

REALCOLD

COMPONENTS

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Foreword from GM

With the Rugby World Cup about to commence, the international banter has started with gusto and if this is any indication of what we are in for - this will be a superb World Cup. Emails are flying all over the world from customers, suppliers and friends from the tiny South Pacific Nations of Samoa, Tonga and Fiji to those based in France, England (poor Brits are in the same pool as the Springboks and then Samoa!), Italy and South Africa.

It is a wonderful event in the sporting calendar, especially for those of us who so ardently support the 'game played in heaven'. The Rugby World Cup will be the catalyst of many differences of opinion and even the odd off-field brawl. As a bit of a self-professed 'international mongrel', I am not quite sure who I am supporting but I have a good idea who will win!

We celebrated the opening of our new branch in Albany on Friday 31st August and would like to thank customers who attended the spit roast event. By all accounts, customers are pleased with the location and higher inventory at our new premises and we received many favourable comments. In September, we will open our new, larger branch in Palmerston North and encourage all customers in the region to pop in and visit the Palmerston North team at their new location.

We welcome several new faces into the Realcold family (the company culture is anything except cold) and congratulate several internal promotions. Realcold has a strong culture of employing, developing and retaining the best people in the industry and we have a low attrition rate as a result of this warm internal culture.

Roll on summer and the Rugby World Cup.

Robbie Hunt,
Australiasian Wholesale General Manager

Realcold Components at Fieldays 2007

This year was Realcold Components' first participation in the National Fieldays exhibition at Mystery Creek, Hamilton. With a reputation of being ranked in the top 10 exhibitions worldwide in size and magnitude, the 39th



New Zealand National Agricultural Fieldays was held from 13 - 16 June 2007. This very prestigious event had over 100,000 visitors across four days, with 90 acres of exhibition and demonstration space housing more than 1,000 exhibitors on 1,380 sites. It is said that \$300 million in total sales in the New Zealand and international market was derived from Fieldays 2006.

Our Hamilton staff took charge of organizing our exhibition tent focused on showcasing our dairy Milk Vat and Gree Air conditioning units. The Realcold Auckland technical crew was also on hand to answer any technical queries, along with



assistance from two of our customers, namely, Rob McGregor from Powerchill & Paul Donderwinkel & Russell Ashton from Matamata Refrigeration. A big thank you to Powerchill & Matamata for their support as well as all Realcold staff involved in this event, it was a well worth effort as we managed to receive a positive response from traditional customers and the general public alike.

The Unsolicited Electronic Messages Act 07

Attention all E-Readers of Cool Parts News!

Realcold is currently taking steps to conform to the new Unsolicited Electronic Messages Act 2007 which takes effect 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 in advance for your response.



Local Scene

New Staff Members - Presenting Realcold Components' newest staff members providing professional support to customers.

Matt Sakaria - Counter Sales Clerk, Realcold Auckland

I started work at a young age, gaining lots of experience in store work. Apart from working as a storeman, I gained some experience working in Supply Chain before landing a leadership role as the leading hand at a local manufacturing company.

After spending some years working across the Tasman, I returned and first started work at Realcold as a temporary store worker before becoming the Auckland Storeman. The opportunity to extend my horizon within the company came about when the counter sales clerk position became available.

Now, as part of the Auckland Sales team, I aspire to contribute towards moving forward and achieving our team goals. I am looking forward to facing new challenges in the future. Outside of work, I enjoy spending time with my family and friends.



Raewyn Hartstone - Customer Service, Realcold Tauranga

Hi, I'm Raewyn and recently joined RE Tauranga. I come from an Administration, Customer Service, Counter Sales background (after I was an apprentice jockey) and have had opportunities to work in a variety of interesting industries.

My late father was a refrigeration engineer with a huge amount of knowledge and most regarded in the industry. Just to have a small amount of this knowledge in my blood would be a godsend.

I'm working hard at increasing my product knowledge and looking forward to helping Craig build the Tauranga branch to become the leading supplier in our area.

Out of work my horses that I compete with keep me very busy (and broke according to my husband). My husband, Mark and I enjoy the great outdoors camping at Lake Tarawera and spending time with our beautiful Australian Cattle Dog (Heeler), Tarn. I'm looking forward to meeting more Tauranga customers and I'm sure my time at RE will be a good one.

WELCOME ABOARD, Matt & Raewyn!

Realcold North Harbour Relocation

After 3.5 years in William Pickering Drive, the Realcold Components North Harbour branch outgrew its' premises and the need for relocating to bigger premises became a priority. A suitable location was soon found in June 2007 at Canaveral Drive, Albany. The process of relocating took place within 5 weeks with the new North Harbour premises fully operational by Monday 16th July 07.



