owning your own Server, buying all the software you need and paying a substantial trunk or toll charge bill if you have interstate branches.

When you own your own system, there are many supply and service elements required to implement a reliable and safe system. First you need to buy a main computer with redundancy and backup systems.

Cost anywhere from 5,000 to \$25,000 depending upon your network size.

Add Windows NT Network Server software for your number of users, add backup systems and the cost of buying your own software.

You may need Word Processing, Spreadsheets, Accounting and stock control, etc. For the Quick Track System Hire Software, budget from around \$4,500 for a single user.

Now add the cost of maintaining your new system, replacing the hardware say every 3 years, updating the software regularly to keep at the front of your market plus paying that phone bill to be on line.

A properly installed and maintained system has a cost of ownership which will include all these parts as well as the cost of training and support.

Since you are in the Hire business not the computer business, just paying for the use of what you want rather than owning it can be a very cost effective alternative.

The future trend for software use is in the direction outlined above.

The method of use being that the software products you need are placed on a Server computer somewhere in the world. You get a monthly bill for using the system via the Internet.

For example, if you are a hire company which needs say a Hire management System for say, 10 users to access in Sydney, 8 in Melbourne, 3 Adelaide, 3 Brisbane etc. you can enter into a Contract for the provision of a user and network services with a company such as the Software Link. The Software Link will provide all the above services for a fixed monthly fee.

PARTS & SUPPLIERS SHOPPING

It is a two way thing, once you have an Internet connection and go search for something, you, like the rest of us, will be awestruck with the speed and simplicity of the process. You can search locally or worldwide, in English or any language for any subject on earth. Whether to track down your family tree or search for engine parts. To find a Party Hire company in Hastings NZ or an Audio Visual Hire company in Melbourne all takes just a few seconds!

Europe's leading EWP manufacturer announces support programme for Australia

Haulotte Australia, the local arm of Pinguely Haulotte, Europe's leading manufacturer of elevating work platforms, has just announced an exclusive Australia wide product support arrangement with Red Australia.

"The arrangement covers the full range of self-propelled scissors, vertical masts, knuckle and stick boom platforms," explained the Managing Director of Haulotte Australia, Mr. Bernie Kiekebosch. Red Australia, formerly TNT Komatsu Forklifts, is a long established Australian company which markets the Komatsu, Jungheinrich and Bendi ranges of forklifts, the Hiab range of truck loading cranes and the Maxon and Ethel range of hydraulic tailgate loaders.

Red Australia is ISO 5002 accredited

"Haulotte Australia, with its Australian headquarters in Melbourne, recognised that success for the company would very much rely on meeting the demands for product support that would be placed on the company ... particularly the demands of the rental sector," explained Mr. Kiekebosch.

Red Australia, with its network of 16 strategically located service sites around Australia together with its fleet of 130 service vehicles and 225 service

personnel, made the group an ideal choice for Haulotte Australia.

In commenting on the arrangement, Red Australia's Managing Director, Mark Kataoka, said his company undertakes to provide support service 24 hours a day, seven days a week.

"We continuously monitor our response time and level of service. This is an important part of our ISO 9002 accreditation," he explained.

Haulotte Australia will continue to market its product direct to the rental market on a national basis, but Red

Australia will also sell the Haulotte product range, on an exclusive basis, to the non-rental end user via its 16 outlets across Australia

"Haulotte Australia has already completed a number of product sales and service training courses for personnel at Red Australia. A continuing programme is in place for the coming months," concluded Mr. Kiekebosch

For more information contact Bernie Kiekebosch at Haulotte

Australia Phone: (03) 9706 6787 Fax: (03) 9706 6797
e-mail: sales@haulotte.co.au



Haulotte, Australia Bernie Kiekebosch with Red Australia Managing Director, Mr Mark Kataoka

PUT YOUR BUSINESS ON THE WEB

In moving your business into the future, a prospective hire customer is searching for just what you have for hire. At present, in April 2000, how do they find you? Yes, they can look in the yellow pages, as many still do. But today that habit is rapidly changing. Those prospects with a computer will want to find their requirements and search for what they want to buy or hire on the Internet.

When they search on the Internet for your type of hire in your area, will they find you or your competitor? If they can not find you, but find one of your competitors, guess who may get the business?

You can prevent this by being there. The current Quick Track system now is available with web Shopping to put your whole rate book and pictures with specifications of your equipment out there "in their face"!

Also, if you wish, customers and prospects can check on availability of your stock for hire and your account customers will be able to check their account balances and look up or print Invoices and Contracts.

Summary

We live in a rapidly changing world of computer technology. All the above developments are here today, they are in use today, soon a competitor near you will move into these areas and have advantages you are missing. The Software Link provides all the above

services to help Hire companies through out Australia and New Zealand to stay in front.

Contact them for more information.

The Author

Chris Pannell has been actively involved in the Hire & Rental Industry in Europe, Australia & New Zealand for more than 30 years, he is a qualified mechanical engineer & designer. He is 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 by Systematics 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, Oldfields Access 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: chris@softwarelink.com.au
www.softwarelink.com.au.

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Stationery Order Form

Revised 1/1/2000

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

* 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

P.O. Box 1304 Mona Vale NSW 2103 Tel: (02) 9997 5166 Fax: (02) 9997 4485

Now JLG is a Movie Star!

A JLG articulating boom lift has a starring role on the backlot of Fox Studios in Sydney. Hi-Lift Rentals, a division of National Hire, purchased the first model 800AJ available in Australia seven months ago. The 80 foot unit is fitted with the exclusive QuikStik™ articulating boom. The QuikStik™ boom design allows the platform to be lowered to the ground while the tower boom is fully raised and extended. As well, it links two lifting actions, simultaneously raising both

the upper boom and tower boom. As a result, the operator can go from ground level to full elevation in less than 50 seconds. David Frazer of Hi-Lift Rentals noted that his customers have been particularly impressed with the versatility and exceptional stability of the 800AJ as well as the increased productivity resulting from an axle design that doesn't require the "traditional" extension prior to elevation of the boom.

Fox Studios use the 800AJ to access high facades, advertising signs / lights etc. Hi-Lift Rentals expect further starring roles to come its way in the near future! If you'd like to know more about the 800 Series articulating boom lifts



contact

Tim Nuttall,

General Manager

JLG Industries (Aust)

549 Blackburn Road

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HIRE & RENTAL ASSOCIATION OF AUSTRALIA NATIONAL CONFERENCE & EXHIBITION



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INVITATION

The Hire and Rental Association of Australia Queensland Committee invite you and your colleagues to attend the National Conference to be held at Conrad Jupiters from the 15th – 17th May 2000.

The New Year promises to provide many new opportunities for us all and the conference will be no exception. We are fortunate to have the President elect of the American Rental Association joining us to share his knowledge on the current trends and marketing on an international scene.

The beautiful, sunny Gold Coast is a perfect location to provide delegates and their families with the opportunity to enjoy the local delights as well as participating in an interactive conference which we believe will provide the opportunity to learn and to grow your business.

We look forward to seeing you in May for a memorable, fun, learning experience.

Regards,

Peter Walden
Conference Convenor



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

SPEAKER PROFILES

Mr Frank Wilson – President elect of the American Rental Association
Georgia, Atlanta. USA

Frank Wilson has been in the rental business since 1980. He joined the American Rental Association in 1981. He is a member of these local and state association affiliates of the American Rental Association: Southeastern Rental Operators Association, Atlanta Metro Rental Association, the A.R.A. of Tennessee. In 1997 Wilson served as a director of the A.R. A. of Florida.

Frank is the Owner of Tents & Events and will give an insight into the latest trends and status of the equipment and rental industry in the U.S.



Mr Monte Huebsch – Director, AussieWeb Pty Ltd
Brisbane, Australia

Monte's consulting firm specialises in the appropriate application of technology to make companies more competitive and profitable. Monte is a frequent speaker and trainer about the most appropriate existing or emerging tools so that businesses can increase their margins and sales.



CONFERENCE FORMAL DINNER

The Conference Dinner will be held on Wednesday 17th May at Conrad Jupiters in the Pavilion.

A seating plan will be available at the registration desk from Sunday afternoon to Wednesday morning tea.

The conference dinner will be a night to remember!

CONFERENCE SESSIONS

The opening session on Monday 15th May will be held in Conrad Jupiters Theatre located on the ground floor adjacent to Spinners Café.

Workshops will be conducted in the meeting rooms in the conference area of Conrad Jupiters. These rooms will be sign posted on the day.

PAYMENTS

All registrations must be made on the official Registration Form and accompanied by full payment of registration fees and additional fees.

You can pay by credit cards as nominated or by bank draft or cheque in Australian dollars only and must be made payable to:

HRAA Convention Account

Please advise credit card details on your registration form for your accommodation booking. These details will be passed on to the hotel for their use only, and will not be processed until you check in. Please do not send deposits or payments for your accommodation.

REGISTRATION AND INFORMATION

The Registration desk will be located in the Pavilion Gallery at Conrad Jupiters.

We suggest that you collect your documents as soon as possible after your arrival. Your name badge will act as your admittance to the conference, trade exhibition and field day.

Registration documents will be available for individual collection during the following hours.

Sunday 14th May	3.00pm – 7.00pm
Monday 15th May	7.30am – 6.30pm
Tuesday 16th May	6.45am – 6.00pm
Wednesday 17th May	8.00am – 6.00pm

TRADE EXHIBITION AND FIELD DAY

The Pavilion Ballroom and a Hoecker structure at Conrad Jupiters will house the trade exhibition. This will provide the opportunity for delegates to view the most recent products and equipment available. The field day on Wednesday 17th May will be held at Carrara and this will enable delegates the opportunity to have a hands on experience of the equipment.

Shuttle buses will operate from Conrad Jupiters to the field day and return.

YARD TOURS

The yard tours on Wednesday 17th May will visit four companies on the Gold Coast, including a lighting and audio showroom and will finish at the field day where lunch will be served.

Coaches will depart Conrad Jupiters at 10.00am.

CANCELLATIONS AND REFUNDS

Cancellations must be made in writing to the Conference Secretariat. A full refund less an administrative fee of \$80.00 will be paid on cancellations notified prior to the 15th April 2000. No refunds will be paid after this date, however substitute delegates will be welcome.

Any applicable refunds will be made after the Conference.

FOR FURTHER DETAILS PLEASE CONTACT:

The Hire and Rental Association of Australia – **Conference Secretariat**

PO Box 604, MORNINGSIDE QLD 4170 Tel: 61 7 3899 4526 Fax: 61 7 3899 4561

Email: hraqld@bigpond.com

Disclaimer: In the event of industrial disruptions, the Conference Organisers accept no responsibility for loss of monies incurred by the delegates.

The program is correct at the time of printing, but the Organisers reserve the right to alter the program if and as deemed.

TRADE EXHIBITOR REGISTRATION:

Attendance at conference sessions and workshops
Entry to the trade exhibition
Morning and afternoon teas on Monday and Tuesday
Lunch on Monday and Tuesday
Queensland BBQ on Monday night including beverages
Exhibitors breakfast on Tuesday

ACCOMMODATION and CONFERENCE VENUE

Conrad Jupiters Hotel
Broadbeach Island
Gold Coast Qld 4218

Tel: 61 7 5592 1133 Fax: 61 7 5592 8219

Conrad Jupiters is located on Broadbeach Island, just five minutes from the heart of Surfers Paradise. All rooms have views to either the Hinterland or the Ocean.

The hotel has a public car park on site which is accessible 24 hours a day and valet car parking is available at a cost of \$5.00 per car per stay.

Check in time is 1.00pm and check out time is 11.00am.

If you will be arriving after 6.00pm please advise the hotel direct.

Please note: Rooms will only be confirmed where credit card details are provided to guarantee your booking. Your credit card details will be passed directly to the hotel for their use only and will not be processed until you check in. Please do not send deposits for your accommodation! A cancellation fee of one night's room rate is applicable for cancellations after the 14 April 2000 and for no show bookings.

