

»» INSIDE THIS ISSUE

- Pg 1 > Foreword from GM
> Dunedin Branch Opening
- Pg 2 > Local Scene—New Staff Members
- Pg 3 > Press Release: Hitachi Commitment Confirmed
> Website Draw Winner
- Pg 4 > Realcold Specials

Foreword from GM

I would like to welcome several new staff members featured in this newsletter to the Realcold Components team, and wish them a long and enjoyable career with us. As our business continues to develop, greater emphasis is placed on attracting, developing and retaining talented staff, and I am delighted with the new appointments. I also take this opportunity to thank my long standing team on an outstanding year - WELL DONE; have a well deserved break.

I will be moving to Australia in 2007 to take up the position as General Manager of our wholesaling operation called RES in Australia, whilst continuing my role as General Manager of Realcold Components in NZ. I will be relocating to Brisbane in January with my wife and children, and will be travelling the Tasman on a regular basis, coordinating and leading the Realcold Group's Australasian wholesaling operations.

I thank you all for the support in 2006. Wishing you all a peaceful and relaxing festive season with family and friends, and a prosperous 2007.

Robbie Hunt,
GM - Realcold Components

Dunedin Branch Opening

After many years of Millers Mechanical (Milmech) operating a store for Realcold Components' customers, where Millers' staff were very helpful (Thanks Peter Loeber, Bob, Ron and especially Paul), this store had run its course. A much more user-friendly branch was needed to catch lost business to competing companies who already had branch warehouses in Dunedin.

The decision was made mid-2006 to open a branch in Dunedin. After several trips to Dunedin, a building was finally found in a location that was acceptable to customers; based at 18 Roberts Street in South Dunedin. Incidentally, this building is only a stone throw away from Milmech.



After much searching, Tony Grubb was appointed as the Dunedin Branch Manager with responsibilities for the Otago and Southland areas. Tony commenced employment with Refrigeration Engineering on Monday 20th November in

Christchurch and started training under Julie Simkin.

At the same time, a team of willing people comprising of Ben Smit, Jon Smeehuyzen from Christchurch and the long distance travellers from Auckland— Dan Bukateci and Ginger Whakamarurangi (the Bros), put in long hours to set up the branch for trading the following week.

The Realcold Components Dunedin branch was opened on Monday 27th November 2006. The guest of honour was Realcold Components' General Manager, Robbie Hunt; supported by Ben Smit, Tony Grubb, Jon Smeehuyzen and Julie Simkin.

A good number of customers attended the opening lunch time barbeque complimented by many of our friends from Milmech. Some customers enjoyed the steak and liquid refreshments so much that they turned up again at 5pm for a repeat of lunch time.

Watch out Dunedin-ites, Tony intends to make the new Realcold Dunedin branch a force to be reckoned with.





Local Scene

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

Tony Grubb - Branch Manager, Realcold Components Dunedin

Tony has been employed in several facets of the building and construction industry, including in his trade as Heating and Ventilation Engineer. In his recent past 8 years of employment with a leading NZ gas company, Tony has built up good personal relationships with many refrigeration clients and shown that the willingness to go the extra mile for customer service does make the difference.



With an abundance of experience and a comprehensive knowledge of the local market, along with a strong will to succeed, Tony intends to make the new Dunedin Realcold Branch a force to be reckoned with. Dunedin born and bred, Tony has been married to Lynley for almost 12 years and have 2 children, Raylea and Cameron. "I am excited to be part of the Realcold Team and can't wait to get started,"

Craig McCall - Branch Manager, Realcold Components Tauranga



A second generation refrigeration engineer, Craig started his apprenticeship with Ricco Refrigeration of Tauranga in January 1984. In mid 1989, Craig purchased and managed Ricco Refrigeration until securing a purchase deal with Kooline Refrigeration (now Climatech) in late 1994; where he worked until late October of this year. Craig has worked in various roles; management, new sales of refrigeration and air conditioning equipment, project management and service manager.

Craig is looking forward to the challenge of opening a new Realcold branch in the Tauranga area; focusing on increasing Realcold's market share and improving the service to both new and existing customers. "I'm here for the long haul. My passion has been in light industrial and commercial refrigeration and I'm equally comfortable with domestic refrigeration and all forms of air conditioning,"

A qualified driving instructor and wine maker, Craig enjoys making a varied range of wines with his wife. Craig also enjoys motor sports, boating, fishing and getting outdoors. Craig is also kept very busy with his three sons aged 16 to 9.

