

NEW ZEALAND **Engineering** News

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Including:

VISION 2014: Perspectives from industry leaders
Engineering industry Suppliers Directory

ANNUAL DIRECTORY **2014**

How to get through more beer without bottlenecks

Vodafone
Power to you



When your business keeps hundreds of restaurants, bars, liquor stores and supermarkets supplied with beer, it's easy for wrong or damaged orders to turn up. Vodafone helped DB Breweries turn a complex and error-prone re-delivery process into something that goes down as smoothly as a refreshing DB Export beer on a hot summers day.

Say "Cheers" to significant savings.

Looking to trim costs and boost productivity, DB Breweries asked Vodafone to overhaul its voice and data communications. The solution was a system that enhanced the service DB Breweries provides to its customers:

A mobile app to replace credit notes.

Working with Smudge Apps, Vodafone helped create a smartphone app that sends credit note data direct to the Accounts system, so the customer's account can be swiftly updated. Paperwork and mistakes are minimised.

Getting rid of costly, unnecessary infrastructure.

Equipping staff with only the tools they needed meant eliminating hundreds of desk phones and fixed lines. DB Breweries was able to simplify infrastructure and the ongoing expense it represents.

Creating a smarter data network.

In partnership with Kordia OnKor, Vodafone implemented a data network that enables DB Breweries to manage network traffic according to business need.

Bulk TXT messaging to keep everyone connected.

Vodafone provided DB Breweries with MultiTXT, an easy-to-use system that provides bulk TXT messaging from Outlook or the Web for internal communications.

Outcomes.

- Total savings from implementing Vodafone's company-wide solution have been significant. It's money that goes straight to DB's bottom line.
- The new credit note app for DB Breweries' mobile sales force have slashed time, minimised errors, improved customer satisfaction – and delivered payback within one month.
- All staff are now equipped with the tools they need for their roles, eliminating layers of outdated IT and telephony infrastructure. For example, the company reduced its desk phone numbers by 75%.
- Productivity is enhanced with a new WAN that provides increased visibility of usage and allows the company to manage traffic more effectively.

DB is one of many Kiwi businesses turning mobility into possibility.

With Vodafone you too can be cutting costs, working on the go and removing duplication. Access your information anywhere in order to work the way you want and become more productive. Connect to servers when you're out of the office. And use cloud-based apps like Xero or DropBox to work more efficiently, knowing that your data is always safe.

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To see how other Kiwi businesses are already making use of this new technology to do business better, check out vodafone.co.nz/mobility

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E_2202

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Take Nelson Pine, for example. After a fan systems audit, the company upgraded its fan motor controls fitting in with planned maintenance schedules. This resulted in a 33% reduction in energy use, which equates to a cost saving of around \$500,000

annually with payback in one and a half years. It also helped Nelson Pine reinforce its brand reputation for sustainably produced wood products.

Process Engineer James Cameron at Nelson Pine says, *"The expert help we received gave us the confidence that we could deliver savings, without disrupting production"*.

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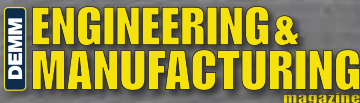
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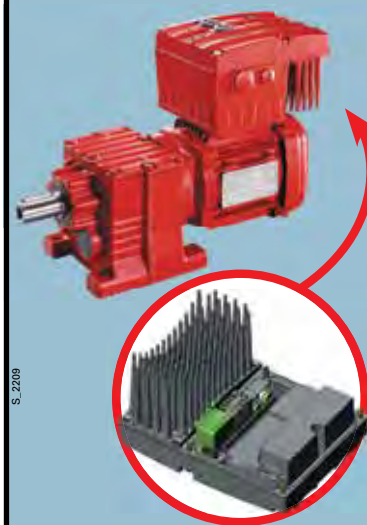
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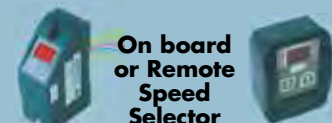
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Engel – more than a machine

Now more than ever, Engel offers its customers clear advantages, in terms of innovative injection moulding machines, automation, processing technology – and value for money!

K 2013 huge success for Engel Austria

K 2013 exceeds Engel Austria's expectations. Spotlighting the topics of system integration and automation, Engel's total of 25 machine exhibits focused on the future buzz topics of the global injection moulding industry, attracting many new customers in the process. Visitors were excited above all about the new Engel CC 300 control unit generation, which takes the overall efficiency of the system to another dimension.