GENERAL INFORMATION

AIRPORT TRANSFERS

An airport shuttle operates between Coolangatta Airport to Conrad Jupiters and takes approximately 25 minutes. The cost is \$9.00 per person one way.

Coach transfers are available from Brisbane Domestic and International Airports. A train service operates regular services between Brisbane and the Gold Coast. Please check with your airline or travel agent for details on departure times and costs.

PRE AND POST CONFERENCE TRAVEL AND TOURS

Ansett Australia have been appointed the official airline for the Hire and Rental Association of Australia National Conference and Exhibition.

Ansett Australia are offering delegates special event airfares along with their normal published discount airfares. Conditions and specific seating class availability apply to all fares.

For all flight reservations and fare conditions please telephone Ansett Australia on:

13 1300 and quote Master file MC 07395. Master file number must be quoted to access the special event airfares.

TRAVEL INSURANCE AND VISAS

Registration fees do not include personal travel insurance of any kind.

We recommend that you take out a travel insurance policy to cover loss, cancellation, medical conditions etc.

If you are travelling from overseas please check with your airline or travel agent regarding visas and entry permits into Australia.

CONFERENCE ATTIRE

Usually May in Queensland gives us warm days and cool nights, with temperatures ranging from 18 – 25 degrees celsius, so we suggest comfortable casual clothing for day wear and as most social functions are outdoors a warm jacket would be advisable.

CONFERENCE PROGRAM

SUNDAY 14th MAY

- Golf at Royal Pines Resort
 Trade Exhibition set up
 3.00pm-7.00pm Registration in Pavilion Gallery Conrad Jupiters

MONDAY 15th MAY

- 7.30am Registration – Pavilion Gallery
 9.00am Conference Opening Session – Conrad Jupiters Theatre
Mr Peter Walden Conference Convenor
 Hire and Rental Association of Australia
 9.15am **Mr Frank Wilson** President elect, The American Rental Association
Status of equipment and the rental industry in the U.S.
 10.30am Morning Tea
 11.00am **Mr Monte Huebsch** Director of Aussie Web Pty Ltd
Creating sales 'Action, Loyalty & Lust'
 12noon Lunch and opening of Trade Exhibition
 Sponsored by OAMPS Insurance Brokers Ltd
 12noon-7.00pm Trade Exhibition
 3.00pm Afternoon Tea
 7.00pm-10.00pm "Queensland BBQ" Welcome Reception
 Conrad Jupiters Sandstone Terrace

TUESDAY 16th MAY

- 6.45am Registration – Pavilion Gallery
 7.00am-8.30am Trade Exhibitors' Breakfast
 Conrad Jupiters
 9.00am-12.30pm Trade Exhibition
 10.30am Morning Tea
 11.00am-12.30pm Workshop 1 Party Hire/Events in Tents – **Frank Wilson**
 Workshop 2 Elevating Work Platforms – **Phil Newby, EWPA**
 12.30pm Lunch
 1.30pm-5.00pm Trade Exhibition
 2.00pm-3.00pm Workshop 3 Compaction – **Jim Harris, Ingersoll-Rand (Australia) Ltd**
 Workshop 4 Product Liability – **James Kerr Jnr, Red Roo Sales and Service**
 3.00pm Afternoon Tea
 6.30pm-11.00pm Warner Bros. Movie World Dinner
 Coach Transfers

WEDNESDAY 17th MAY

- 8.00am Registration – Pavilion Gallery
 10.00am-12.30pm Yard Tours – General Hire, Kennards Hire and Coates Shorco Sykes including a lighting and audio showroom. Morning tea will be included.
 10.00am-4.00pm Field Day – Carrara
 Sponsored by JLG Industries (Australia)
 7.00pm-Midnight Conference Formal Dinner – Conrad Jupiters
 Sponsored by Genie Australia

REGISTRATION FORM

HIRE &
RENTAL

WORKSHOPS

TUESDAY 16th MAY

Events in Tents – Frank Wilson – Events in Tents, USA

This workshop will give you an insight into the most practical ways to make the most of a limited budget through to an extravaganza.

Elevating Work Platforms – Phil Newby – Executive Director, EWPAA

Discussion forum on the key issues relating to the access industry including operator training and second hand equipment.

Compaction – Jim Harris – Ingersoll-Rand (Australia) Ltd

To understand how a compactor operates you need to understand how it works.

Product Liability – James Kerr Jnr – Red Roo Sales and Service

A case study in outdoor power equipment product liability.

ACCOMPANYING PERSONS PROGRAM

MONDAY 15th MAY

Conference opening session and trade exhibition

Day at leisure

Visit Pacific Fair Shopping Centre (VIP cards for all accompanying persons)

Or take the local bus to Marina Mirage and visit the galleries and designer boutiques

This evening experience a "Queensland BBQ" on the sandstone terrace of Conrad Jupiters (included in registration)

TUESDAY 16th MAY

8.00am Registration – Pavilion Gallery

9.00am Trade Exhibition

10.00am-3.00pm Canungra Valley Vineyard Tour
Wine tasting and lunch included (included in registration)
Coach transfer from Conrad Jupiters and return

6.30pm-11.00pm Warner Bros. Movie World Dinner
Cost of \$50.00 per person
Coach transfer from Conrad Jupiters and return

WEDNESDAY 17th MAY

5.30am-9.30am Hot Air Balloon flight over the Gold Coast
Cost of \$175.00 per person
Includes coach transfers, champagne celebration and savouries and personalised flight certificates

8.00am Registration – Pavilion Gallery

Day at leisure

7.00pm Pre Dinner Drinks

7.30pm-Midnight Conference Formal Dinner
Conrad Jupiters
Cost of \$85.00 per person including beverages

SOCIAL EVENTS

SUNDAY 14th MAY

Golf at Royal Pines Resort - \$65.00 per person including motorised cart, club hire \$30.00 per set.

Ambrose day with nearest to the pin and the Bradmans Award

Neat casual golf attire being a collared shirt and soft spiked golf shoes are compulsory.

Lunch and refreshments at own cost

Day at leisure

Shopping at Pacific Fair (VIP card included)

MONDAY 15th MAY

A "Queensland BBQ" will be held on the sandstone terrace at Conrad Jupiters.

Registered delegates, accompanying persons and registered trade exhibitors will be able to sample some traditional Queensland hospitality and culinary delights and be able to catch up with friends from previous conferences. (this evening is included in your registration)

TUESDAY 16th MAY

Warner Bros. Movie World Dinner

The evening will take the form of fun, surprises, entertainment and who knows your talent may be recognised. This fabulous night will be remembered for many months to come and is being offered at a very reasonable cost.

Transfer from Conrad Jupiters to Warner Bros. Movie World and return will be by coach.

Cost of **\$50.00** per person including beverages

WEDNESDAY 17th MAY

The Conference Formal Dinner will be the perfect opportunity for fun, dancing and sampling of fine fare and wine.

A seating plan will be available at the registration desk, so get your friends together and reserve your places.

This extravaganza will cost **\$85.00** per person including beverages

Sponsored by Genie Australia

REGISTRATION FEES

Full Delegate Registration (before February 28 2000)	\$250.00
Full Delegate Registration (after February 28 2000)	\$300.00
Accompanying Person Registration	\$250.00
Trade Exhibitor Registration	\$200.00

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

Your registration will be confirmed as soon as possible after receipt of your completed form and remittance.

Any alterations to your registration must be made in writing to the secretariat.

REGISTRATION INCLUSIONS

FULL DELEGATE:

Attendance at conference sessions and workshops
Entry to the trade exhibition
Conference satchel and inclusions
Morning and afternoon teas on Monday and Tuesday
Lunch on Monday and Tuesday
Field day on Wednesday including lunch
Queensland BBQ on Monday night including beverages

ACCOMPANYING PERSONS:

Attendance at conference sessions and workshops
Entry to the trade exhibition
Conference satchel and inclusions
Morning and afternoon teas on Monday and Tuesday
Lunch on Monday and Tuesday
Queensland BBQ on Monday night including beverages
Canungra Valley Vineyard tour Tuesday including lunch

REGISTRATION FORM

Hire and Rental Association of Australia
National Conference and Exhibition

15th - 17th May 2000



Please complete one form per person and return to the conference secretariat. Photocopy the form if necessary.

PERSONAL INFORMATION (please type or print in block letters)

Title(Mr/Mrs/Ms) _____ Family Name _____ Given Name _____

Preferred name for Name Badge _____

Company/Organisation _____

Address (number/street) _____

Town/Suburb _____ State _____ Post Code _____

Day-time Telephone _____ Mobile Telephone _____

Facsimile _____ E-mail _____

ACCOMPANYING PERSONS name if participating in Conference Program

Family Name _____ Given Name _____

REGISTRATION FEES (in Australian Dollars)

Category	Before 28th Feb 2000	After 28th Feb 2000	
Full Delegate Registration	\$250.00	\$300.00	\$ _____
Accompanying Person	\$250.00	\$250.00	\$ _____
Trade Exhibitor	\$200.00	\$200.00	\$ _____

Registration Fees

\$ _____

SOCIAL PROGRAM

Please indicate the number of tickets required for each event. Tickets will not be issued automatically for inclusive events unless indicated.

		Cost per person	No of Tickets	Total \$
Sunday 14th May	Golf at Royal Pines Resort	\$65.00	_____	_____
	Golf club hire	\$30.00	_____	_____
Monday 15th May	"Queensland BBQ" (Incl for delegates, acc persons, trade exhibitors)		_____	N/C
	Extra tickets	\$50.00	_____	_____
Tuesday 16th May	Warner Bros. Movie World Theme Park Dinner	\$50.00	_____	_____
Wednesday 17th May	Conference Formal Dinner	\$85.00	_____	_____

Social Program

\$ _____

ACCOMPANYING PERSONS

Tuesday 16th May	Canungra Vineyard (Incl for accompanying persons)		_____	N/C
	Extra ticket	\$40.00	_____	_____
Wednesday 17th May	Hot Air Balloon Flight	\$175.00	_____	_____

Accompanying Persons Tours

\$ _____

YARD TOURS

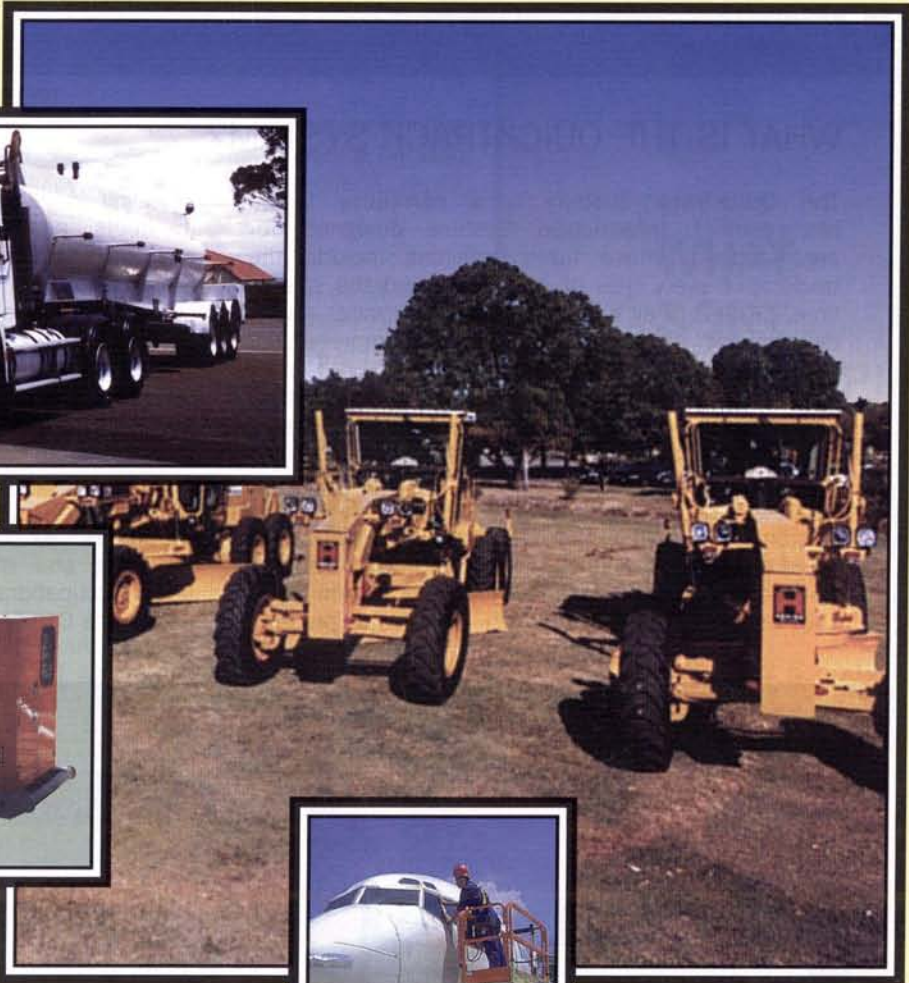
Wednesday 17th May	Yard Tours	\$30.00	_____	_____
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Yard Tour

\$ _____

WORKSHOPS (Please indicate which workshop you will be attending)

Events in Tents EWP Compaction Product Liability



 **QuickTrack[®]**
By Systematics Computer Services

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

Now
Web Enabled
for live Internet access

Quick Track your assets wherever they are!

