

COOL PARTS NEWS

Issue 12 December 2008



»» INSIDE THIS ISSUE

- Pg 1 > Foreword from GM
> Whangarei Branch Opening
> Fieldays 2008
- Pg 2 > Local Scene - Staff Movements
> Madam Dong's Visit
- Pg 3 > Product Range
- Realpack, Copeland & Gree Inverter
- Pg 4 > Tip of the Month - Refrigerant Recovery - Part 2

Foreword from GM

We draw closer to the 'silly season' and for many, this means a well earned break, festivities with family and friends and time to relax and reflect on the last year. 2008 has been a big year for Realcold Components as we opened another branch in Whangarei, bringing our New Zealand branch infrastructure to ten. This year, we continued to innovate and introduce new products to the market with the introduction of Copeland Scroll® Compressors, Realpack Packaged Condensing Units and many smaller products in addition to our comprehensive product range. We now offer a complete range of industrial valves backed by our industrial product specialist, David Phillips. Our technical and engineering department has helped many of you with innovative designs and solutions for complicated applications to deliver superior quality capital plant for a myriad of refrigeration and air conditioning applications.

2008 has been a tumultuous year globally with the change of governments in Australia and New Zealand, the first African American president for USA, terrorist attacks in Mumbai, Australia cricket losing a series to India in India, the Kiwi League Team winning the World Cup, USA continuing to bomb Baghdad, China hosting the Olympic Games, the cholera outbreak in Zimbabwe, the airport siege in Thailand, infant deaths in China and the USA economic meltdown impacting economies around the world.

2009 will be a hard year for Kiwi businesses, with New Zealand officially in economic recession with the global outlook looking grim at the best. We need to work prudently to 'weather the economic storm'. With cautious optimism and a positive approach, we as a resilient nation who has weathered many storms, will be able to minimize the impact. Rest assured that Realcold Components will work closely with you to weather the storm to come out at the other end stronger, wiser and ready for better economic times.

I take this opportunity to thank all our loyal customers for your support through 2008 and we look forward to serving you and tackling the challenges together in 2009. I would also like to thank the Realcold Components team for your hard work, dedication and focus through 2008 - well done on the great performance given the challenging economic environment. Lastly, I take this opportunity to thank all our suppliers and service providers for your support and assistance and we look forward to working closely with you in 2009.

I wish you all a merry Christmas and a prosperous New Year.

Robbie Hunt,
Australasian Wholesale General Manager



FIRST IN THE NORTH

Monday 1st September 2008 marked another milestone for Refrigeration Engineering Co Limited and history was created when the 10th branch in the Realcold Components family officially opened for business in Whangarei.

Managed by Wayne Crichton, the RE Account Manager formerly based in Auckland, the Whangarei branch serves to service the Northland region from Warkworth right up to Kaitaia in the far north. Wayne is no stranger to the north, with Northland being one of the territories Wayne was responsible for in the past five years.

Wayne is assisted by customer services and counter sales staff, Hilda Tatana. Hilda is new to RE and is very keen and excited about working for such a well established, progressive company.

An opening celebration was held on site for customers from the region on 29th August 2008. Many customers from both local and greater areas took the opportunity to inspect the new premises and viewed the wide range of products on offer. A very successful night was had by all.



Northland customers," said Wayne.

Please feel free to pop in for a visit, a cold drink or a coffee and have a chat with Wayne and Hilda at Unit A1, 7 - 11 Nell Place, Whangarei.

REALCOLD COMPONENTS AT FIELDAYS 2008

This year was the 40th anniversary celebrations of the annual Fieldays event dedicated to showcasing the very best agricultural and rural lifestyle products under one roof. Over four days from 11 - 14 June 2008, a total of 131,629 visitors poured through the gates at Mystery Creek with as many as 27,000 visitors recorded present on the opening day. Realcold Components' booth exhibiting Farm Refrigeration at Fieldays 2008 was well received.

