

COOL PARTS NEWS

Issue 11 June 2008



»» INSIDE THIS ISSUE

- Pg 1 > Foreword from GM
> RES ARBS 2008 Showcase
> Round the Bays 08
- Pg 2 > Local Scene - Staff Movements
> Branch Happenings
- Pg 3 > Product Range
- Tools - MA Line & Yellow Jacket
> RES Grand Opening
> TV Draw Winners - Gree Specials
- Pg 4 > Tip of the Month - Refrigerant Recovery - Part 1
> Realcold Specials

Foreword from GM

I was delighted to exhibit RES at ARBS in Melbourne in May, and pleased to see a huge turnout of kiwi customers and business associates, attending the show and visiting our stand. RES featured a range of capital plant at ARBS which proved to be of great interest to our NZ and Australian customers and this resulted in a very busy stand throughout the three day period.

Like Realcold Components in NZ, RES is well established and fast becoming an Australian industry icon. Rob Morgan, Johan van Rensburg, Dave Nicholls, Craig Bell and Matt Walker joined the RES team in manning the RES stand, while Roger Lee and Noel Mountjoy joined their Aussie counterparts on the GREE air conditioning stand. Thanks for your support, guys - it was much appreciated.

There is a higher level of interaction between Realcold Components and the RES teams today as we develop efficiencies in management processes; through knowledge sharing and exchanging of ideas and experiences. Bob Side (NZ Product Manager) and Mark McDonald (AU Logistics Manager) have conducted several meetings aimed at developing an Australasian supply chain strategy, whilst Tom Phillips (NZ Operations Manager) and Ray Fillmore (AU Operations Manager) met late in April to exchange their years of knowledge and experience in order to refine business processes between the two organizations. Grace Khong (NZ Marketing Coordinator) and Stacy Weber (AU Marketing Coordinator) also met in April to exchange knowledge and experience and forge a close working relationship.

It is rewarding to watch both organizations grow closer whilst maintaining healthy Trans-Tasman competitiveness, particularly as we get closer to the Tri-Nations Rugby.

Realcold Components has experienced significant growth over the past few years and we are regarded as the preferred supplier to many HVAC&R companies in NZ. This position has been achieved through the hard work of all Components Division employees who are focused and dedicated to delivering superior customer service and providing complete solutions - not just products. We are passionate about the industry and enjoy working in this industry with like-minded customers. We consider ourselves as "the contractors' friends".

Robbie Hunt,
Australasian Wholesale General Manager

RES - ARBS 2008 Showcase, Melbourne

Australia's leading wholesaler and manufacturer of world class refrigeration and air conditioning equipment, components and accessories, Refrigeration Equipment Sales (RES), showcased their comprehensive capital plant range at this year's ARBS tradeshow.

RES is the Australian counterpart of Refrigeration Engineering Co Limited (RE), operating with ten branches and two distributors based in the states of Queensland, New South Wales and Victoria.

RE and RES' Australasian Wholesaling General Manager, Robbie Hunt, has played a pivotal role in reconstructing the company and has big plans for the future of RES.

"This has been an exceptionally exciting and rewarding year for us at RES. The first phase of our growth strategy was to move to bigger and better premises, which we have now done and upgraded to a new world-class facility in Coopers Plains, Brisbane. The second part of our growth strategy was to focus on developing a comprehensive range of capital plant equipment,"

"ARBS was a great opportunity for RES to show the rest of the industry in Australia, the extent of our capabilities, and many of our suppliers were impressed with the range of products on offer," Mr Hunt said.

RES' new capital plant range featured Frascold, Copeland, Aspera, Realcold condensing units, Guntner evaporators, Realice flake ice machine and parallel compressor rack systems ... just to name a few.

Not to be left out, the Kiwi RE contingent of seven also assisted with manning the RES booth, creating a true Australasian atmosphere.