QUICKTRACK
File Edit View

WHAT IS THE QUICKTRACK SYSTEM?

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

Included in the QuickTrack MIS System records are Customers, Suppliers, Sales, Hire and fixed assets and all of their related financial, repair and usage records. By following a set of simple routines the System tracks the business activities, both past and present,

including Assets, Liabilities, Revenues and Expenses. It deals accurately with all the aspects of any business which involves the charging for use by time and the sale of all types of related products and services without omissions or duplication.

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

QUICKTRACK
File Edit View

QUALITY ASSURANCE MANAGEMENT

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

COST CENTRE MANAGEMENT

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

QUICKTRACK
File Edit View

SUPPORT & TRAINING

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

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

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

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

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

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

QUICKTRACK
File Edit View

ASSET MANAGEMENT

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

OCCUPATIONAL HEALTH & SAFETY

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

QUICKTRACK
File Edit View

AT THE COUNTER

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

BACK OFFICE

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

WHAT SORT OF PEOPLE USE THE QUICKTRACK SYSTEM?

- **FLEET MANAGERS**
Caterpillar & Komatsu
Main Roads Queensland
Search Equipment Rentals
- **AUDIO VISUAL & MEDICAL HIRERS**
Able Medical Hire
Audio Visual Dynamics
- **PARTY & EVENT HIRERS**
HireMaster
Hire Society
Turners Hire
Combined Event Rentals
- **PLANT & GENERAL HIRERS**
Aggreko Generators
Aust Temporary Fencing
Carnegie Rental
Moorland Hire
- **RETAILERS & WHOLESALERS**
Hire Services
Millens Hire & Hardware
Rosline Pumps & Mach
- **VEHICLE HIRERS**
Abell Car Hire
Dennis Smith Rentals
Go Hire
Meghaven Hire

WHATEVER YOUR ASSETS...



“

Caradel has taken advantage of the excellent training and support services provided by the Software Link. We have built a very effective tool to manage our business. Quick Track is a very well developed program and we are happy to endorse it and its suppliers.

Rohan Geale
 Manager Finance and Administration
 CARADEL HIRE

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

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

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

Tim Mikklesen
 General Manager. Hiremaster Palmerston North NZ

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

Kevin Healy
 Accountant. Millens Industries Mackay Queensland

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

Mike Wilton
 Director. Moorland Hire Ltd Melbourne

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

Jane MacGregor
 Accountant. Search Equipment Rentals Perth WA

”



The Windows symbol is a trademark of the Microsoft Corporation

The QuickTrack® System is designed and developed by -



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

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

Distributed throughout Australia and the Pacific Region by -



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 NSW 2261 Australia

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 Int'l: +612-4362 3388
 Fax: +612-4362 8845

e-mail: info@softwarelink.com.au

Website: <http://www.softwarelink.com.au>



Exhibitors Showcase

Abbott Aluminium Scaffold 137 Boundary Road
PEAKHURST NSW 2210

Tel: (02) 9533 5344 0414 355 916

Fax: (02) 9533 5844

Email: abbco@hotlinks.net.au

Abbott Aluminium Scaffold manufacture a quality range of scaffold products and is a major supplier of Scaffold to the Hire companies in Sydney.

The hire companies prefer to buy the Abbott product simply because it represents the best value for money, for a product that has little or no maintenance.

Additional wall thickness (2.6mm) means no more bent braces, TIG welded construction of our frames means no more cracked welds or broken casing.

Fully bolted decks means you never have to discard a deck again. 500mm transom centres means no more special guard rail frames. Every frame is a base frame, every frame is a building frame and every frame is a guard rail frame.

A 48.6mm OD tube means you can use all standard scaffold fittings without damage to your frames. Abbott Scaffolds offers you a product that is far more versatile and maintenance free than any other scaffold on the market and you don't pay more for the extra benefits.

See us on;

Stand No. 99

* * *

Advanced Power

33 Shepherd Street

LIVERPOOL NSW 2170

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

Email sales@apower.com.au

Advanced Power manufacture portable generators to Hire and Rental company specifications. This can vary from generator frame colour to options supplied with the portable generators.

On display on stand 48 will be the following;

2.5kVA, 5.8kVA Hire Specification

Portable Generator/Welder Hire Specification

Portable Workshop 4-in-1 Hire Specification

The portable workshop incorporates a 7kVa generator, 1 80-200 amp welder, air compressor and battery charger making this a portable workshop in one unit.

Stand No. 48

* * *

Airdraulic Birco Group

Unit 9/39 Herbert Street

ST LEONARDS NSW 2065 Tel: (02) 9439

4200 Fax: (02) 9439 5636

Email: sales@abgpl.com.au

Airdraulic Birco Group proudly releases the

MACDONALD range of Ergonomic Breakers which reduce vibration to the operator by up to 80%. These ergonomic breakers are an addition to the already established range of spaders and breakers from MACDONALD

We also release the ALLMOND Portable Lights. Offering 2 models, these feature metal halide floodlights illuminating more area than ten 1000 watt quartz lights. These compact units are robust yet very portable, have extendible masts (up to 4 metres) and are designed for applications where high quality lighting is required on construction sites, party hire applications, rescue and emergency sites etc.

Other products on exhibit will be our range of ABG fans, pumps, heaters plus our consumable tools and drills for all electric and pneumatic tools.

Stand No. 56,57

* * *

All Power Industries

319 Middleborough Road

BOX HILL

VICTORIA 3128

Tel: (03) 9890 4200 Fax: (03) 9890 4249

Allpower Industries Australia provides one of the largest ranges of quality garden power equipment in Australia.

With our line up of products including Ariens Rotary Hoes and Tillers, Self Propelled Mowers and Ride- Ons, Echo Brushcutters, Chainsaws, Hedge Trimmers and Power Blowers and Vacuums all with a full 12 months parts and labour warranty for commercial use, Mitsubishi Generators fully made in Japan with models ranging from 1.5kVA-5.7kVA all equipped with large fuel tanks and excellent engineering designed for long life.

The Aussie Made - Aussie Tough 19" Supaswift Commercial Mower powered by a 5h.p. Honda is built to last - see us at

Stand No. 44

* * *

Alquip Pty Ltd

10 Rocla Court

TOOWOOMBA QLD 4350

Tel: (07) 4633 3222 Fax: (07) 4633 1050

Email: dlm@alquip.com

Alquip is a locally owned and operated manufacturer of quality aluminium access equipment. Originating in Brisbane in 1985 the company has been based in Toowoomba since 1993. Alquip Pty Ltd is highly regarded within the building industry and associated trades, catering predominately to the aluminium access equipment hire and sales markets.

Call in and see the friendly staff of Alquip at stand 31 of the Hire and Rental Trade Show and check out the range of access equipment available.

Stand No. 31

* * *
Atlas Copco Hire Australia
PO Box 6134 BLACKTOWN
NSW 2148
(02) 9621 9700 (02) 9621 9817

Atlas Copco will be exhibiting a range of electric and pneumatic construction tools from the Atlas Copco, Kango and Chicago Pneumatic ranges. Also a range of Atlas Copco hydraulic breakers showing the unique solid body concept. From Atlas Copco Compressors there will be a portable compressor and generator.

Stand No. 115

* * *
Australian Portable Dancefloor & Staging
2 Townsend Street
MAWSON ACT 2606
Tel: (02) 6285 4211 0414 504 704
Fax: (02) 6285 2242

Australian Portable Dancefloors is the manufacturer of Portable dance floors, Portable staging systems, and Trestle tables and banquet tables

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

They will be releasing their new Ezi-floor, the Ezi locking portable dance floor system on which you can save up to 60% time and labour on installation and removal of your portable dance floor. No grub screws or tools to use and no hassles.

They will also be showing their new product called Up Stage.

Stand No. 87

* * *
Aussie Roof Rails
4 Alexander Street
CALOUNDRA
QLD 4551

Tel: (07) 5491 1362 0412 732 790

We will be exhibiting our complete range of edge protection for home construction, steel purlin buildings and tilt walls. We will also be showing our Super Rail platform system that can be used for installing fascias and gutters on almost any buildings and can be bolted to the face of a tilt wall to allow the trades to work as comfortably and safely as on the ground.

We will be introducing our new interlocking plank system, and our double deck bracket that supports a handrail on top of the Stramit speeddeck roofing sheets, as well as additions to our Super Rail System.

STAND NO. 134

* * *

Baytex Manufacturing Co Ltd
PO Box 4370
MT MAUNGANUI SOUTH NZ
NEW ZEALAND

Tel: (64) 7579 0190 Fax: (64) 7579 0194

Email: sales@baytex.co.nz

Springtop: Sizes from 2.4m thru to 10m at a cost effective price. Quick to erect and very easy to use.

Clipframe: A revamp of the proven Clipframe design sees the introduction of new tubular alloy frame with a pull-through roof system. Clipframe now goes up faster than ever and to any length.

Electron Marquee: Sizes from 6m to 18m wide. Lightweight 2 pce pushpole with option of 2.1m or 2.4 m sidewall height. Quality construction ensures a stable and wind effective marquee.

Silk Linings: The instant "make over" for any marquees or structure. Installs quickly and easily. Available in white, black and champagne. complete with hardware.

Stand No. 93

* * *

Briggs & Stratton Aust
PO Box 714

ARCHERFIELD QLD 4108

Tel: (07) 3875 1175 Fax: (07) 3875 1769

Email: bsaqld@ozemail.com.au

Briggs & Stratton the world's largest manufacturer of air cooled petrol engines from 2 to 22 hp vertical and horizontal shaft and Australian Distributors of Lister diesel engines

Stand No. 98

* * *

Champion Compressors Ltd
Princes Highway HALLAM
VIC 3803

Tel: (03) 9703 8000 Fax: (03) 9703 8053

Sullair Europe's range of portable air compressors are about to be released by Champion Compressors Ltd, their Australian partner.

These physically small, lightweight, typically European machines complement the heavier more robust American machines.

Champion will be displaying five machines available in the range of competitively priced compressors. They're fitted with well proven Kubota Diesel Engines .

S 35K (33 L/S 711cfm) S 45K (40 L/S 851cfm)
S 55K (51 L/S 1061cfm), S 65K (64 L/S 1351cfm)
S 85K (83 L/S 1801cfm)

The S 35K to S 65K are less than 745kg whilst the S 85K is only 820kg.

