

# COOL PARTS NEWS

Issue 13 May / June 2009



## »» INSIDE THIS ISSUE

- Pg 1 > Foreword from GM
  - > Northland Field Days 2009
  - > Catalogue Price Increase
- Pg 2 > Local Scene - Staff Movements
  - > March in Palmerston North
  - > Ihace Auckland Fishing Trip
- Pg 3 > Product Range
  - Gree Inverter Hi-Wall
  - Gree & Daikin Joint Venture
  - > Wallie Askew Competition
- Pg 4 > Tip of the Month
  - R22 License Phase Out

### Foreword from GM

After almost nine years with the Realcold Group - the 'innings' is over, the final ball has been bowled, this chapter of my working career is over and it is time to move on (the game of cricket is a great analogy for this).

During my time at Realcold, I have faced bouncers, away swingers, full tosses, googly's, top spinners, yorkers, off cutters, out swingers and flippers - and held my wicket! I have hit the boundaries and centuries for my team and we have enjoyed many innings and victories together.

At different times, I have played as a fielder, bowler, batsman and wicket keeper. I have taken the wickets and played with 100% effort at all times. I have been a coach, a selector, an umpire and now I am a spectator or commentator, as I 'retire' from the team.

After a break, I look forward to enjoying the next chapter in my career - who knows, perhaps exporting white ware to Zimbabwe! The sports analogy for this new chapter is golf!

I take this opportunity to thank all stakeholders - staff, customers, suppliers, and shareholders for your support over the years, particularly those who have worked closely and strategically alongside me, and wish you all good health in the future.

Working with you has been an enjoyable and memorable experience, and I have made some great friends and colleagues in my time with the Realcold Group.

Let's stay in touch and have some fun in the future.

Bon Voyage.

**Robbie Hunt,**  
Australasian Wholesale General Manager

### REALCOLD AT NORTHLAND AGRICULTURAL FIELD DAYS 2009

Realcold Components was proud to be a participant in the 25<sup>th</sup> Northland Agricultural Field Days held in Dargaville from 26 - 28 February 2009. Supported by the local community and businesses throughout Northland, this major event is the largest held in Northland and the second largest agricultural event held in New Zealand.

There were 7000 to 8000 attendees per day on Thursday and Friday, with an expected 25,000 for Saturday. Unfortunately, due to very bad weather on Saturday, the gates were closed for safety reasons.

Never the less, being the main installation and service company in Dargaville, Frostline Refrigeration was keen to increase their brand awareness in the region by exhibiting at this event. With support from Realcold Components, Frostline Refrigeration featured Farm Refrigeration, displaying a 1000 litre milk vat connected to a working Realcold TMV Condensing Unit. The unit included a Desuperheater producing hot water at 65°C, demonstrating the efficiency of this type of unit.

Other equipment on display included a complete working Coolroom, Realpack Condensing Units and Gree Air Conditioning. Realcold Components' Wayne Crichton, Mick McCann, Vicky Tuteja, Roger Lee and Noel Mountjoy took turns to assist Frostline Refrigeration with product support, quotations and inquiries.

Apart from the Saturday closure, the event was a success with steady and positive interest from attendees.



### CATALOGUE PRICE INCREASE - EFFECTIVE APRIL & MAY 2009

Due to the continued devaluation of the NZ dollar and price increases from our suppliers, we are experiencing significant cost increases to our Gree, Hitachi, Toyo and Tecumseh product ranges.

As a result, we have reviewed our cost structure and are forced to increase prices on all products from the above suppliers currently listed in the 3<sup>rd</sup> edition of our Air Conditioning, Refrigeration Components and Refrigeration Capital Plant catalogues. Please take note of these new prices as some of the increases are substantial.

Product	% Increase	Date Effective
Gree	15%	20/04/2009
Hitachi	Various	20/04/2009
Tecumseh	Various	20/04/2009
Toyo	Various	04/05/2009

We will be producing a new Air Conditioning catalogue as well as price stickers for the Tecumseh range listed in both the Refrigeration Components and Refrigeration Capital Plant catalogues. Kindly contact your Account Manager or your local branch for further information.

# Local Scene - Presenting Realcold Components' latest staff movements



## Ken Peters - Account Manager - Auckland

Ken started his career in the HVAC industry as a Van Sales Representative for a major refrigeration wholesaler. During his tenure, Ken covered areas from South Auckland to the Coromandel and Northland, and from the Bay of Plenty to Gisborne, across to Taupo in the south. Many customers will remember the large VW van that Ken drove.

