

COOL PARTS NEWS

Issue 10 December 2007



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Foreword from GM

I would like to take this opportunity to thank all customers and suppliers for your support through 2007. Have a safe and relaxing holiday and I look forward to engaging with you in 2008.



I would also like to thank my team for an outstanding year - WELL DONE; have a well deserved break with family and friends. If 2008 is anything like 2007, the coming year will be another challenging year to look forward to.

Merry Christmas and all the best for a prosperous 2008.

Robbie Hunt,
Australasian Wholesale General Manager



Realcold Palmerston North Relocation

The Realcold Components Palmerston North branch has grown since it first opened its doors in North Street back in January 2000. Having just been appointed the Central Distribution Centre supplying the Hastings and Wellington branches, a newer, bigger and better location was inevitable.



The Palmerston North team first started with Daryl Dean and Theresa Hodson under the guidance of Colin Bray. Murray Walker later joined the team in October 2003 and is now the Branch Manager. The latest addition to the team is Barry

Gosnell, the part-time Store person responsible for warehousing operations.

On Monday, 17 September 2007, Realcold Components Palmerston North opened the doors to its new premises located in Tremaine Avenue (Palmerston North's busiest industrial road). Now employing 4 staff and going from 187m² to 450m², it has taken some getting used to for staff, especially the extra room for more stock holding and a flash new showroom.



The Palmerston North staff is looking forward to a challenging and innovative future, servicing customers and sister branches in the Central North Island area from their new premises at Unit 2, 597 - 599 Tremaine Avenue.

The Unsolicited Electronic Messages Act 07

REMINDER - Attention all E-Readers of Cool Parts News!

Realcold has taken steps to conform to the new Unsolicited Electronic Messages Act 2007 which took affect on 5 September 2007.

According to this new legislation, after 5 September 2007, Realcold will be unable to send emails to keep you abreast with news from the refrigeration industry and Realcold activities.

As a default, you will NOT be on our subscription list but if you wish to continue receiving updates and the Cool Parts News via email, please send an email titled 'Subscribe' to gkhong@realcold.co.nz.

Once you are on our subscription list, you can choose to unsubscribe at any point by sending an email titled 'Unsubscribe' to gkhong@realcold.co.nz.

Thank you to those who have previously responded.



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



Noel Mountjoy - National Key Account Manager

With Realcold's continuous success in the refrigeration and air conditioning wholesale market, it was necessary to create a new position within the company to look after Key Accounts throughout New Zealand.



After seven years of managing Realcold's range of air conditioning units and accessories, Noel Mountjoy decided a change would be good and seized the opportunity and was successfully appointed the new National Key Account Manager.

"I have enjoyed working in the air conditioning market; however, the opportunity for a change does not come around every day. Leaving the air conditioning department has been made easy as I know it will be in good hands. Roger Lee has a wealth of experience and has been my assistant for 18 months. My assistance will always be available to the Realcold Air Conditioning department when required,"

As Key Account Manager, Noel's role includes servicing key national and local accounts, identifying and creating new business opportunities and developing Realcold's brand of Milk Vat Units in the NZ dairy industry.



Roger Lee - National Air Conditioning Product Manager

Roger Lee started his career in refrigeration when he became an apprentice with GB Teat Ltd in Rotorua. Upon completion of his apprenticeship, Roger travelled extensively through Europe and the Middle East. Roger also gained invaluable knowledge and experience in the refrigeration and air conditioning industry while working in Australia, London, Turks and Caicos Island - West Indies and the Cook Islands before finally settling in Samoa where he owned and ran a refrigeration company for 14 years.

Roger returned to New Zealand in 2006 to take on the role of Technical Sales Engineer at Realcold. After 18 months, Roger was given the opportunity to progress into the role of National Air Conditioning Product Manager, taking over from Noel Mountjoy. Roger's vision for the Air Conditioning Department is to push Realcold into the field of commercial air conditioning, in line with Realcold's policy of only selling to the trade.

Ben's big OE (Realcold South Island Regional Manager)

My wife, Kathy and I made a pact that we would embark on a great long overseas holiday once our youngest son left school. It was time for us to fulfil our dreams when Ryan left school and home at the end of 2006 for university.