We look forward to seeing you at

Stand No. 36

* * *

Compaction Equipment Sales

PO Box 5015

BRENDALE QLD 4500

Tel: (07) 3881 0507 Fax: (07) 3881 0508

Compaction equipment will be displaying their range of compaction equipment available to the Hire Industry.

Stand No. 94,101

* * *

Compair

PO Box 113

ARCHERFIELD

QLD 4108

Tel: (18) 0063 4073 0417 798 936

Fax: (07) 3875 1529

Email: maxl@compair.com.au

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

Please come and see us at the Hire and Rental Exhibition to discuss your needs or alternatively call Peter Gelmi, National Business Manager, Construction/Hire and Rental.

Tel 1800 634 073 0418 317 822 Fax: 1800 638 854

Stand No. 54,55

* * *

Crommelins Machinery

Wellington Street

KEW VIC 3101

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

Email@crommelins.com.au

Crommelins Machinery are the distributors of quality equipment for the Hire and Construction Industries. They have been the sole distributor of Robin engines, pumps and generators in Australia for 37 Years.

Crommelins produce their own generators, pumps, welders, washers, concreting and compaction equipment, plus represent Robin Bluebird Lawn Care products, Silverline Floor Sanders, Earles wallpaper strippers, Groundhog trenchers, all powered equipment being fitted with Robin engines.

All products Crommelins represent are test proven before entering the marketplace. Crommelins has exciting new products to present at the Convention.

Stand No. 81- 86

* * *

Dembicon Australia

29 Kinkaid Ave

NORTH PLYMPTON

SA 5037

Tel: (08) 8375 1000 0418 854 697

Fax: (08) 8371 0990

An exhibition at the Gold Coast - Yes, we'll be there! In fact, we have been attending Hire Shows for over 20 years.

Dembicon is the industry's leading supplier and one of the few remaining Australian manufacturers of Diamond Tools. We stock the largest range of diamond tools and equipment and have the advantage of an experienced staff, many having over 10 years experience. Join together these factors and our strong involvement in the hire industry for all these years it stands to reason that we should be able to offer products and advise on all your current and future cutting, drilling and grinding requirements.

Please come and enjoy our hospitality at

Stand No. 102,103

* * *

Dingo Mini Diggers Pty Ltd

30 Owen Street

DALBY

QLD 4405

Tel : (07) 4672 5400 0417977451

Fax: (07) 4672 5422

Email: dingo@dingominidiggers.com

Dingo Mini Diggers. The worlds leading mini digger easily completes a wide range of tasks such as trenching, posthole digging, and 4 in 1 bucket work in a user friendly manner that has it out for more jobs, more often. Find out why the Dingo is preferred by Australia's top hire companies. See our friendly sales team, from branches across Australia, at the Hire and Rental exhibition or phone the Dingo head office on (07) 4672 5400.

Stand No. 67,68,71,72

* * *

Ditch Witch Aust

9 Grex Avenue

MINCHINBURY

NSW 2770

Tel: (02) 9677 9011 0417320007

Fax: 9677 9375

Email: sbrown@batequip.com.au

Ditch Witch Australia will exhibit the following products at the Hire and Rental 2000 Convention and Exhibition.

Ditch Witch 1030/1230,1820 pedestrian trenchers. Ditch Witch 3700 ride-on trencher.

Subsite 75 R and T Electronic Pipe and Cable locators.

Stanley Hydraulic powerpacks, breakers, pumps and chain saws. Stanley Trachorse self propelled trac carrier with dual hydraulic circuits.

Trenchmaster F990H and F1201 Mini-Trenchers.

Ditch Witch Australia will be demonstrating products during the outside demonstration portion of the program.

Stand No. 58

* * *

Finlease
PO Box 1013
NORTH SYDNEY
NSW 2059
Tel: (02) 9959 3122

Finlease is best known as a "coal face" finance broker". We specialise in arranging equipment finance (traditional leases/CHP, operating leases, rental and property finance) facilities. We will tailor a package to suit your individual needs. Finlease's services are provided throughout Australia, our policy is simple "we'll raise The Finance so your Business Can Boom."

At Finlease we will gladly arrange pre-approved finance limits (at no cost nor any obligation) which gives you the benefit of being able to immediately purchase equipment without having to wait for finance approvals.

Should you wish to discuss any of the above further please see Jeff Wilson or Steve Daley at the Trade Show.

Stand No. 143

* * *

Flextool (Aust) Pty Ltd
GPO Box 1102
COLLINGWOOD
VIC 3066

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

Email: sales@flextool.com.au

The staff at Flextool look forward to meeting you, and introducing our complete range of revenue making equipment. Our display includes Flextool Vibrators, Pumps, Drive Units, Plate Compactors, Power Trowels, Brick and Floor Saws, Diamond Blades, the new 4-stroke Magic Screed & Backpack vibrator

Our range of Mikasa compaction equipment on display includes the new four-stroke rammer series and power assisted 120 kg reversible plate compactor. The familiar Flextool faces are here to assist you and highlight the features of Mikasa's tamping rammers and plate compactors.

Other international brand names will be represented with Surface Preparation Machines, Electric Hammers, Hammer Drills and more. Ask us for prices on accessories for Breakers and Electric Hammers.

Our quality and value will make your visit worthwhile.

Stand No. 05,06

* * *

Gallagher Security
PO Box 122
RYDALMERE BC
NSW 1701

Tel: (02) 9684 1777 0419206712

Fax: (02) 9684 2412

Email: cambellr@gallagher.com.au

Gallagher Security - Australia are suppliers of the

Gallagher Security Power Fence(tm). This product protects your perimeter by a powered fence that when touched by a would be offender that person is dealt a short, sharp, harmless but memorable electric shock and a message is sent to your security monitoring section.. This safe and effective form of perimeter security is fast becoming the accepted form of perimeter security in many varying industries.

Stand No. 137

* * *

Genie Australia
PO Box 394
RICHLANDS
QLD 4077

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

Email: beidht@genieaust.com.au

At this year/s HRA Show, see a selection from Genie Australia's extensive product range, such as the GS 26/68 RT Self Propelled Scissor Lift: that makes short work of challenging high reach jobs. The TKZ 34/19 Trailer Mounted Z-Boom ; with amazing lift and reach capacity to do the job quickly, operate in extreme conditions and move easily from job to job. The SLC 18 Superlift's heavy duty, lightweight, portable, easy to setup features make it an ideal choice. And for those hard work areas? The Z-20/8N Narrow Self-Propelled Articulating Boom; with a width of just 81cm (32IN) and zero tailswing making it the Genie for any tight spot.

Make sure you check out the wide range of Genie Lifts on display, at this years HRA Show.

Stand No. 49-52,59-66,73-80, G5

* * *

Gerni Powerclean
PO Box 326
ARCHERFIELD
QLD 4108

Tel: (07) 3275 1388 0417863094

Fax: (07) 3875 1395

Visit G-Power on stands No. 12, 13, & 14 in the ballroom where you will see the latest equipment available suitable for the hire industry.

Gerni, The original Gerni quality, high-pressure water Blasters. Available in Hot / Cold / Steam 240 Vlt 415 Vlt Petrol & Diesel a model to suit all applications.

Clarke, Floor Sanders, Edgers 7, The Super seven the world leader. The B2 the professionals choice

Drum sanders. EZ Range hard working easy to use no plastic.

Orbital Sander OBS18DC 12' x 18/ orbital sander for that super finish and re-finishing The only one with Dust Control.

Stand No. 12-14

* * *

Roy Gripske & Sons
44 Beach Street
KIPPA-RING
QLD 4021

Tel: (07) 3883 1255 Fax: (07) 3283 1755

Shindaiwa manufacture in Japan to the highest quality and is used world wide by professionals, governments, and council workers. Shindaiwa is built for those people who demand reliability.

Included in the line of products are 7 chain saws, transfer pumps, hedge-trimmers, lawn trimmers, brushcutters, lawn edgers, cut-off saws, backpack blower, hand-held blower, power broom, backpack sprayer, pole pruner and articulated hedge trimmer.

Shindaiwa products have been sold in Australia since 1983 and are now handled by an extensive national dealer network.

For more details and demonstration of Shindaiwa products, call 1300 363 027.

Stand No. 133

* * *

Grove Manlift Pty Ltd
9 Altair Place
PENRITH
NSW 2750

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

Email: grove@pnc.com.au

Grove Manlift, a leading supplier of elevating work platforms will be exhibiting a range of access equipment suitable for the construction and industrial markets.

The highlight of our exhibit will be the launch of the new T86J Boomlift. With a 26.2m platform height and 23.16m of horizontal reach, the Grove T86J telescopic boom work platform offers unrivalled versatility. The T86J unit packs a patented interactive counterweight design (eliminates extendible axles), the multiplex control system and standard four-wheel drive and steer with industry leading gradeability of 57% into 2.6m wide body.

To make a booking for the opportunity to test drive this innovative machine at the field, be sure to visit our stand at Conrad Jupiters.

Stand No. "03,04,G7"

* * *

Haulotte Australia Pty Ltd
39 Nicholas Drive
DANDENONG VIC 3175

Tel: (03) 9706 6787 Fax: (03) 9706 6797

Email: sales@haulotte.com.au

The company will exhibit products from both its industrial and construction range.

Products from the industrial range will include the very popular HM10P Vertical Mast Platform, one of the most compact 10 metre EWP's on the market. The company will also display the 15 metre HA151 Electric Knuckle boom along with the HA16PX, 16 Metre Knuckle boom which is also available in Bi-Energy

version. The company is also hoping to have its new 4.8 metre platform height electric scissors in time for the show.

From the construction range Haulotte will display their 15 metre, all wheel drive H15SDX Rough Terrain Scissor Platform having a 5.9 X 1.8 metre deck and a capacity of 600 kgs. The 350 kg capacity 21 metre H21TX 4X4 Telescopic Platform will also be on show as will the HA12DX diesel powered 4X4 knuckle boom.

Stand No. 39-43

* * *

Hilti (Aust) Pty Ltd
23 Egerton Street
SILVERWATER
NSW 2128

Tel: (02) 8748 1000 Fax: n(02) 8748 1191

Email: tabnand@hilti.com chardon@hilti.com

Hilti (Aust) is the world leader in construction tools.

On show at this years Trade Show twill be their Power Tools, Laser Positioning Tools Systems, Diamond Chasing and Coring Tools Electric Rotary and Combi Hammers including their recently released Te 76 - ATC Combiammer.

Stand No. 22-24

* * *

Hire & Rental Association of Australia
PO Box 1304
MONA VALE
NSW 2103

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

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

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

It is also an excellent opportunity for all members to meet the Association and to discuss key issues that are concerning you.

We look forward to seeing you at the Conference

Stand No. 144

* * *

Hirequip Sales Pty Ltd
59 Powers Road
SEVEN HILLS
NSW 2147

Tel: (02) 9674 8311 0416273902

Fax: (02) 9674 5477

Hirequip Sales are exhibiting a new design of a "Brick/Block Conveyor" with considerable improvements and features.

Also on display will be a new range of steel A-Frame scaffolding and accessories including a unique guardrail system which will fit most A-Frame scaffolding currently in use.

Stand No. G2

* * *

Hiretech Pty Ltd

PO Box 274

EMU PLAINS

NSW 2750

Tel: (02) 4735 6688 0417 256 920

Fax: (02) 4735 6682

Our sales boom has been accredited to the D.I.Y., builder renovations and the many new timber fashions. This focus has led to improved demand for superior floor sanding solutions.

Hiretech's unique design has a proven track record for safety, performance and reliability.

Hiretech is the market leader and an icon in the Hire and Rental Industry in Australia and around the world.

Our service is unrivalled.

A full range of spares parts and machines are always available for old and new models and placed or viewed on the internet at www.hiretech.com.au. Come and say hello to Jerry and David at stand 53 in the ballroom for advice on your participation in the timber floor sales boom and a chance to win a HT7-2 edge sander.