Extremely pleased with the success from ARBS 2008 Robbie Hunt said, "I am absolutely delighted with the turn out and positive feedback from customers, competitors and suppliers alike - we have definitely achieved our objectives,"

Proud of what they have achieved over the past twelve months, Robbie Hunt believes that RES has made a difference within the Australian refrigeration and air conditioning industry.

Robbie is also working towards aligning both RE and RES to form a strong Australasian refrigeration and air conditioning equipment, components and accessories wholesaler and manufacturer. "We are looking at becoming a world-class operation and the best breed in this industry in Australasia,"

RTB 08 - The Real Cool Realcold Team

On Sunday, 16th March 2008, the Realcold Real Cool Team got up at the crack of dawn and made their way to the starting line of the 36th HSBC Round the Bays run. The Real Cool Team comprising of Realcold customers, staff and



their families (eighty participants in total), started the 8.4km charity fun run at Downtown, Auckland and finished off at St. Heliers Bay.

After the run, the Real Cool Team was treated to a well deserved BBQ lunch at the Realcold Marquee at Madill's Farm in St. Heliers.

Everyone had a fantastic time and

look forward to improving their finishing time next year.



Local Scene - Staff Movements - Presenting Realcold Components' latest staff movements.



Grant Keighley - AC Technical Sales Engineer, Auckland

Grant served his apprenticeship in the mechanical workshop sector with NZ Post Office / Telecom. After completing his apprenticeship, he stayed on for a further nine years as a Tradesman and Leading Hand before being promoted to an

Overseer Junior Manager). Following that, Grant completed his OE for a year with a mate, travelling 26,000 miles in a van around USA & Canada. He then hitchhiked and trained around England, Scotland, Europe and Morocco.

Upon his return, Grant was once again employed by Telecom NZ but in the Engineering Office as an Engineering Assistant & Trainee Engineering Associate for five years. During this time, Grant obtained his NZCE (HVAC&R) and REA (Registered Engineering Associate) qualifications.

For the next eight years, Grant was employed as a Project Engineer, designing air conditioning for Telephone Exchanges and associated buildings in the upper North Island. From there, he went back to the service and maintenance industry for eleven years where he worked for several local air conditioning servicing companies.

Grant is now the Air Conditioning Technical Sales Engineer for Realcold. He supports Roger Lee, the National Air Conditioning Product Manager, in areas of sales, specification of product, warranty claims, trouble shooting and spare parts of air conditioning equipment.

Grant is married to Lee for 22 years with two grown up children. The family sport is squash where Grant and his whole family actively participate in interclub competitions and tournaments. Grant is also a keen boatie and armchair sportsman who enjoys Rugby, League and Motor Racing.



Alex Tosen - Account Manager, Auckland

Alex started his full time apprenticeship in 1991 in the South African Defence Force, working mainly on transport refrigeration units. Soon after qualifying as a Refrigeration Mechanic in 1994, Alex left the Defence Force and started working on air conditioning systems including VRF in the private sector.

Since immigrating to New Zealand two and a half years ago, Alex has worked in the refrigeration industry and has now taken up the Account Manager position with Realcold Components. He will be looking after customers in Central and East Auckland. Alex aspires to give first class assistance to customers in the Auckland area. Alex enjoys tramping, cooking, travelling and nature; especially African wildlife. His favourite reads are anything to

do with new technology or history.

Willem Oosthuizen - Branch Manager, North Harbour

Willem stumbled upon the refrigeration industry by chance 12 years ago. He had originally studied Animal Production at the Pretoria Technikon, South Africa in 1992. While contributing immensely to the student life on campus, Willem was also involved in musical productions which helped breed his love for the performing arts.

After graduation, Willem worked at various part time jobs before landing himself a position in sales for Metraclark, a South African refrigeration wholesaler. He stayed with Metraclark until his departure for New Zealand with his wife - Nelia and two lovely little girls.

Having spent almost 10 years in the refrigeration wholesaling industry, it was only natural for Willem to continue working in the industry that he knows and loves best. Willem worked for another refrigeration wholesaler for 2 years and then moved to Realcold as an Account Manager for a further 2 ½ years.