We planned our 12 week holiday and were excited to be touring far away and exciting places like Shanghai, Paris, Holland, Germany, Austria, Croatia, Rome, Switzerland and Los Angeles (9 main destinations in total!).

On 9th August 2007, we were underway, from Christchurch to Shanghai, for a two day stop over. We had an interesting time to say the least with the knowledge of just one phrase of the language, 'nee how' (hello).

Paris was just fantastic. We easily mastered the metro and wore in our new walking shoes in those first few days. We also spent some time at Normandy coast visiting Mont St Michel, Omaha WW2 landing beach and the American war cemetery (very moving).

We travelled by train back to Brussels, Amsterdam and eventually to Ermelo in East Holland where some of my family live. One experience that will stay with us for a long time was our day in Amsterdam with a 78 yr old aunt who took us to the Van Gogh museum (he did seem a tortured soul), then proceeded to drag us around the 'red light district' - she knew her way well!

Next stage was a month in a Campervan kitted with a trusty Navigator (GPS). We went from Holland, through Germany and into Austria (Salzburg). From Austria, we went through Slovenia into Vrsar, a beautiful village in Croatia. We made some trips around the area including a day in Venice (Italy) which was an easy day's boat trip.

Next travel was to Italy, stopping at a small hilltop village called Monte De Fo where we sampled our first real Italian pasta, cooked by 'Mama' in the kitchen, and Chianti wine - Fantastico! At this stage, we were all big-cities-out and travelled to Tuscany and found refuge in a beautiful motor camp on top of a hill overlooking grape vines and olive trees in delightful village called Casio de Murlo, in the general area of Siena.

We also travelled via Pisa, Maranello (Ferrari factory) through Modena to the North Italian lakes and ended at Lake Garda. Kathy noticed that one of the locals serving at a stall was wearing an All Black T-shirt! From Lake Maggiore along a narrow lakeside road, we crossed the Swiss border where we went on an extremely steep train trip to the top of Europe, to the top of Jungfrauochon. The last half hour train ride was through a tunnel in the highest part of the mountain to a restaurant at 11,500 ft high.

We then travelled back to Switzerland and Germany before headed back to Holland. We left Europe for Los Angeles where we spent four days relaxing at Santa Monica Bay before headed back to Christchurch.

On arrival at home, the garden needed attention, the fence still needed staining and the kitchen still needed painting. I have to get up and go to work every weekday - I might just appeal to Rob Morgan's good nature and request another 3 months holiday next year (?)



Product Range Available from Realcold

Realcold's Duct & Ventilation Accessories Range

To further enhance Refrigeration Engineering's one stop shop identity, a range of Ducted and Ventilation accessories has been introduced. In this new range, Realcold will offer an extensive range of flexible ducting in 3m and 6m lengths (both insulated and non insulated), diffusers and adaptors, ceiling/wall and roof fans, heat transfer kits along with the Smart-vent Home Ventilation System.

This list of accessories is comprehensive and covers all standard project requirements. Realcold will assist clients to source accessories that may be outside this range.

Realcold's goal of becoming the supplier of choice for a one-stop shop of refrigeration and air conditioning components is coming to fruition. It all began with introducing PVC drain tube and fittings in early 2006. Since then, electrical installation components were introduced in April 2007. Quality Hitachi Tools along with a comprehensive range of King Tony hand tools were also introduced to offer engineers assistance with installations. The ever popular 3m and 5m portable material lifters were also introduced.

The new Duct and Ventilation Accessories catalogue is now available through your local Realcold Sales Rep or call into any one of our Realcold national branches. For further enquiries, please contact 0800 11 66 90.



Gree Window Wall Air Conditioners



There is still strong demand for the humble window wall type air conditioner even though it has almost run its race. These units require no special skills or materials to install, hence, have become a favourite with portable building manufacturers who tend to buy in bulk. There is also a large replacement market for existing window wall units.

Realcold Components currently have two Gree window wall models available, rated at 2.6 and 3.4kW that are MEPS II compliant. We will soon be adding a 5KW model (stock due in February 08), enabling us to offer a wider and more balanced range.