Stand No. 53

* * *

Hitachi Australia Ltd

Locked Bag 119

SILVERWATER DC

NSW 1811

Tel: (02) 9647 2022 0416029141

Fax: (02) 9647 2921

Email: pdimmock@hitachi-powertools.com.au

Hitachi provides a wide range of high quality rotary and non rotary demolition hammers for a variety of applications, ranging from tile removal up to major demolition work. A recent release is the DH24PC, a 3 mode rotary hammer drill providing power and versatility in a lightweight package.

Stand No. 07,08

* * *

Hoecker Structures (Australia) Pty Ltd

8 Fairbank Crescent

LOWER TEMPLESTONE

VIC 3107

Tel: (03) 9850 7833 Fax: (03) 9850 7053

Email: hoecker@bigpond.com

Stand No. 69,70

* * *

Jetwave Industrial Equipment

72-74 Richmond Road

KESWICK

SA 5035

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

Email: jetwave@cobweb.com.au

Jetwave are exhibiting a select range of petrol driven cold water high pressure cleaners and electric hot water pressure cleaners. Jetwave's range of heavy duty, professional usage hot and cold water pressure cleaners lead the field as economical, yet reliable

machines ideal for any cleaning application in general industry, agricultural, building, transport, marine, or domestic situation.

Easy to use and a breeze to maintain, they'll be on the job for long haul and are supported by a full service and world wide spare parts back up.

Stand No. 09,10

* * *

JLG Industries (Australia)

Unit 1/23 Colinsvale Street

ROCKLEA QLD 4106

Tel: (07) 3272 9988 Fax: (03) 3272 9977

JLG Industries (Australia) continues its strong support of the Hire Industry as major sponsor of the Hire Convention Field Day.

The Hire Convention 2000 gives JLG the opportunity to showcase the company's thrust into 2000 and beyond.

The "Diversify in 2000" concept is based on the new products and services offered by JLG and will be represented on the JLG stands at the Convention.

Diversify in 2000 includes the following products and services;

JLG - Access, JLG - Gradall, JLG - Traffic

JLG - Management Systems, JLG - Lighting Towers,

JLG - Capital, JLG - Rebuilds, JLG - Spare Parts,

JLG - Service, JLG - Training.

Stand No. 17-20

* * *

Kanga Loaders

43 Alex Fisher Drive

BURLEIGH GARDENS

QLD 4220

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

Kanga Loaders will be exhibiting their range of Kanga Mini Loaders Skidsteer Loaders and attachments including, trenchers, post hole diggers and stump grinders.

Stand No. 11,G13,G10

* * *

Kerrick Industrial Equipment

69 Derby Street

SILVERWATER

NSW 2128

Tel: (02) 9737 9797 Fax: (02) 9737 9898

Email: graemed@kerrick.ind.com

Kerrick Industrial Equipment will be displaying the exciting new cartridge filter system that can be used for both wet and dry applications. Ideally suited to Hire Companies, as the days of removing the cloth bag for wet applications are over. Also on display will be the "Euro" range of Petrol Pressure Cleaners

Stand No. 96,97

* * *

Lato Industries
PO Box 2104
MANSFIELD QLD
4122

Tel: (07) 3849 8633 0418708542

Fax: (07) 3849 8091

Email: sales@lato.com.au

Established in 1978, Lato Industries, offer quality, reliability, performance and service in the manufacture of a complete range of high pressure and ultra high pressure cleaners up to 36000psi (petrol, diesel, electric and hydraulic powered), also hydrostatic pressure testing equipment and accessories. Lato machines incorporate features exclusive to Lato as an Australian manufacturer. Meeting requirements for construction site and plant equipment operators for maintenance and other types of cleaning.

Lato offers an advisory service for customised, individual requirements.

As many components as possible are manufactured or sourced locally in an endeavour to support and promote Australian industry.

Stand No. FD

* * *

Lifetime Industries
38 Hickson Road
SYDNEY
NSW 2000

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

Email: austable@ozemail.com.au

Manufacturers and distributors of::

Steel Framed Folding Tables; 1.8 X 0.75m Rectangular, 2.1 X 0.75m rectangular, 2.4 X 0.75m Rectangular, 1.2M round, 1.5m round, 1.8m round, 2.4m X 1.2 oval.

Folding Tables; Polyethylene topped Folding Tables, Melamine, Melamine Heavy Duty, MDF (Craftwood), Waterproof (Ply)

Seating: Plastic Stacking Chairs, Steel framed Stacking/interlocking function chairs, Folding Beach Seats.

Table Accessories: Table Cloths, Table Skirting, Napkins, etc, Table Risers, (raise table heights), Skirt Clips - 4 different sizes.

BBQ's: Heatlie (the best) **Beer Rests:** Single & Twin

Stand No. 130,131

* * *

Lincoln Electrics
35 Bryant Street
PADSTOWE
NSW 2211

Tel: (02) 9772 7222 Fax: (02) 9792 2420

Lincoln Electric (Stand G9) introduces the new Weldanpower 355 engine driven welder with extra smooth auxiliary power, increased duty cycle and fuel gauges standard. Introducing the new five model range of Redi-MIG welders (each comes with instructional

video - ideal for hire industry), plus new TIGs, new inverters, engine driven welders and much more! Visit the stand for a FREE promotional give away.

Stand No. G9

* * *

Makita (Aust.Pty Ltd)
PO Box 2301
REGENTS PARK
SA 5942

Tel:(08) 8347 1933 0417417391

Fax: (08) 8347 0996

Makita (Aust) Pty Ltd will be displaying an extensive range of Electric, Cordless and Petrol Powered products including some exciting new releases. There will be some attractive offers available on our range of Demolition and Rotary Hammers. There will be hands on displays that will enable you to see first hand that Makita has the right tool to suit your requirements.

Stand No. 119 - 122

* * *

Merlin Services Pty Ltd
PO Box 128
OAKLEIGH
VIC 3166

Tel: (03) 9568 1511 Fax: (03) 9563 1501

Email: sales@merlinservices.com.au

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

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

As used in both Grand Prix and most likely for the Sydney Olympic s - using a world first bowl and seat design in strong easy to clean injection moulded plastic.Sewer connections and shower units will also be displayed.

Stand No. 132

* * *

Metabo Power Tools
5 Maxted Court
ALEXANDRIA HILLS
QLD 4161

Tel: (03) 9764 1933 0419386017

Fax: (07) 3820 2705

Email: qld@metabo.com.au

Metabo, Germany's manufacturer of the worlds finest power tools, now deal directly with the Hire and Rental Industry. At the Convention you see their unique range of grinders and drills that have safety clutches as standard features, saving you time and money. See the new drill that switches itself off on contact with water pipes & electric cable and view the new range of

innovative tools specifically designed for the renovation market.

Also on display will be their exclusive range of gardening products packed with safety features.

Stand No. 88,89

* * *

Muzicom Audio Systems Pty Ltd

Unit 15

62A Albert Street

PRESTON

VIC 3072

Stand No. 69,70

* * *

NS Komatsu

PO Box 66

FAIRFIELD

NSW 2165

Tel: (02) 9795 8237 Fax: (03) 9795 8244

NS Komatsu will be showcasing products from its utility range at the Hire and Rental Trade Show.

They will provide a comprehensive range of products from their huge range which will include their Mini Excavators, small series of new rollers and a selection of construction tools.

The focus of their display will be on particular customer needs within the light construction and rental industry.

Visit their stand to discuss their wide range of products suitable for your industry

Stand No. 124,125

* * *

NTP Manlift Pty Ltd

1816 Ipswich Road

ROCKLEA

QLD 4106

Tel: (07) 3216 7900 Fax: (07) 3216 7911

Email: swalker@ntpforklifts.com.au

Manitou, the world leading manufacturer of telescopic handlers and rough terrain forklifts, are well recognised within the Australian hire and rental industry for producing products that display outstanding materials handling performance, excellent reliability and engineering standards that are impressive as their innovative designs.

The 27 model range of Maniscopic handlers is large enough to cover almost every individual operating circumstance coupled with an huge attachment range that makes Maniscopic handlers the most versatile machines to assist builders, farmers, miners....etc reach new levels of efficiencies and productiveness.

Stand No. G12

* * *

OAMPS Insurance Brokers Ltd

78 Trenerry Crescent

ABBOTSFORD

VIC 3067

Tel: (03) 9473 6412 Fax: (03) 9795 8244

With offices Australia wide and experienced staff,

we can tailor make an insurance policy to suit your company's unique needs.

We have the endorsement of the Hire & Rental Association of Australia and work hand in hand with the hire and rental industry to give you what you need

We offer cover that is difficult to obtain, and with our buying power can offer many benefits at no extra cost!

We can even look after you through your existing broker who may not otherwise be able to get the cover you need at the price you can afford!

Come and talk to OAMPS about how we can become your insurance problem solver

Stand No. 2

* * *

Oldfields Access Pty Ltd

8 Farrow Road

CAMPBELLTOWN

NSW 2560

Tel: (02) 4627 9292 Fax: (02) 4627 9300

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

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

Stand No. 32,33

* * *

Parklands Trading Company Pty Ltd

PO Box 213

RIVERWOOD

NSW 2210

Tel: (02) 9533 3999 Fax: (02) 9153 9122

Parklands Trading Company is an importer of Power Lawn and Garden Equipment. We have been associated with TANAKA-Japan's finest- for over 30 years, with Brushcutters, Hedge trimmers, Pruners, Lawn Edgers, Chainsaws, Portable Augers, Pumps, Engine Drills and Cut-Off Saws included in the impressive line-up of light industrial equipment. Built for homeowners and professionals, TANAKA is tough and reliable.

Parklands also distribute, Europe's best- the Oleo-Mac expansive range of Chainsaws, Pumps, Brushcutters, Portable Augers and Mister-Blowers. These carefully chosen models. compliment and offer alternatives not encompassed by TANAKA.

Stand No. 95,100

Partner Dimas Australia

PO Box 246

MELROSE PARK

SA 5039

Tel : (08) 8275 9999 0417879036

Fax: (08) 8357 6006

Email: partnerdimas@adelaide.on.net

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

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

Come and see our range of hire-tough products on our stand. Our sales staff will be ready to assist with any enquiries.

Stand No. 37,38,45,46

* * *

Plant Hire Services

GPO Box 1412

BRISBANE

QLD 4001

Tel: (07) 3834 5004

Plant Hire Services is a commercial operation of the Queensland Department of Main Roads. Our business is providing a vast range of plant and equipment for hire to those organisations in road and civil construction and maintenance.

We offer extensive range of plant including, earthmoving equipment, trucks and traffic control equipment. Plant Hire Services also provides heavy equipment workshop services in sixteen strategic locations across Queensland making us well equipped to reach you, no matter how remote your location.

We can hire equipment for a single day, for the duration of a project, or on a long-term operating lease. Our rates and terms of hire are tailored to suit your particular requirements.

With our breadth of experience in the industry, equipment maintained to the highest standard and a team of professional staff ready to assist, you can be assured of a comprehensive solution to your needs.

Stand No. 92

* * *

Portapath Australia

21 Ferncroft Avenue

EAST MALVERN

VIC 3145

Tel: (03) 9885 3933 Fax: (03) 9885 4878

Email: epokem@mira.net

Portapath Australia will be exhibiting the latest flooring systems for outdoor events, used both inside marquees and for grass protection.

Pro-Floor is designed to: Protect grass surfaces

Provide a firm, slip resistant surface for pedestrians

Quick and easy floor for structures & and marquees. Enhance the appearance and presentation of

entertainment areas trade shows, amusements displays & events Pro-Floor is Australian made

Portapath Australia will be exhibiting a new access product called Pro-Track

Pro-Track will take the weight of cars, trucks and equipment while protecting the grass surface user

Look for Pro-Track on our stand

Stand No. 35

* * *

ProMac Pty Ltd

Unit 1/ 36 Jijaws Street

SUMNER PARK

QLD 4074

Tel: (07) 3279 4811

Promac Pty Ltd, will be featuring a range of Armeg drill bits and accessories. Armeg is a U.K. based manufacturer and the drill bit range includes SDS Multifit, SDS Max And "K" Taper.