When the position of Branch Manager for Realcold North Harbour became available, Willem grasped the opportunity for the promotion and was successful in his new appointment. Willem is looking forward to the challenges of his new role and is eager to provide excellent service to customers on the North Shore.

Hamilton Bed Race

Darren White, Manager of the Realcold Hamilton branch joined Centigrade's team of six who entered into the Hamilton Bed Race, a fund raiser event for Pohlen Hospital back in November 07. Out of nine teams comprising of local police, sports clubs and businesses, the Centigrade team came out as runners up in the race.

The Centigrade team (including the old mascot - the penguin pictured on the bed) & Darren were happy with their placing but were really tired at the end of the race and were forced to retire to the bar following the event!



Speights Coast to Coast

Ben Smit, Realcold's South Island Regional Manager was part of the support team for his son, Jeff (pictured behind the kayak) who participated in his first ever Coast to Coast race back in February 08. The Speights Coast to Coast traverses the South Island from Kumara Beach on the Tasman Sea to Sumner Beach on the Pacific Ocean. This event is an institution in the South and has been deemed as the World's Premier Multisport Event. It is definitely a great challenge for anyone who feels the need to prove themselves in this arena.

Dressed in their green Gree t-shirts, Ben (pictured 2nd R-L) and the rest of the support crew organized drinks, food and massages to ensure that Jeff was in his best state for the race. Jeff finished the entire race in good time and is already planning on participating again in future. Ben will no doubt once again be the proud father forming the support crew.



Product Range Available from Realcold

Realcold's New Quality Trade Tools - MA Line & Yellow Jacket



MA-16531
Digital
Psychrometer



MA-16540
Temperature &
Humidity Data
Logger

Refrigeration Engineering has added a new line of test equipment to their current range of refrigeration and air conditioning testing tools.



Realcold's extended MA-Line range includes a hand held digital Anemometer with thermometer function, a digital psychrometer (MA-16531 pictured), an infrared thermometer with additional K-type touch probe, a USB temperature and humidity logger (MA-16540 pictured) and a digital clamp meter with K-type touch probe.

Realcold has also extended its Yellow Jacket range to include a digital vacuum gauge with seven different units of vacuum (69086 pictured). Each displays down to the equivalent of 10 microns of vacuum to let you know that your vacuum pump is clean and is performing properly. Please contact your local Realcold branch for further information.

69086
Digital Vacuum
Gauge



Robbie Hunt (Centre) showcases RES' range of Capital Plant equipment to The Honourable Simon Finn MP, Labour State Member for Yeerongpilly (Right)

RES Grand Opening

Refrigeration Equipment Sales (RES) opened its doors to a new multi-million dollar facility at Coopers Plains, Brisbane on Monday 31st March, 2008.

Operating since 1998, RES is the Australian counterpart of Refrigeration Engineering Co Limited (RE), with ten branches and two distributors based in the states of Queensland, New South Wales and Victoria. Due to phenomenal growth and an ever increasing demand for their world class products and superior service, the Realcold Group of Companies, the parent company of both RE & RES, supported the move to the new premises. The new world-class National Distribution Centre is an impressive 5,066 m² and is the largest of its kind in Queensland within the HVAC&R industry.

RES shares its premises with two other divisions that belong to the Realcold Group of Companies; prominent Australian businesses, Realcold Milmech and Argus Realcold. The Realcold Group of Companies is a major employer, exporter and importer in Queensland, operating throughout Australia and around the world.

The Australian Labour State Member for Yeerongpilly, the Honourable Simon Finn MP, officially opened the new Australian head office and congratulated the Realcold Group on its continued growth and success. Mr. Finn said it was great to see local companies such as the Realcold Group contributing towards Queensland's economy.

RE and RES' Australasian Wholesaling General Manager, Robbie Hunt, the man behind the reconstruction of RES, thanked all stakeholders (many of whom had travelled from overseas for the opening) for their continued support and said he believed they will play a pivotal role in the future of the Realcold Group and the development of the new world-class national distribution centre.