Ken joined Realcold Components in August 2008 after nearly a two year break from the industry. He is now the Account Manager responsible for West and South Auckland. Ken is pleased to see most of his original clients are still in the industry and are prospering. He finds the refrigeration industry interesting to work in where no two days are the same. "I find the diversity of the industry challenging and I try to meet the needs of my customers as far as I am able. In future, I hope to see a positive and mutually beneficial growth in my territories,"

For relaxation, Ken likes to travel as funds permit. Ken has a boat and enjoys spending time at the beach, fishing, diving, walking and entertaining family and friends.



## 20 Years at RE - Daryl Dean—Distribution Centre Supervisor - Palmerston North

When I first joined Refrigeration Engineering Co Limited 20 years ago, I didn't know much about refrigeration except it made the beer cold. This soon changed with the guidance of my fellow workers and customers who would answer my pestering questions. Nowadays, the roles have reversed a lot but I still ask questions of the engineers as the refrigeration industry is continuously changing.



*Palmerston North team celebrating with Daryl (far right)*

Over the years, I have seen a lot of changes in the company. RE started as a New Zealand based three branch operation and has now grown into a company with ten nationwide branches with ties to a sister company (RES) in Australia.

Invoices were hand-written and stock was also written on cards and changed with each order. My first job in counter sales meant that I had to work with these stock cards and manually calculate invoices. Twenty years on, everything is now done on the computer at the point of sale which makes it a lot easier!

There were always various challenges in the form of new job roles and new technology in the refrigeration industry which I have truly enjoyed learning. I have also formed good relationships with my fellow workers through these years which makes RE a great company to work for and will continue to do so.

## Kelley Eagle - Counter Sales - Palmerston North



Prior to working at Realcold Components, I worked in sales, managing staff in the home care and furniture industry in Palmerston North and Christchurch. I also had the opportunity to travel and work in Ireland for a year (with wonderful holidays to Spain). New to the refrigeration industry, I am certainly looking forward to constantly challenging myself in this role. I currently enjoy counter sales, working with the forklift, dispatch duties and interacting with customers.

## **March in Palmerston North**

Our Palmerston North branch had a busy month of March organizing two events for their customers.

It first started with a vacuum pump evening. Customers could bring in their pumps where Daryl ran the pre-oil change micron test, drained and changed the oil before re-testing the pumps to see if there was a difference in performance. Whilst this failed to make any difference to a 1922 London made pump (which had no brand name), it was a success on all other pumps. Since the last vacuum pump evening 18 months ago, the same pumps are now getting regular oil changes. The evening got quite competitive with customers comparing their pumps' improvement with that of their colleagues or opposition. Refreshments and light snacks concluded the evening.

Then came March 17<sup>th</sup> where Murray and his staff organized their annual St Patrick's Day luncheon. It was a good social get-together with hot food and cool drinks over lunch.



## **Auckland IRHACE Fishing Trip**

Sunday, 5<sup>th</sup> of April turned out to be a fantastic day for the Auckland annual IRHACE fishing competition. A total of 50 registered members and friends were on the water to make the most of it. The sun was shining, the sea was calm, the company was good and the fish were biting.



Once again, Realcold chartered the boat Honky Dory and invited a number of clients to a day's fishing. The boat was a large twin hull aluminum vessel that traveled well and was very stable. It turned out to be a good day's catch, mainly Snapper, some Kawahi and two John Dory.

At 3pm, everyone arrived on the beach at Motuihe Island for the weigh in, a few beers and BBQ. Prizes were for the heaviest fish in each category along with a spot prize of a weekend for two on Waiheke Island valued at \$800. The lucky winner was an excited Arthur Dixon from McAlpine Hussman.

## Product Range Available from Realcold

### 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.



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. Contact your nearest Realcold Components branch for more details.

[www.airzonenz.co.nz](http://www.airzonenz.co.nz)

Our latest website designed with the heat pump/air conditioner consumer in mind



## Promoting Widespread Use of Economical Inverter Air Conditioners - Daikin Industries and Gree Electric Appliances' Joint Venture

Back in March 2008, Daikin Industries, Ltd. based in Osaka, Japan and Gree Electric Appliances, Inc. of Zhuhai based in Zhuhai, Guangdong Province, PRC, signed an agreement to fuse Daikin's prowess in energy-efficient technology together with Gree's expertise in production and procurement of raw materials and parts, to manufacture economical and high performance inverter air conditioners.



Both parties agreed to cooperate in a 5-point plan to promote the use of energy-efficient, inverter air conditioners in regions of low market penetration. As a result, two new joint venture companies were established in the middle of March 2009.

Zhuhai Gree Daikin Device Co. Ltd., was set up to standardize and manufacture inverter type compressors and printed circuit boards (PCB) at considerably lower cost; both of which are the key components of global residential air conditioners. The other company, Zhuhai Gree Daikin Precision Mold Co. Ltd., will manufacture high quality moulds at low cost for timely delivery to Daikin manufacturing bases.