We will also be introducing a new range of industrial hammer accessories. This range is manufactured in the U.K. by Standard Tools and includes points, chisels, floor scrappers etc. to suit all major power tool brands.

Also featured will be new additions to our laser level range from German manufacturer BMI. These new additions will supplement our existing comprehensive range of BMI measuring equipment.

Stand No. 47

* * *

Red Roo Sales & Service

19 Bibby Street

CHISWICK

NSW 2046

Tel: (02) 9713 9044 Fax: (02) 9713 6130

Email: jakerr3@redroo.com.au

Red Roo Sales & Service Pty. Ltd will exhibit the largest range of commercial outdoor power equipment in their nine year history at the show. Red Roo will display a complete line of dedicated machines for dedicated jobs. If you require a front tyne tiller, rear tyne rotary hoe, garden mulcher, wood chipper, stumpgrinder, turf cutter, trencher, log splitter, self-propelled slasher, equipment trailer, hydraulic post hole digger, or concrete mixer, let our staff explain the benefits of having a Red Roo in your fleet. Customer Safety & Operating instructions will be available on the stand. Learn the correct way to educate the customer before the hire. Questions regarding equipment maintenance? This is your opportunity to learn how to inspect, service and maintain your Red Roo. Visit our website at www.redroo.com.au.

Stand No.105-111

* * *

Rental Products Australia

P.O.Box 811

St Ives

NSW

2025

2025

Tel: (02) 9875 5411 0413 760 409

Fax: (02) 9875 4322

Rental Products Australia are the leading manufacturer and supplier of furniture to the Hire and Rental Industry.

They also supply Barbecues and Ovens of world class quality. They supply equipment to the Rental Industry on an international basis. All goods sold come with a 2 year manufacturers warranty.

Being introduced at the show will be their 3 foot/4foot solid frame Plastic Top Tables that can be stacked (flat fold)

There are agents in every state which are picked in the same manner as their products only the best quality.

See us on;

Stand No. G15

* * *

Rubbish Systems Aust.

21 Moreing Road

ATTADALE

WA 6156

Tel: (08) 9330 5482 0418929627

Fax: (08) 9317 4050

Stand No. 138

* * *

Sewer Equipment Co (Seca)

7-9 Carrington Road

MARRICKVILLE

NSW 2204

Tel: (02) 9559 5622 Fax : (02) 9559 5076

Email: seca@enternet.com.au

Sewer Equipment Company Australia will have on show the Electric Eel range of products including their new CCTV pipeline inspection system.

The new SECA tools suitable for use with other brands of drain cleaners will be released together with hose reels and nozzles to turn your pressure washer into an efficient drain cleaner.

Stand No. 90

* * *

Sico South Pacific

PO Box 555

WYONG

NSW 2259

Tel: (02) 4388 5100 0412294247

Fax: (02) 4389 1341

Email: jhurst@turboweb.net.au

Sico world class Portable Dance Floors are used and recommended by more hotels, clubs and conventions centre than any other portable dance floors.

As market leaders we offer the following choices: Standard Parquet Panels, Cam Lock Panels, Lite step Panels, Starlight Panels

Veri-Lite Tables: The portable lightweight folding leg table with strength where it counts. 30% lighter than conventional folding leg tables.

Skirting: JTR table skirting is supplied by Sico in a

wide range of fabrics and colours. Skirting is made with continuous velcro sewn to the back header for easy attachment with velcro table clips.

Stand No. 91,104

* * *

Skyjack Elevating Work Platforms

PO Box 1315

GLADSTONE

QLD 4680

Tel: (07) 4973 7600 Fax: (07) 4973 7806

Skyjack will be displaying their range of EWPA's suitable for the hire and rental industry.

Stand No. G8

* * *

Smartsyd Pty Ltd

PO Box 3486

TINGALPA DC

QLD 4173

Tel: (07) 3348 4400 Fax: (07) 3348 4411

Stand No. 126

Smartsyd has been supplying the hardware, hire and tiling industries for over 50 years. We are known for professional tiling equipment, in particular, RUBI tools from Spain. Hire Shops will be familiar with the RUBI 'TS' range of tile cutters, but will see on display a complete range of electric saws manual cutters and a range of allied products, with demonstrations and answers to any questions.

Stand No. 127

* * *

Snorkel Elevating Work Platforms Pty Ltd

26 Redfern Street

WETHERILL PARK

NSW 2164

Tel: (02) 9728 4000 Fax: (02) 9609 3057

OmniQuip International manufactures and markets a wide variety of multi-brand construction equipment with such recognised brands as Snorkel aerial work platforms, Sky Trak and Lull telescopic material handlers, Scat Trak mini excavators and Work Pro powered haulers.

Snorkel is the "one stop" resource of light construction equipment for national and local rental firms in Australia.

Among the equipment that Snorkel will have on display is their new four wheel drive SRT27-70 diesel powered scissorlift and the MHP12J with basket rotator, along with Sky Trak telescopic material handlers, Scat Trak mini-excavators and Work Pro powered haulers.

Stand No. 01,G6

* * *

Software Link Aust Pty Ltd

Locked Bag 1

OURIMBAH

NSW 2258

Tel: (02) 4362 3388 0418377532

Fax: (02) 4362 8845

Email: softlink@cci.net.au

Distributors of the world's number one Software System for Hire and Rental companies. The software Link will be exhibiting the Quick Trac Asset Management System at the Trade Show.

The system is used by more than 3,500 users throughout the world, including every type of Hire and Rental and Fleet management business. The system is fully integrated, Models include Hire, Sales and Fixed Assets, Stock Control, Rental Control Management, all Accounting Functions, Purchase Orders, Management and Tax Depreciation, Equipment Main tenance, Customer Repairs, Automatic Month end Invoicing and many other industry specific functions.

A demonstration CD is available together with a free on site consultation

For more information contact the company.

Stand No. 29-30. The software Link

* * *

**Spitwater Qld
PO Box 309
ARCHERFIELD
QLD 4108**

Tel: (07) 3274 1311 Fax: (07) 3275 2117

Spitwater have been supplying to the Hire and Rental Industry for several years and will be showing their range of pressure washers and water blasters now available.

Stand No. 15,16

* * *

**Stihl Pty Ltd
PO Box 74
KNOXFIELD MDA
VIC 3180**

Tel: (07) 3859 0430 0407151124

Fax: (07) 3868 1550

Stihl will display a range of products used in the hire industry including chainsaws, brushcutters, cut quicks, earth augers etc.

Of particular interest will be the just released range of trimmers, blowers and hedgecutters using Stihl's new 27cc engine.

Stihl representatives will be on their Expo stand to discuss any aspect of Stihl's wide range of power products.

Stand No. 116

* * *

**Svedala Dynapac Australia Limited
PO Box 6206
SILVERWATER
NSW 2128**

Tel: (02) 9748 1777 Fax: (02) 9748 1939

Dynapac products form the compaction and paving arm of Svedala, a Swedish-based company that also supplies equipment to the mineral processing and recycling industries. For more than 60 years, Dynapac has specialised in vibratory compaction equipment for soil, asphalt and concrete.

At the Hire and Rental Exhibition, Dynapac will display a range of heavy and light compaction products and concrete equipment. Visit the stand to see the new CC132 3.5 tonne double drum roller for asphalt and soil, plus a range of other rollers and equipment.

Stand No. G3

* * *

**Terex Cranes Pty Ltd
570 Curtin Ave
EAGLE FARM
QLD 4009**

Tel: (07) 3868 9600 0419657951

Fax: (07) 3268 2489

Email: chalky@franna.com.au

Terex Cranes will be exhibiting the TS50 and the AL7000 on their stand

The TS20 is a representative unit of the Terex range of electric scissors ranging from TS15, 15' electric through to the TS50 which is a 50' platform

The AL7000 is a hydraulically operated 9m mast lighting tower from Terex Amida. The AL7000 is one of 3 light towers that are available, the other units being the AL5000 and the AL4000. The AL4000 is a cable operated unit that is significantly cheaper than the hydraulically operated machine. The AL4000 can also be fitted with an electric winch at minimal cost to provide a low cost fully powered unit for the budget buyer.

Stand No. 34,G4

* * *

**Tommy Tucker Trestles
8 Kennedy Drive
UNDERWOOD
QLD 4119**

Tel: (07) 3290 2705 Fax: (07) 3290 0155

Stand No. G1

Multi Award winner, Tommy Tucker Trestles, the manufacturer of products supplied to the Hire and Rental Industry will be displaying their Trestle, Planks, Plank Clamps, Trestle Safety Systems and the latest invented "Drop Saw Work Bench," which is compact, and made of aluminium.

Stand No. G1

* * *

**Trilogy Business Systems
PO Box 153
ROSEBERY
NSW 2018**

Tel: (02) 9330 0403 0416272172

Fax: (02) 9317 3275

Email: bruce_davies@trilogy.aust.com

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

Accounts and includes a powerful report generator and security system.

Its durability is measured by its users who vary from large multi branch companies to single branches, from Party Hire to General Handyman Hire. Trilogy can be found in 150 sites nationwide and is supported by a Trilogy office in every state.

Stand No. 25-26

* * *

Universal Lighting & Audio

PO Box 669

ASHMORE CITY

QLD 4214

Tel: (07) 5532 9922 0409600200

Fax: (07) 5532 4155

Email: con@ula.com.au

Universal Lighting and Audio will be displaying their lighting and audio equipment available to the Hire and Rental Industry.

Come along to our stand, you may see or hear something to add to your present range.

Stand No. 21

* * *

Wacker Australia Pty Ltd

913 Princess Highway

SPRINGVALE

VIC 3171

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

Wacker Australia will be displaying their range of light construction machinery, which will include, demolition, compaction, concrete, power and pumping equipment, with well known models such as the BS500, BS600 and BS700 model rammers, the RS800 walk behind roller and the 1.0 tonne RD11A roller, as well as concrete power trowels, concrete screed, concrete vibrators, flexible shaft pumps, small electric submersible pumps, petrol powered centrifugal trash pumps, demolitions saws, breakers, drills and portable generators.

Our on site staff will be pleased to advise visitors with their selection of equipment, literature and prices, and where necessary, can quickly arrange delivery or demonstrations.

Stand No. 27-28

* * *

Westpac Banking Corporation

"Level 15,260 Queen St"

BRISBANE

QLD 4000

Tel: (07) 3227 2531 0418570904

Fax: (07) 3227 2059

Westpac brings to HRA members a great opportunity for each business, big or small, to work smarter and operate more efficiently through the introduction of a Westpac merchant facility. In addition to accepting the usual credit and debit cards, Westpac's best-in-class EFTPoS EXTRA terminal has the option of providing payment authorisation on

cheques via Equifax. All EFTPoS services are supported by a 24 hour, 7 day Help Desk, with unsurpassed network reliability (99.7%) and customer service.

To take advantage of Westpac's great EFTPoS package simply call at the Westpac stand and register your interest, the staff there will then make all the necessary arrangements.

Stand No.145

* * *

Westpac Banking Corporation

Level 13 18 Tank Street

BRISBANE

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Stand No. 145

* * *

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Association News

HIRE & RENTAL ASSOCIATION OF AUSTRALIA INC

The HRAA has moved forward very successfully in the past year and the much talked about move to a truly national association will be a reality on 1st July 2000.

The commitment and enthusiasm of the majority of members to achieving this objective has been tremendous although the legal process has been arduous to say the least. Finally members are getting benefits from belonging to a national association and this will continue to improve over the coming year.