CC 300 control unit generation sets a new trend

The Engel booth in Hall 15 was well visited throughout the K show. Many trade fair visitors took this opportunity to try out the new control unit generation by Engel. They experienced a totally new control solution that still looked familiar at a first glance.

"Devices like our smartphones, which we use every day, acted as the role models for developing the user interface," reports Engel Austria chief executive Dr Peter Neumann. "At the same time, the central control element, e-move, helps us give a feel for the machine back to the operators. With this unique combination, the CC 300 sets a new trend for the entire industry."

As process integration and automation increases, the complexity of the production process rises, and this poses increasingly tough challenges for control technology. The more intuitive and convenient the control unit is, the more safely and efficiently the production system can work. "The control unit has become an important factor of efficiency in integrated and automated system solutions," Dr Neumann says.

Functions – customised and focused

The new CC 300 control unit allows injection moulding machines and manufacturing cells to be controlled according to tasks such as mould changing, or according to functions such as injecting. The information displayed concentrates on the essential.

The new central operating element (control wheel), which provides millimetre-precise accuracy and speed-sensitive control for movements, is called 'e-move'. The clearly defined functions increase safety levels when sensitive movements are made and significantly reduce the risk of operation error. Simply pressing the intelligent operation button is enough to start the machine and to initiate various movement sequences. Gerhard Dimmler, product research and development head at Engel Austria says, "With 'e-move' we are able to fulfil our customers' wish of making it easier to control injection moulding processes without reducing efficiency or safety levels. It has taken

'one-button-control' for injection moulding machines from being a vision to being reality."

The complete integration of Engel viper linear robots and Engel easix multi-axis robots, which Engel will continue to use with all the products in its new generation of control units, also contributes to this. The entire manufacturing cell can be controlled and monitored centrally from the injection moulding machine's control panel. The CC 300 therefore offers efficiency-optimised interaction between the injection moulding machine and automation, reduces cycle times, and by doing this plays a crucial role in maximising competitiveness.

Ergonomics – individualised with higher safety levels

Seeing, feeling and adapting are key factors as far as ergonomic improvements are concerned on the new CC 300 controller. The new 21-inch full HD display, for example, is easier to read and also offers simpler and user-friendlier navigation.

The information and layout of the different screen pages can be adapted to suit the user's individual needs, and touch elements can be assigned different functions. The control panel automatically switches to the position which is best ergonomically suited for the individual operator when they log on.

Latest technologies – robust, fast and user-friendly

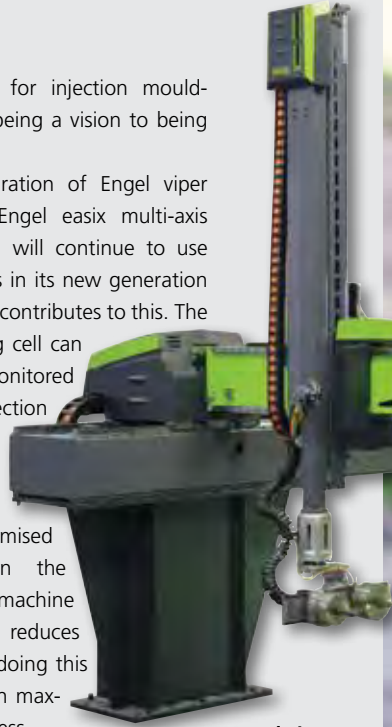
Thanks to capacitive touch technologies, the new CC 300 machine control unit can be operated as easily as a smartphone and is also just as quick to respond. Safety glass gives it a surface which remains robust and insensitive to dirt even in unfavourable environments.

The increasing degree of process integration and automation is constantly presenting plastics processors with new challenges. Acquiring ENGEL's new CC 300 control unit will ensure that they are as well-equipped as possible for the future and able to program, activate and monitor complex processes easily with outstanding precision and safety.

Engel viper – the powerful linear robot

Maximum stability, impressive dynamics and maximum user friendliness – the new ENGEL viper combines all of these things with ease. It saves weight thanks to its innovative design using laser-welded steel sections and convinces users with a substantially higher

Engel CC 300 control system



Engel viper robot

load-bearing capacity.