A 1,000 litre milk vat was set up along side an operational Realcold TMV unit. Built to operate on a single phase, the DX vat refrigeration demonstrated its capabilities as well as chilled water for pre chilling milk. Apart from that, the working unit also had a de-superheater circulating hot water at 60°C through an insulated hot water cylinder. The running demonstration model was a great success as it drew in the crowds.

During this event, Realcold sales engineers successfully worked along side local clients Centigrade and Total Farms answering queries and preparing quotes. The positive feedback from this event is very encouraging - Realcold Components look forward to Fieldays 2009 .



Local Scene - Presenting Realcold Components' latest staff movements



David Phillips - Realcold Industrial Products Manager

David Phillips comes to the role of Industrial Products Manager following several years' experience in Supply Chain, managing the procurement of industrial products and project logistics within the Realcold Group. Prior to this, David spent many years selling and

marketing technical product solutions to end-users in various industries. This included specialist coatings systems to the construction, packaging, fruit and pharmaceutical industries.

With the re-launch of the Industrial product range of valves, pumps, spares and evaporators from Hansen Technologies, Henry, Hermetic Pumpen, Muller Industries and Guntner, Realcold Components aims to be your One-Stop-Shop for all industrial products. With David at the helm, he is looking forward to meeting customers, as well as managing and further developing a diverse range of industrial valves and associated products to the industrial and commercial refrigeration markets.

For more information, please contact David Phillips, Industrial Product Manager, + 64 (9) 526 5955, +64 27 4477 602, dphillips@realcold.co.nz



Wayne Crichton - Branch Manager, Whangarei

After leaving school, Wayne became a Draughtsman for eight years before venturing into sales for sixteen years in various industries. Following that, Wayne worked for RE as an Auckland based Account Manager for a total of five years and seven months before being appointed as the Northland Branch Manager in Whangarei. Wayne's role involves him actively seeking out new business, as well as maintaining and improving existing accounts in the Northland region from Warkworth to Kaitaia. In addition to this, Wayne also implements and oversees new and existing marketing/promotional activities for his region. Wayne has hopes of making RE Northland the preferred wholesaler for HVAC contractors in the north. "Judging by the latest sales results and feedback, it is all going according to plan. With expectations being exceeded, RE is cementing our place in Whangarei and in the psyche of the Northland customers. Long may it continue!"



(L - R): Hilda and Wayne

Wayne is typically interested in most sports; duck shooting, hunting or fishing. He also enjoys spending time with his family, relaxing with a good book, or listening to music of the fifties, sixties and classic rock.

Hilda Tatana - Counter Sales, Whangarei

Hilda originally grew up in Auckland before moving up north to a little place called 'Herekino' which is 30km west of Kaitaia for twelve years. She then moved to Whangarei, where she has been living for the past five years with her family and pets. Hilda enjoys a variety of outdoor hobbies like fishing, diving, kayaking and motorbikes, to name a few.

Previously a production supervisor for a local 24 hour fishing company, Hilda is finding the new role in the refrigeration industry very enjoyable and challenging. Working alongside Wayne Crichton, the new Whangarei Branch Manager, Hilda is eager to provide customers in Northland with excellent customer service.

East meets West

President of Gree Electric Appliance visits Realcold Components



Madam Dong Ming Zhu is one of the most accomplished women in China and has many accolades and awards to her name. Not only is she the President of Gree Electric Appliances, but in November 2003, she was granted the title of one of the "10 Most Powerful Chinese Women" at the first Global Chinese Women Conference. Madam Dong has also been named as one of the "50 Most Powerful Women in Business" by American Fortune in 2004, and in 2005, she was selected as one of the "10 Excellent Business Leaders" and the "10 Innovative People" to influence the future development trend of Chinese household appliances, just to name a few.

It is no wonder that Madam Dong is considered royalty in China, and in June 2008, took some time out from her very busy schedule to visit Realcold Components during her first visit to New Zealand. Realcold Components has been Gree's New Zealand distributor since 2002 and have successfully marketed the Gree brand name around the country. The Free Trade Agreement signed earlier this year, further cemented the business relationship between Gree and Realcold Components making it a stronger partnership.