On the subject of benefits, don't forget to access the Webpage www.hireandrental.com.au

This is rapidly increasing in popularity being visited not just by members but a growing amount of potential customers. Use the Webpage to get information on the hire industry, ordering stationery and stickers, advertising second-hand equipment, getting GST updates and finding who can supply the products you are seeking to hire out.

The Eftpos agreement with Westpac has had a dual benefit for members. Firstly the smaller company members can take advantage of large volume discounts for Eftpos and secondly, those members currently on an Eftpos arrangement can use the agreement as leverage for a better deal with their current supplier. With Eftpos increasing in popularity all the time it is an area to be encouraged.

This is the Convention Issue of the magazine and I urge those members who have never attended the HRAA show to make the decision to go along to the Gold Coast and meet the Suppliers and fellow members in May this year.

Ahead of us is an interesting year with the introduction of the new tax system, the Sydney Olympics and the establishment of the Hire & Rental Industry Association Ltd. Let's hope all three result in a successful year for all members.

Regards,

PHIL NEWBY
Executive Director

Welcome new members

Mr. Michael Haley
Yarra Hire
325 Williamstown Rd
Yarraville Vic

Mr. Phillip Farmer
Bayside Hire
58 Harnett Drive
Seaford
Vic 3198

Mr. Hamish Little
The Marquee People
15-31 Thistlewaite Street
South Melbourne 3205

Mr. Antonia Vardaro
Sims Bin Hire
P.O. box 1048 MDC
Brunswick Vic 3056

PDF
Flinders way
P.O. Box 80
Charters Towers
Qld.4820

South Australian News

The last six months have seen major changes in the hire scene in Adelaide. In October, Robert Fox junior closed three of his four branches of Castles Hire and sold the goodwill to Kennards Hire who have closed their own Norwood Branch and moved to the Castle Hire head office at Trinity Gardens which is less than three kilometres away.

This would have left three fewer hire branches in Adelaide, however Wreckair opened a new small equipment branch in December at Edwardstown a southern suburb.

At the same time Coates Hire moved their Prestige Portable division from the old Richard Stevens Hire Site at Panorama to their new head office site at Port Road Woodville. They moved there earlier in the year from their smaller Plympton site where they have been for over twenty years.

The major general hire players now in Adelaide are Kennards with seven Outlets, Coates with three, Wreckair with two Highway Hire with two and independents Martelco, Blackwood Hire and Jendor Hire with one branch each.

Last year we saw the establishment of Sherrin Equipment Hire an offshoot of Sherrin Access Hire this is headed by HAA State president Brian Goudie and specialises in the hire of compressors, generators and lighting towers.

Two other specialist to establish last year were Applied Climate Control South Australia, who hire air conditioners, heaters and ozone generators and Seeley



South Australian members enjoying the social night, held at the Teppinyaki Restuarant.

International, who manufacture evaporative air conditioners, but who have now set up a specialised division to hire portable units..

The leading aluminium scaffold hirers in South

Australia, Mobile Scaffolds have gone the other way and commenced manufacturing, a first for Australia, a walk through alloy scaffold to go to 30 metres height the "Verticle Scaffold Space Frame 30".

John Quirk who owns general equipment hire, Blackwood Hire and Mark Burton, who owns Barossa Valley Hire, have diversified successfully into party hire.

With the rationalisation of some branches and the pre GST rush general hire has ben good, however the hilift competition has been fierce and prices low.

The Hire year was capped off by a great combined AGM social night on Tuesday the 21st of March, with the Elevating Work PPlatform Association, with special guests President Gary Kerr and Executive Director Phil Newby.

Adelaide hire company produces new scaffolds system

Mobile Scaffolds, an Adelaide hire company, has started manufacturing a multilevel access system, manufactured from lightweight aluminium alloy. It is easy to handle, quick to erect and cost effective. Mobile Scaffolds is operated by South Australian State Vice President, Liz Young and husband, Mick.

Designed to utilise existing scaffold system components. Space Frame 30 is an economical way to access building facades for Painting, Plastering, Cleaning, Renovating and General Repair work.

Space Frame 30 is designed to give clear access working platform each 2 metres to a maximum height of 30 metres. With a 600 mm wide platform you will

appreciate the room to move freely yet in complete safety. The handrail sections incorporate a mid rail as a one piece unit. Face braces provide lateral stability and ladders allow ease of movement between platform level.

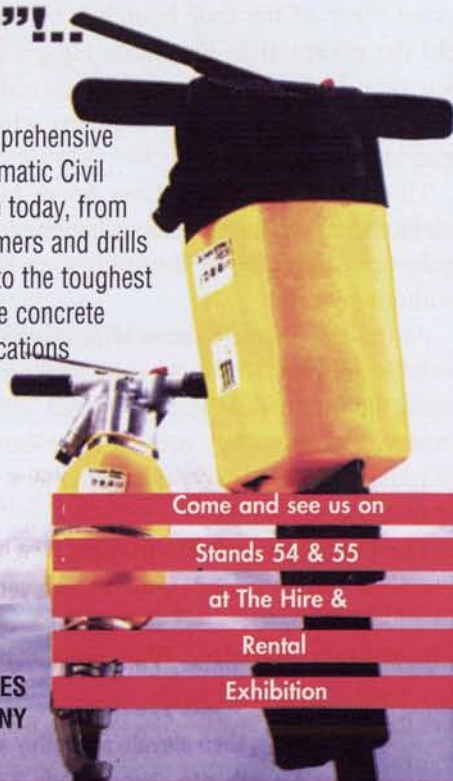


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Peter Gelmi – National Business Manager Construction
CompAir (Australasia) Ltd. A.C.N. 004 152 907
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Fax (02) 9677 9375	(03) 9357 9491(08)	8445 1244	(08) 9451 5722	(07) 3274 2768
Email:	Email:	Email:	Email:	Email:
dwinfo@batequip.com.au	dwmelbourne@barequip.com.au	dwadelaide@batequip.com.au	dwperth@batequip.com.au	dwbrisbane@batequip.com.au

Be on the lookout for this stolen equipment

Reported Break and enter on 16th. February 2000

Missing Plant	Plant No:	Make	Model No:	Serial No:
Dingo Mini Loader & Bucket	4582101	Dingo Mini	950P - AH205R	6019
Ditch Witch Trencher	458 1101	Ditch Witch	123OH	1R1016
Groundhog Trencher	4579101	Groundhog	T4D	3498302-2658
2.7KVA Generator	5038101	Powerlite	MB27H	00910199
7.7KVA Generator	5045102	Powerlite	PB77LH	1430595
7.7KVA Generator	5455103	Powerlite	PB77LH	0270196
5.4KVA Generator	5045102	Powerlite	PR54LH	0500496
14" Electric Chainsaw	4506101	Makita	5014	012421E
14" petrol Chainsaw	4510101	Stihl	009	236518291
18" Petrol Chainsaw	4511101	Stihl	08S	118894064
21" petrol Chainsaw	4512101	Stihl	08S	124508881
21" Petrol Chainsaw	4512102	Stihl	08S	125579096
20' Petrol Chainsaw	4512103	Stihl	048AV	110284007
20" Petrol Chainsaw	4512104	Stihl	029	127668031
Petrol Hedge Trimmer	4520101	Stihl	HS80AV	113276799
Electric Hedge Trimmer	4521101	Makita	UH6330	97-31109D

All the equipment has Mac's plant Hire Pty Ltd engraved on it and is in the original manufacturers colour.

If you have any information on the whereabouts of these units please phone;

**Greg Goswell
Mac's Plant Hire
Tel: (02) 9627 2555**

Hot Box is a boon for Cleaning Industry

Cleaning greasy, oil caked surfaces has never been easier or more effective with the new Aussie Eco-Clean Hot Box. Revolutionary in its design, the new Hot Box provides an independent heating element that can be coupled to any suitably sized high pressure water blaster.

Designed specifically for the building and maintenance industries, the Hot Box has an integrated coil with a maximum pressure capability of 7,000psi.

The machine is robust consisting of a boiler unit with stainless steel cover, a heavy duty fan blower arrangement and simple ignition system. Best of all the machine runs on 240 volt single phase power and can easily operate off a small single phase generator.

Designed around the "Delta T Principle" the machine can provide steam up to 140c, depending on water flow.

For example at 16 litres per minute the water temperature reaches 1000 C (steam).

The concept of a mobile portable boiler was pioneered by Australian Pump and is a boon to owners of fleets of cold water high pressure cleaners because

they can the Hot Box with any machine in their fleet.

The Hot Box is " piped " in the delivery line from the high pressure cleaner. There is a short 1 or 2 metre hose between the pressure cleaner and the Hot Box with the operator using a standard high pressure hot water delivery hose with gun downstream from the machine.

A real bonus is being able to use a petrol drive machine in locations where normally a heavy duty 3 phase machine would be used if 3 phase power was available.

Australian Pump believe the new machine will be particularly suitable for any application requiring either hot water or steam cleaning.

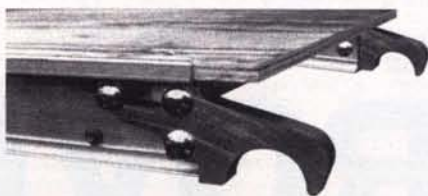
Further information on the new Hot Box is available from Australian Pump Industries throughout Australia or from;

Australian Pump Industries,
7 Gladstone Road
Castle Hill 2154
Tel; (02) 9894 4144

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- Robust construction

BRACES

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- Basic design
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WHEELS

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- adjustable or slip on caster

LADDERS

- Replaceable "D" rung construction
- Steel ladder hooks

SPECIFICATIONS

Tube	O/D 48.6mm
Wall Thickness	2.6mm
Alloy	6351 Temp T5 with NATA Certificates
Sand Casting	AP601 Heat Treated
Weld Filler	
Rod Grade	5256 Aluminium

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ELEVATING WORK PLATFORM ASSOCIATION

The EWPAA has always promoted Operator Training for the safe use of Access Equipment. This just doesn't mean WorkCover Licenses but Duty of Care Training.

With over 80,000 Operator (yellow) Cards issued in three years the success of the current program is apparent to all members and users.

The next stage of the program has now commenced with the full backing of State and National committees. This program is to ensure that all issuers of Yellow Cards meet a nationally recognised standard of training ability. In this case "Workplace Trainer Level 2" is the standard to go for and together with the able assistance and resources of NMIT, the national training upgrade is underway.

This means that within the next year all current issuers of Yellow Cards must go on a 4-day course or prove they already have the required Level 2 qualifications.

Pilot courses have already been successfully run in Vic and NSW with more scheduled for SA, Qld and WA. Initially carried out by NMIT Trainers it is planned to have suitably qualified members carry out these courses over the next few months to ensure the rapid upgrade of standard of trainers.

If you want to know how to attend these courses or if you want to know more about the program please contact the Association.

In fact, this leads on to the upcoming Hire and Rental Convention in May on the Gold Coast where the EWPAA will be holding a Workshop on Training which will be chaired by Brian Parr and Dianne Holman from NMIT. This is a great opportunity to discuss the training program with your peers and discover why it is an essential part of being involved in the EWP industry.

The Association is always trying to find quicker ways to get information to our members. Those with interest in 'Access' can now contact the EWPAA through www.hireandrental.com.au. As a member you can apply for your password and get into the "members only" area where you will find important information on meetings, stationery, GST, equipment sales and industry news. This is a news source not to be missed – click on it today.

I look forward to meeting you all at the HRRA Convention in May.

Regards,

PHIL NEWBY
Executive Director

Productivity lift for structural steel fabricator

The Victorian structural steel fabricating and erection group, Skrobar Engineering, was looking for ways to speed up access to above ground work areas on job sites. Giving riggers and site welders faster, safe and easier access to work areas above ground level has been a key consideration for Frank Skrobar, the company's Managing Director.