The move was an excellent team effort, special thanks to:

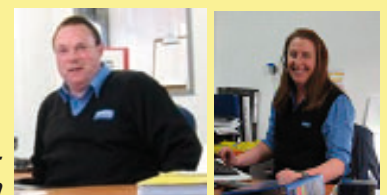
- 1) Darrel Irvine (Sales/Customer Services) & Willem Oosthuizen (Account Manager), both based at the new premises.
- 2) The Components warehousing staff - Ronnie & team, Humz, Abdul, Taua & Matt.
- 3) Nitin & the IT team.

Our new address is 28C, Canaveral Drive, Albany. Phone: 0800 101 601. It is a brand new building with a very up-market profile. Please feel free to visit us at any time, Darrell will proudly show you around and even offer you a coffee or cold drink on the house!

New Realcold Look

In June 2007, Realcold launched its new corporate look. Aimed at presenting a more uniformed and professional image to our customers, the new Realcold line is proudly worn by all Realcold Sales staff.

*New Realcold look modelled by our Dunedin branch - Tony & Wendie who says it's **REALCOLD** in Dunedin*



Product Range Available from Realcold

Electrical Fittings

To provide superior customer service and complete our convenience of a One-Stop Air Conditioning shop, we have launched a range of electrical components to be used when installing air conditioning units.

Our Electrical fittings range includes:

- Electrical cable
- Conduit
- Clips
- Connectors
- Standard and weather proof switches
- Circuit breakers
- Fittings

Our pricing is very competitive and has received positive feedback from clients who are able to collect these electrical fittings while purchasing their normal requirements; saving time and money.

Visit your nearest Realcold store to check out our latest electrical fittings range.



Steelfort - Evaporator & Condenser Range

The Steelfort Evaporator & Condenser Range is engineered to the highest quality to suit New Zealand standards. Based locally in Palmerston North, Steelfort Engineering is able to assist Realcold in improving lead times and availability, enabling quick reaction to any requests. This also means having the flexibility to custom build based on in-house knowledge and expertise of both Steelfort Engineering and Realcold Components' technical team.



The Steelfort Evaporator & Condenser features include:

- Coolroom Evaporator Units Nominal 1.5kW to 50kW for low and medium temp applications
- Water and hot gas defrost options available
- TX Valve selected and fitted - on request
- Air Cooled Condensers 2kW - 500kW vertical and horizontal air flow
- Epoxy coated fin standard on V Series Condensers
- High quality aluminium construction
- External rotor motors for smaller units
- Heavy duty plate axial fans on larger units
- Rapid delivery times
- Custom designs available for specialised applications



For more information, please contact your local Realcold representative.

2007 Wallie Askew Competition



This year, the 9th Annual Wallie Askew Apprentice Workskills competition was held in Napier. Eight finalists worked through a number of tasks including heat exchanger fabrication, fault finding, servicing of equipment, electrical diagnosing and a written exam. This was all undertaken over three days during the IRHACE 07 Conference. The competition was very close, with all apprentices well trained in most aspects of the refrigeration and air conditioning industry.

The Conference venue was good and delegates were able to observe the apprentices complete their skill challenge in the well set work area. Part of the Workskills competition is for contestants to attend the technical presentations and to meet IRHACE members during the social function. This is an effort to ensure that all apprentices have a better understanding of our industry and the role that IRHACE play.

Robbie Hunt, General Manger of Refrigeration Engineering - Components Division, had the pleasure of presenting Matthew Hansen from Active Refrigeration Christchurch with the first prize which was a trip for two to a Pacific Island destination. All contestants received certificates and well earned sponsored prizes. Congratulations to all winners and participants alike for taking part in this industry recognised competition.

Tecumseh Seminar

On Tuesday, 26th June 2007, the Northern Region sales team attended a Tecumseh seminar held at the Realcold Head Office in Auckland. The seminar was conducted by representatives from Tecumseh Europe - Michel Charreyron, along with two other representatives from Tecumseh Malaysia - Soh Chee Teck and Chong Hin Choy.



Amongst the topics that were covered in the seminar was the new rigorous testing procedure that the Tecumseh Compressor is subjected to before it is exported. This is a new testing procedure that all manufacturers are encouraged to perform, having joined the Association of European Refrigeration Compressor and Controls Manufacturers (Asercom).

Asercom is the platform for the refrigeration and air conditioning industries to address top issues and communicate relevant opinions of its members to the industry, the public, governmental bodies and non-governmental organizations. It also promotes standards for performances and safety and to focuses on better environment protection. Through its affiliation with Asercom, Tecumseh has taken steps to introduce uniform and consistent test procedures to be performed on their compressors in order to produce performance results that show the true capacity of the compressor.

Refrigeration contracting and servicing companies will also benefit from the improved design of the Tecumseh compressor with quieter running and increased efficiency.

Condensing Unit Pack Toyo Specials still ON!

A complete combo for the low price of \$1895. Only 8 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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