"Thanks to our customers ... without you, we would have no business - you are very important stakeholders and key to the success of RES," "Thanks to all suppliers ... you are strategic partners of RES and stakeholders in our success. Together, we will share the rewards of reciprocal commitment, support and hard work. We are grateful for your ongoing support and trust that this investment is a token of things to come," Mr Hunt said.

Robbie Hunt said he believes the new facility, combined with the backing and excellence of his committed staff, will give RES a distinctive competitive advantage that will take them into the future as a truly world-class refrigeration manufacturing and wholesaling operation.

Winners of the 1st Gree Specials - TV Draw



John Cotter (Right) from Cotter Refrigeration received his early Christmas present from Realcold Components back in December 07 when he won our first Gree Specials TV Draw.

RE Staff Willem Oosthuizen (Left) also received an early Christmas present from Roger Lee, AC Product Manager (Right) back in December 07 for selling the most Gree units nationwide.



Refrigerant Recovery: Which method is right for you? - Part 1

Tip of the Month

One of the most common tasks in maintaining or repairing HVAC&R systems is refrigerant recovery. When recovering refrigerant, you have three options at your disposal: Liquid, vapour, and push-pull.



Of the three recovery methods, liquid recovery is the fastest, but not all systems will offer you a way to access them in a way that makes this possible. In those cases, you will have to use the vapour recovery method.

VAPOUR Recovery

In vapour recovery, refrigerant is first removed from the HVAC&R system in a vapour state. The vapour is then condensed into a liquid by the recovery unit and finally, transferred to the recovery cylinder.

When you are ready to start, ensure that the system you are servicing is powered off. Check that the recovery machine is also set to off and that all valves on the manifold are closed. Connect your manifold to the system being serviced - high side to liquid port and low side to vapour port. Connect the 1/4" utility hose of your manifold to the suction port of the recovery machine. Finally, connect a hose from the liquid side of the recovery cylinder to the discharge ports.

Before recovering refrigerant into the recovery cylinder, purge all hoses of non-condensables. Turn the selector valve on the recovery unit to vapour, and open the utility port and the low side valve on the manifold. When recovery is complete, turn the system switch off and do not forget to purge.

LIQUID Recovery

The process for liquid recovery is very similar to vapour recovery. The differences are the state of the refrigerant, unit settings and connections. When you are ready to start, ensure that the system you are servicing is turned off. Also, check that the recovery machine is off and make sure that all valves on the manifold are closed. Next, connect your manifold - high side to liquid port and low side to vapour port.

Although the suction gauge on the recovery unit monitors the pressure of the system, a manifold provides a metering option and lets you pull from both the low and high side ports of the system at the same time.

Connect a 1/4" utility hose of your manifold to the suction port of the recovery machine, and connect a hose from the liquid side of the recovery cylinder to the discharge port. You'll want to be sure that the ends with the shut-offs are used at the suction and discharge ports.

Purge all hoses of non-condensables and then open the liquid valve on the recovery tank and turn the recovery unit on. Select the liquid option on the unit and open the utility port and the high side valve on the manifold.

Before completion, one other important thing to do is to purge the recovery system. Purging clears the recovery unit of refrigerant, reducing the risk of cross contamination and prolonging the life of your equipment.

SAFETY

One of the most important aspects of safety in recovery is having appropriate equipment and understanding which refrigerant you are recovering. For example, if you are working with R410A, you will be working with significantly higher pressures than if you are working with R22. This means you may need different equipment, particularly ones designed to handle the higher pressures associated with R410A.

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.

**One 25% Discount
Toyo Specials still ON!**

Extended until the end of June 08 or while stocks last. Special excludes model AC 5215 & all other offers. Enquire at your local Realcold branch.

Enquire at any Realcold branch for your Toyo piping & air-conditioning accessories at a discounted rate!

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			