"If we can use an EWP that can get our people to the work site more easily and more quickly, it can make a significant difference to our timetables," said Frank.

"Some years ago we bought our own EWP, an articulating boom. But, then we had cause to hire an additional later model unit to keep our work programme on track. When using the later model we experienced a significant gain in productivity," added Frank.

With this experience in mind, Frank Skrobar decided to look at the various makes of articulating boom units on the market to see if he could gain another advance in productivity by using a unit with superior features.

Reach was one of the key issues, so a deciding factor was the specs for the fly jib.

Skrobar Engineering found that the new EWP from Haulotte, the model HA16PX, enabled access to a larger working area with the positive and negative articulating fly jib. It offered a total movement of 70 degrees above the horizontal and 70 degrees below the horizontal position.

"When we combined this advantage with the superior horizontal reach of 9.1m and the continuous 360 degree rotation, we found our riggers could do more work before having to stop and re-position the unit. The 360 degrees of continuous rotation is also a major advantage for us."

Whilst discussing re-positioning of self propelled EWPs, the manoeuvrability, turning radius and four

wheel steer were identified as key issues for increasing the productivity of the riggers and site welders.

The operators at Skrobar engineering invariably look for good traction and high ground clearance to get over rutted ground ... uneven ground and sandy conditions. The HA16PX's 4 x 4 rough terrain capability combined with a ground clearance of 350mm made the unit ideally suited to their construction sites.

In the past, when using EWPs the Skrobar personnel experienced a significant drop off on operating speeds when more than one movement was selected. They concluded that there is need for a hydraulic system that ensures optimum operating speeds, irrespective of the number of functions being used at the one time.

Operators on construction sites invariably look for good traction and high ground clearance to get over rutted ground ... uneven ground and sandy conditions. The HA16PX's 4 x 4 rough terrain capability combined with a ground clearance of 350mm made this unit an ideal choice.

"Our operators have also recognised the advantage of having the dead man's controls incorporated in the joy sticks, thereby eliminating the conventional foot operated dead man control and leaving the entire basket floor area clear. "As to the platform, we find there is also a good loading carrying capacity ... all up 250kg. And, a 180 degree hydraulic basket rotation helps increase the users productivity at the workplace," concluded Frank.

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SOUTH AUSTRALIA: Adelaide (08) 8262 4116.
WESTERN AUSTRALIA: Perth (08) 9351 0555. Bunbury (08) 9725 7100. Kalgoorlie (08) 9091 3155. Port Hedland (08) 9140 2682.
NORTHERN TERRITORY: Darwin (08) 8947 1033.

Milne & Partners 8601



Compact Machines, Big Advantages

Sydney Water uses 6' trash pump

Sydney Water's Quakers Hill Sewage Treatment Plant recently chose a big Aussie Quik Prime 6" self priming centrifugal trash pump for tank to tank effluent transfer. The pump is also to be used for draining of tanks for routine maintenance and can be used as an emergency pump in the event of a power failure.

Powered by a Deutz 3 cylinder 30 hp air cooled diesel engine the machine offers excellent self priming capabilities coupled to genuine solids handling capacity.

Called the Aussie Quik Prime t/model QP601TD, the pump is manufactured from close grained cast iron with a giant open style non clog impeller. The volute and impeller offer big water passages that enable solids to flow straight through the pump.

A convenient front mounted clean out door can be dismantled in matter of minutes to enable the whole "belly" of the pump to be cleaned out during periodic service. The big 6" self priming pump especially compact because of its close coupled Deutz engine. Designed for continuous service it is fitted with a tungsten carbide seal, and base mounted polypropylene diesel fuel tank.

The big 6" pump will self prime from depths of 7.2 metres without priming aids or vacuum assistance.

Aussie Pumps' Fred Fouracre commented "Sydney Water chose the big 6" pump because it can produce flows of up to 4,000 litres per minute and heads to 30 metres". Fouracre claims this represents the best performance for value for money in a 6" self priming pump available anywhere in Australia.

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

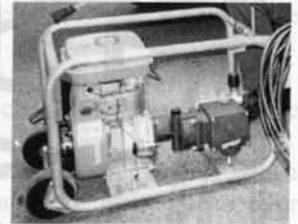
from;

Australian Pump Industries,
7 Gladstone Road,
Castle Hill NSW 2154.
Tel: 02 9894 4144.

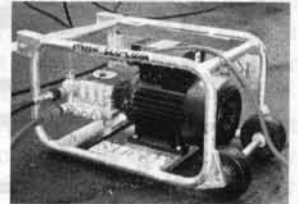
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The following protective equipment **MUST** be worn when using this equipment:



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Ear muffs or ear plugs



Long sleeve clothing

Safety Instructions for this Equipment

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

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

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

THE CARDS ARE A5 PRINTED BOTH SIDES

Fuel Safety

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

General Safety

- ✓ Do not use machinery if you feel tired or under the influence of alcohol or drugs.
- ✓ Check controls for proper response. Shut down the machine if a fault is detected.
- ✓ Do not wipe plastic parts with solvents, such as petrol, thinner, alcohol and ammonia, as they will damage and crack plastic parts. Wipe parts with a soft cloth lightly

dampened with soapy water.

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

Never leave a machine running while unattended.

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

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

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

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.

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

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

TOTAL QUANTITY:=

COMPANY:

CONTACT NAME:

ADDRESS:

POST CODE

TELEPHONE:

FAX:

DATE:

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

More Safety Cards will be produced on demand at a later date.

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

Type:.....

P.O. Box 1304 Mona Vale NSW 2103 Tel: (02) 9997 5166 Fax: (02) 9997 4485

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

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA INCORPORATED

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

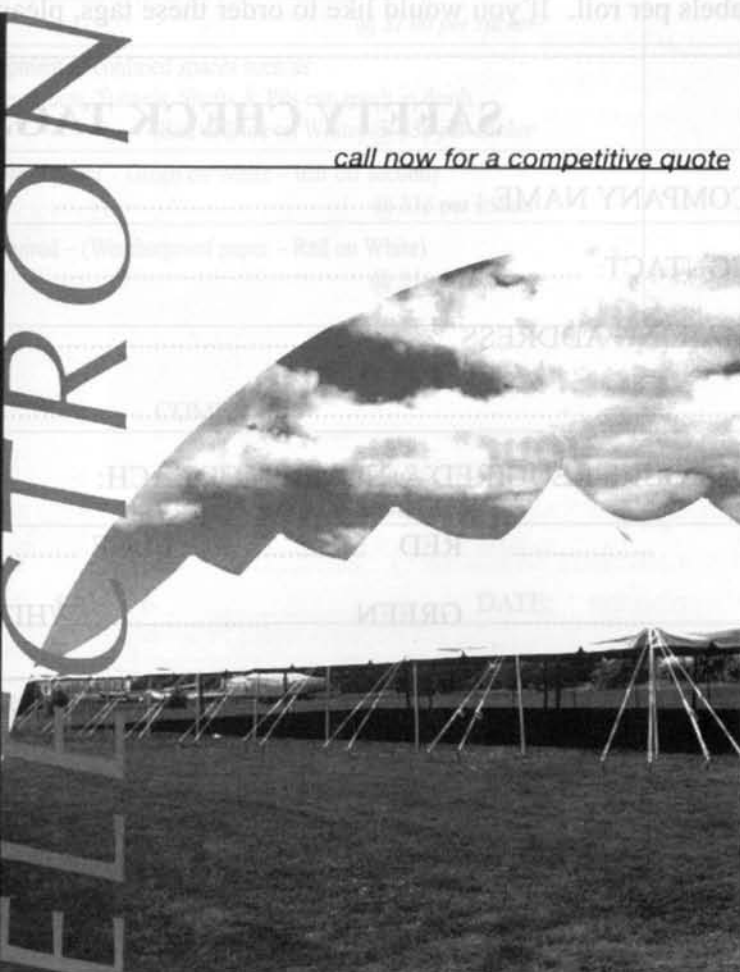
Simply Spectacular!

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
As from December 1st 1998:
52 Newton Street, Mt Maunganui, New Zealand.
Postal Address: P.O.Box 4370, Mt Maunganui Sth.
Phone: 64 7 579 0190 Fax: 64 7 579 0194



Electron

call now for a competitive quote

SAFETY CHECK TAGS FOR HIRE EQUIPMENT

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

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

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

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

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

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

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

SAFETY CHECK TAGS ORDER FORM

COMPANY NAME : PHONE:

CONTACT: ORDER NO:

MAILING ADDRESS.....

.....

COLOURS REQUIRED & NUMBER OF EACH:

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

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

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA (NSW) Inc.
P.O. Box 1304 Mona Vale NSW 2103 Tel: (02) 9997 5166 Fax: (02) 9997 4485





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	IMPORTANT This equipment may lawfully only be used by the holder of a certificate of competency issued under the "Occupational Health & Safety (Certificates of Competency) Regulations. <i>@ 50¢ per sticker</i>	
S024	Overhead Damage, Customer Responsibility. (Red on White 75mm x 115mm) <i>@ \$1.00 per sticker</i>	
S025	WARNING! – Use of this equipment in confined spaces such as Storage-Tanks, Wells, Silos, Vats, Ducts, Tunnels, Shafts & Pits can result in death. (Red & Blue on White) <i>@ 33¢ per sticker</i>	
S026	READY TO RENT – Weatherproof paper – Green on White – tear off section) <i>@ 33¢ per sticker</i>	
S027	DO NOT RENT – Repairs Required – (Weatherproof paper – Red on White) <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 1304 Mona Vale NSW 2103 Tel: (02) 9997 5166 Fax: (02) 9997 4485

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

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA INCORPORATED

New boomlift provides unrivalled versatility

Grove Manlift introduces the new standard in the 24m boom class... the all new T80 and T86J! The T80 and T86J were designed for unrivalled versatility with a combination of narrow working width and low GVW without sacrifice in working range or performance. The straight boom T80 is the ideal machine for tough construction applications. The T86J adds 2.0m articulating jib for additional reach and versatility.

Standard features on both machines include 4-wheel drive with up to 50 gradeability, independent 4 wheel crab and coordinated steer, drive speed of 6.4km/h, customer preferred water cooled diesel engines, proportional controls and all steel platforms.

Some of the design innovations with these machines include;

- A moveable Counterweight which provides optimum weight replacement at all boom angles, eliminates need for extendible axles, reduces GVW, replaces a hydraulic system with a purely mechanical system - significantly increasing reliability and simplicity for the mechanic, simplifies operation - less training required for operator.

- Superflex Control System which gives expanded machine control including hp limiting and engine control, increases reliability (Solid State), makes it easier to

troubleshoot (LEDS, Optimizer and Palm Pilot), simplifies the control set up and calibration and gives improved safety (higher EMC/short circuit protection).

- An optional oscillating Frame Design which is a simpler design and weighs less than conventional oscillating axles and has a faster response to terrain change.

- A Boom Tele Link which provides an unrestricted working area - no saw tooth, reduces GVW and requires no routine maintenance.

The T80 and T86J are part of our full line of over 50 models of vertical mast, telescopic boom, articulating boom and scissor lifts. Financial programs and comprehensive parts and service support are provided. All Grove Manlift aerial workplatforms feature an industry-leading warranty program that provides a 12 month limited warranty for parts and labour defects in material and workmanship and an additional 72 month coverage on structural components.

For more information contact;
Grove Manlift

9 Altair Place Penrith 2750

Tel: (02) 4722 9222

Fax: 902) 4722 9202

Mobile: 0416 222 052

Email: grove@pnc.com.au

Website: www.groveworldwide.com



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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 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

FIELD REPORT

No 08497

TOPIC: Performance & Productivity

NOTES: Ditch Witch® trenchers are worth more to your rental business because they're worth more to your rental customers. And because Ditch Witch products give your customers the reliable productivity they expect, you're assured the investment performance you need. It pays to rent Ditch Witch trenchers, the brand your customers will ask for by name.

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