Scott Tuck - Branch Manager, Realcold Components Hastings

Before coming to Realcold, I have had two career paths. The first of these was as an automotive engineer with extensive experience and qualifications in many sections of the trade from cars to trucks and heavy machinery. The second gave me my entry into the world of refrigeration, working as a beverage systems engineer for my father's firm where our main contracts were for Pepsi and Dominion Breweries.

Now, after making the jump to Realcold and taking up the position of Branch Manager of Hastings, I look forward to a long and successful career with the company. I firmly believe that the Hastings branch has great potential and a bright future. We aim to provide our customers in Hastings with excellent customer service, topped up with a fantastic range of products.



WELCOME ABOARD, Tony, Craig & Scott!

PRESS RELEASE—HITACHI COMMITMENT CONFIRMED

In the previous cooler months, it was discovered that a small number of Hitachi Hi-Wall units have been shutting down for no apparent reason. This fault only occurred when the unit was in heating mode. Units were operating well in the cooling mode.

Following an investigation carried out by Realcold engineers, this concern was forwarded to Hitachi Malaysia for analysis. It was determined that when the room temperature had been satisfied, the air conditioner would cycle off, leaving the indoor fan to run at a super low speed of 200rpm. The R & D department of Hitachi Malaysia found that during the final switching of the fan from normal operation to the super low speed, the power would fall to zero for a millisecond; causing the return signal to fall below the safety setting on some units. If this occurred twice within 30 minutes, the air conditioner would shut down.



To show Realcold's deepest commitment towards providing high product support along with Hitachi's world wide standard on quality, it was decided that all existing Hitachi Hi-Wall stock currently held by Realcold be thoroughly checked. Hitachi Malaysia sent out five engineers to both Hitachi Australia and Realcold in December 2006 to carry out this work.

Products sold to date which may be affected will be checked by a Realcold engineer over the next few months. Clients will be contacted and arrangements

will be made to do a free filter clean and unit check at the same time.

For further information, clients can contact the Realcold Air Conditioning Department: Noel Mountjoy, 09-526 5701 or Roger Lee 09-526 5759.

New AC Catalogue 2nd Edition 2007

Have you seen our
latest Air Conditioning
Catalogue?

Visit or email your nearest Realcold Components branch for a copy of the 2nd edition of our AC catalogue.

Website Draw

A big thank you goes out to all who participated in our very first website competition. We would like to congratulate Martin Bowler, the winner of our first website competition.

Martin provided the correct answer to a question found only on the www.coolparts.co.nz website and was the lucky winner of a draw for a 3/8" drive socket set valued at \$239.



Look out for the next website competition!



Great Summer Tool Sale

YELLOW JACKET®

HVAC&R SERVICE TOOLS BY

Ritchie



KING TONY

Selected items heavily reduced up to 30%

Item *	Brand	Standard Unit Price	Promotion Price Excl. GST
Titan 2V Manifold R410A	Yellow Jacket	175.00	122.50
Vacuum Pump 95L/M	Yellow Jacket	855.00	598.50
Electronic Vacuum Gauge 69075	Yellow Jacket	550.00	385.00
Digital LCD Vacuum Gauge	Yellow Jacket	290.00	203.00
62 Piece Tool Box Set	King Tony	947.00	429.00
119 Piece Starter Tool Set	King Tony	1730.00	795.00
7 Piece Screwdriver Set	King Tony	67.00	39.90

MORE items on OFFER!

* Offer excludes spares. Valid 1 December 2006 –31 January 2007 or while stocks last.

Toyo Specials still ON!

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

New Realcold Branch

Dunedin 03 467 7106 dn@realcold.co.nz

Tauranga Opening in February 2007

REALCOLD CONTACTS

Auckland 09 526 5700 parts@realcold.co.nz
 North Harbour 09 448 5245 nh@realcold.co.nz
 Hamilton 07 848 2111 hm@realcold.co.nz
 Wellington 04 569 3072 wgt@realcold.co.nz

Hawkes Bay
 Palmerston North
 Christchurch

06 870 3714 hbn@realcold.co.nz
 06 357 9101 pn@realcold.co.nz
 03 338 8084 chch@realcold.co.nz