Within 10 years of starting up in 1991, Gree was manufacturing more than 1% of the world's air conditioning production. Six years later in 2007, Gree was producing 15% of the world's production of air conditioning units. This figure is estimated to rise to 20% in 2008, generating more than USD \$6 billion. This will make Gree one of the largest air conditioning / heat pump manufacturers in the world. Industry leader, Daikin, has recognised Gree's manufacturing ability and has commissioned Gree to supply 500,000 units for Daikin Japan in 2009.

This meeting was a great opportunity for Madam Dong and her colleagues to get a better understanding of New Zealand's air conditioning market. "Thank you for showing us the special kiwi hospitality. Whilst my visit to NZ may have been short, I feel that it was definitely a very successful trip. No doubt, with the strengthened working ties between Gree and Realcold Components, we will continue to achieve business success in this region," said Madam Dong.

"The outcome of the 2 day discussions was very positive and we have Gree's full support and will be working together to introduce a more comprehensive Gree range to the market like the newly launched Trendy Series Inverter Hi-Wall Heat Pumps," said Robbie Hunt, General Manager of Realcold Components.



(L - R): Mr. Larry Lam, Vice GM of Gree Overseas Sales, Madam Dong Ming Zhu, Robbie Hunt, Rob Morgan, Realcold NZ Commercial Manager & Mr. Li Wei, GM of Gree Overseas Sales

Product Range Available from Realcold

Realpack - Packaged Refrigeration Condensing Units

The Realpack series of packaged refrigeration condensing units is a high quality professional solution for all commercial refrigeration applications. Realpack is powered by Tecumseh Europe, manufacturer of the global L'Unite Hermetique brand of compressors and condensing units.



The Realpack features:

- Tecumseh L'Unite Hermetique compressors
- Medium temperature from 1 ¼ HP to 12 ½ HP
- Low temperature from 1 ½ HP to 10 HP
- Designed for R404A and R507 refrigerants
- Suitable for ambient temperatures up to 46°C - low operating cost
- Condenser fan control for stable operation
- Condenser coil protection
- Oil Separator on all models
- Suction Accumulator on low temperature models
- Easy access to all serviceable components
- Easy and cost effective installation - fully wired and robust powder coated enclosure



Common applications of Realpack include cabinets, coolrooms, freezers, convenience stores, restaurants, pubs and clubs, food processing and many more. Contact your nearest Realcold Components branch for more details.

Copeland® Scroll Compressors



How Does the Scroll Work? - The scroll-type compressor is conceptually simple. Two spiral-shaped members fit together forming crescent-shaped gas pockets. One member remains stationary while the second is allowed to orbit relative to the first; drawing gas into the outer pocket and sealing off the open passage. As the spiral movement continues, the gas is forced toward the center of the scroll form, creating increasingly higher gas pressures and discharging the gas from the port of the fixed scroll member at the center of the pocket.

Reliable and Quiet - Both Realcold Components and Copeland® have successfully made design enhancements that increase reliability of the refrigeration system while diminishing noise pollution. Copeland®'s scroll is designed and built to deliver dependable performance under the most punishing refrigeration conditions. Unlike conventional compressors, which use about 15 parts to create the piston action that compresses the refrigerant gas, the scroll uses only four moving parts. What's more, piston compressors require discharge and intake valves that can be damaged by liquid refrigerant. But not the scroll. This is thanks to radial compliance; the scroll members separate in the presence of liquid refrigerant or debris, substantially improving durability and reliability, enabling the scroll to operate more smoothly and quietly with less vibration.

Cost-effective and Energy Efficient - Dollar for dollar, the scroll delivers more system value because of its high efficiency, increased reliability and quieter operation. This provides a perfect match with Realcold Component's philosophy of supplying high efficiency components. In terms of energy efficiency, the scroll is also a high-performance product, achieving efficiency ratings that rival those of Copeland®'s Discus® semi-hermetic compressor products across the operation range. Considering that the potential for this advanced compressor technology has only just begun to be realized, the scroll is destined to be the compressor of choice for many years to come. By engineering around this technology, Realcold Components is positioning itself to remain the manufacturer of choice. Contact your nearest Realcold Components branch for more details.