With Daikin as the No. 1 player in the global inverter air conditioning market and Gree, the No. 1 player in the non-inverter market, the establishment of these new companies will improve cost competitiveness and enable a broader range of inverter air conditioners to be designed and manufactured. By targeting the expansion of the inverter market into places where market penetration for inverter technology has previously been low, both Daikin and Gree will certainly lead the global air conditioning industry towards a new era of economical inverter air conditioners.



\*Adapted from Corporate News - Daikin Industries Ltd, 18 February 2009.

For further information, kindly contact Roger Lee, AirCon Product Manager of Gree's New Zealand Agent - Realcold Components, + 64 (9) 526 5759, + 64 27 683 7188, rlee@realcold.co.nz

## 2009 Wallie Askew Competition



The 2009 Wallie Askew Workskills competition was underway on Thursday, 16 April 2009 at noon after much planning by many. Dave Nicholls, Cameron Parker (Southfreeze Refrigeration) and Jon Smeehuyzen were the judges of the finals of this prestigious event.

Eight apprentices from around New Zealand who had won their regional competitions arrived with their tool bags ready for action. At the outset, Dave Nicholls very quickly went into his teaching mode and laid down the laws of engagement of the competition and by all accounts, all the contestants and fellow judges knew what they had to do.

The competition was held on Thursday afternoon and resumed late morning on Saturday, finishing at 5pm on Saturday evening. At this point, all contestants and judges were at a reasonable state of weariness. Marking took place after the event, including each apprentice having to cut each others heat exchanger open for open forum and judges to mark for accuracy. During the Irhace Conference formal dinner, every apprentice was introduced to the audience and the winners were announced as follows:

- 1st - Hayden Maunsell from Degrees Ahead, Napier
- 2nd - Bruce Cheyne from Eastside Refrigeration, Waikato
- 3rd - Ryan Francevic from Climatech, Christchurch



## Tip of the Month

### R22 License Phase Out

#### How did this system come about?

In line with the Montreal Protocol, the Ozone Layer Protection Act 1996 and regulations which are jointly administered by the Ministry of Economic Development (MED) and the Ministry for the Environment were formed to phase out ozone depleting substances as soon as possible.

As a result, a system for licensing imports and exports of refrigerants as well as other controls relating to manufacture, sales and unlawful release of substances was formulated.

Managed by MED, this system is enforced by the New Zealand Customs Service at New Zealand's borders.

#### What is the system?

On 31 December 1995, CFCs were generally banned from being imported into New Zealand. On 1 January 1996, controls on HCFC importation required that contractors applied for importation licences of HCFC (Blue Permits). Licence value was based on a usage review between 1991 & 1993.

An allowance was also provided to convert 1995's importation licences of CFCs into HCFC at a conversion value of 10% (Pink Permits). These pink permits have subsequently been removed in 2006 as stage 4's phasing out period of HCFC came into play.

Licences are valid for a year from 1 January to 31 December each year and can be renewed annually.

#### Who owns the licenses?

These licences are the property of the contractor and should be applied for by the contractor but wholesalers may act on behalf of the contractor to organize for the licences to be approved by MED.

Contractors may issue part or the whole licence to the preferred wholesaler or wholesalers who will import the allocated refrigerants on their behalf.

A consent form will need to be filled out by the contractor and returned to the wholesaler who will, in turn liaise with MED to process the allocation.

#### What is the phasing out period of HCFC?

- Stage 1, 1995 - Base Year Allocation (based on previous use)
- Stage 2, 1996 - Reduction to 75% of the base for HCFC (blue) & CFC converted (pink) permits
- Stage 3, 2000 - Reduction to 50% of the base on all permits
- Stage 4, 2006 - Complete removal of CFC converted (pink) permits & also HCFC (blue) permits are reduced to 40% of the base
- Stage 5, 2010 - Reduction to 20% of the base on HCFC (blue) permits
- Stage 6, 2015 - Complete phase out of HCFC (blue) permits

#### How will permit holders be affected?

For next year (Stage 5, 2010), quantities approved on the blue HCFC permits will be reduced to 20% of the original approved base from the First Stage.

Your Realcold Account Manager will organise for your 2009 licences to be approved by the MED. Kindly contact your nearest Realcold branch if you haven't already been approached.

Adapted from:

- Report of the Minister of Commerce and Minister for the Environment on the operation of the Ozone Layer Protection Act 1996 for the period ended 31 December 2003
- Ozone Depleting Substances Information Guide, July 2000
- HCFC Refrigerant Licence - An Explanation

## New Catalogue

**Refrigeration Components Catalogues – 3rd edition 2008/09**  
**For your complimentary copies, please visit or email your nearest Realcold Components branch**

#### 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