The entire range utilises R22 refrigerant but Gree is undergoing R + D to introduce a range of R410a models in 2008. This may extend the commercial life of these units beyond the next round of energy efficiency increases due in 2009. So it's 'back to the future' with window wall air conditioners. For further enquiries, please contact your nearest Realcold branch.

Gree Multi Variable System (GMV)

At the other end of the scale, we have Gree's new VRF equipment. Popularly known as GMV which stands for Gree Multi Variable, this equipment comes in two and three pipe variations.

The two-pipe system with all cooling or all heating, has three types of indoor unit with 26 models ranging from 2.2 to 14kW. There are seven outdoor units ranging from 12 to 60kW.

The three-pipe system with simultaneous cooling and heating has two types of indoor units with 10 models ranging from 2.5 to 11.2kW. The outdoor units are limited to one model at present (30kW) with more due in 2008.

The electronic controls are BMS compatible. The central controller can control up to 64 outdoor units and 1024 indoor units. These GMV systems are currently being used to air condition the Media Centre and Accommodation Apartments at the Beijing Olympic village.

The GMV product line will only be offered on an indent basis. All unit selections will be carried out by Realcold Components' Auckland office with support from Gree Commercial in China. For further enquiries, please contact 0800 11 66 90.



R410A

Realcold Auckland's Customer Christmas BBQ

Realcold Auckland held its annual customer Christmas barbeque on 14 December 2007. It proved to be a hit with the locals as there was a great turnout of over 70 attendees enjoying the festivities & barbeque. Congratulations to the following lucky prize winners: Craig (Climatech), Troy (Climatech), Deon (Koolmakers), Matt (AE Smith), Matt (Shannon), Dereck (Dees Freeze) & Zared (Top Half).

This barbeque gave the Realcold Auckland team the opportunity to thank customers for their patronage this year and look forward to serving them again in 2008.



10th Annual Wallie Askew Workskills - Auckland Semis

The Auckland branch of IRHACE held the Semi-Finals of the 10th annual Wallie Askew Workskills Competition on 28 November 2007. Held on the premises of Refrigeration Engineering, a total of seven apprentices were tested on their skills in pipe work, pressure switch and electrical. Each apprentice also had to sit for a written exam and go through individual interview sessions. The overall standard of participating apprentices was rated above average with Jarrod Harris from Thermal Solutions winning the competition. Congratulations, Jarrod!



The evening was a success thanks to support from the following parties: IRHACE Committee members, Debbie Fielder from IRHACE, Refrigeration Engineering's : Noel Mountjoy, Roger Lee and Craig Bell, Nirmal Gaunder from Pattons, McAlpines': Sid Cordon, John Kennedy and Darren Rawsley, Matt Birch from Siemens, Peter Bowerman from Noise Control, Karl Burke from Climatech and Garrett Glynn from MIT.



New Catalogues

Capital Plant Catalogue - 2nd Edition 2007

We have just released the 2nd edition (2007) of the Realcold Refrigeration Capital Plant Product Catalogue. For your complimentary copy, please visit or email your nearest Realcold Components branch. The following table lists the summary of deleted and additional lines.

DELETED LINES		
Product	Brand	Notes
R22 Sealed Condensing Units	L'Unite	
R22 Sealed Condensing Units	Realcold	
ADDED LINES		
TMV Air Cooled Condensing Unit	Realcold	pg CP12
Air Cooled Condensers	Realcold (Steelfort)	pg CP15 - CP16
Evaporator Units	Realcold (Steelfort)	pg CP19 - CP21
Ice Machines	Hoshizaki	pg CP23 - CP24
Spiral Freezers (enquiries)	Realcold Group (agents for Starfrost)	pg CP27
CHANGED TERMS OF WARRANTY		
*12 month period warranty for Compressors & Condensing Units (pg CPW2)		

Condensing Unit Pack
TOYO SPECIALS STILL ON!

A complete combo for the low price of \$1895. Only 1 in stock. Offer valid while stocks last. Enquire at your local Realcold branch.

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

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