GREE - Inverter Hi-walls - Trendy Series

Realcold Components has been importing Gree heat pumps since 2002, concentrating on the mid price range in the fixed speed market. Utilizing Gree's strong manufacturing abilities and technical knowledge based on links to other major air conditioning companies, Gree has released the new Trendy range of Hi-wall inverters for sale in New Zealand.



Available from local NZ distributor, Realcold Components, this range of product offers an entry level Inverter to the market. The new Trendy Hi-walls features filter options that are similar to other higher specified and priced models currently sold. Five models ranging in size from 2.5kW to 8.2kW are on offer from this Trendy series. Following recent meetings between Mr. Robbie Hunt and Madam Dong, Gree and Realcold Components are now committed to increasing their Australasian market share by offering new product lines to the New Zealand and Australian markets. Contact your nearest Realcold Components branch for more details.

Tip of the Month

Refrigerant Recovery: Which method is right for you? - Part 2

PUSH-PULL Recovery

Continuing from Part 1, this segment touches on the push-pull recovery method of refrigerant recovery.

The push-pull recovery method is used for transferring large volumes of liquid refrigerant. The recovery unit "pulls" vapour from the recovery cylinder and produces high-pressure discharge gas that "pushes" liquid out of the HVAC/R system and into the recovery cylinder.

Due to the different set up, you'll need an extra hose, a recovery cylinder with no more than 2.27 kilograms (or five pounds) of refrigerant, and a sight glass rated for the pressure of the refrigerant you are using.

First, turn off power to the system you are servicing. Next, connect a hose from the discharge port of the recovery unit to the vapour side of the HVAC/R system. Then, connect another hose from the liquid side of the system to the sight glass, and on to the liquid side of the recovery tank. Make sure that the sight glass is rated for the pressure of the refrigerant you are using. Finally, connect a hose from the vapour side of the recovery tank to the suction port of the recovery unit.



Once all connections are hooked up, purge the hoses of non-condensables before starting recovery. Once you are ready, open the valves on the recovery tank, turn the selector valve on your recovery unit to vapour and turn the recovery unit on.

When the passing liquid is no longer visible through the sight glass, or when the scale reading stops going up, the first part of push-pull recovery is complete.

Turn the switch off and purge the lines to prevent refrigerant loss. Once you have closed the liquid valve on your recovery tank, you can reconnect your hoses to do a standard vapour recovery. As mentioned earlier, push-pull is a two-step process.

TIP:

You should not use the push-pull method if the system contains less than 4.55 kilograms (10 pounds) of refrigerant, or if the system is a heat pump or other unit with a reversing valve.

Also, if the system has an accumulator between the service ports used in liquid recovery, or if the refrigerant system does not allow for the formation of a solid column of liquid, you would not use this method.

Written by Ralph Vergara, a sales engineer with Ritchie Engineering Company Inc. Adapted from Mechanical Business 12.07 with the permission of Brian Flynn, Executive Vice President of Ritchie Engineering Company Inc.

New Catalogues

Air Conditioning and Capital Plant Catalogues – 3rd edition 2008
For your complimentary copies, please visit or email your nearest
Realcold Components branch

The Components Catalogue will be released in early 2009

REALCOLD CONTACTS

Auckland	09 526 5700	parts@realcold.co.nz	Hawkes Bay	06 870 3714	hbn@realcold.co.nz
North Harbour	09 477 0274	nh@realcold.co.nz	Wellington	04 569 3072	wgtn@realcold.co.nz
Hamilton	07 848 2111	hm@realcold.co.nz	Christchurch	03 338 8084	chch@realcold.co.nz
Tauranga	07 571 0096	tga@realcold.co.nz	Dunedin	03 467 7106	dn@realcold.co.nz
Palmerston North	06 357 9101	pn@realcold.co.nz	Whangarei	09 430 4476	nl@realcold.co.nz