More efficiency thanks to intelligence

Thanks to clever software, the Viper Robot from ENGEL automatically reduces structure-borne vibration, even with longer axis dimensions, and optimises its movements and dynamic values to achieve better efficiency.

The impressive results: ultra-fast cycle times and maximum productivity accompanied by low energy consumption.

Light but powerful

Maximum stability and dynamic values despite a low weight and substantially improved manipulation weight. The innovative design using laser-welded steel sections makes this possible. Your economic advantage: smaller robots and lower cost of investment for high manipulation weights.

More Intelligence – More efficient

Clever software ensures faster cycle times, improved productivity and a longer working life due to gentler handling of mechanical components:

- 'Mass identification' identifies the manipulated mass 'online', adapts the dynamic values to match, and thus ensures optimised acceleration
- 'Vibration control' reduces structure-borne vibration, even for longer axis dimensions
- 'Efficiency control' optimises robot movements for maximum productivity while consuming very little energy.

Engel viper robot range

The Engel viper has met the mark. Its high

performance capability and operating efficiencies have won over customers who would still have purchased it even without a new Engel machine.

Engel viper 6:	6 kg nominal load-bearing capacity
Engel viper 12:	12 kg nominal load-bearing capacity
Engel viper 20:	20 kg nominal load-bearing capacity
Engel viper 40:	40 kg nominal load-bearing capacity
Engel viper 60:	60 kg nominal load-bearing capacity
Engel viper 90:	90 kg nominal load-bearing capacity
Engel viper 120:	120 kg nominal load-bearing capacity

The Engel viper robots can be supplied on Engel injection moulding machines, or viper can be supplied for injection moulding machines from other manufacturers.

Plastics machinery supplier, Techspan Group, have represented Engel in New Zealand since 1979. Techspan is still a 100 percent New Zealand-owned and operated family business.

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Commentary

2014: It doesn't get better than this

2014 will prove a strong year for growth for our manufacturers, but only for those who have prepared themselves for the big chance that the year most certainly will offer.

Those who are ready for it will have re-tooled, embraced Lean, explored and begun to adopt the latest additive manufacturing techniques such as 3D printing, and developed their online strategy for integrating processes and systems.

Sustained investment of this sort is the key. If businesses haven't been re-investing over the past few years they will need to play catch up fast; otherwise they may not be in business much longer.

Those who have been investing steadily are already doing very well, and will do even better next year.

But traditional, contract metal-basher types who focus on serving eastern Australia customers will struggle.

Of course the challenges coming up will be no less than for the year just ending. Again there will be volatility in all currencies. No one knows when the US or Japan will

stop printing money. Europe's focus will remain on rebuilding its broken balance sheet.

The upside from the consequences is for manufacturers to use the strong NZ-US and NZ-Australian cross rates to retool.

They need to keep on doing this if they want to join the race at the top, and the type of success that comes with it, rather than scrap at the bottom of the market.

To overcome the challenges of currency volatility and other uncertainty, manufacturers will want to review all their supply chain and communication channels. Are they adding value, or are they a drag on the business? How close can they get to their customers? By honing relationships, skills and systems such as these, markets for them will expand in unprecedented ways.

The green shoot signs of growth are everywhere, albeit in apparently isolated pockets, in areas such as green products, energy,



Kim Campbell

food processing, biotech and transport. Compac Sorting Equipment and BBC Technologies are just two outstanding examples of local companies focusing intently on what they do so well and growing fast because of it.

The Government's contribution is important. It's vital for facilitating science to business linkages through Callaghan Innovation, the universities and other institutes. Continued Government leadership is needed in getting us Asia Ready, and the Government still needs to build a procurement programme designed to enhance our manufacturers' competence and capability.

Our manufacturing capability already demonstrates high level prowess on complex engineering projects; and we're good at applying and adapting new technologies to a wide variety of technical challenges. Top priorities are in process control, systems integration, and finding new ways to take advantage of Ultra Fast Broadband.

Getting the right skills to improve and expand a manufacturer's product range is always a challenge, but labour and skills training should never be a problem for

those who invest in their own people. There is never a skills shortage for businesses that hire smart people prepared to invest in themselves. Pay them well, thereby making it really hard to leave.

So what did our manufacturers learn this year? First, they should have learned that those waiting for a better time to invest went broke as Tachikawa Forest Products did.

Second, they learned you can't chase profits ahead of safety. Witness Pike River.

We all learned we could live with a stronger dollar than we ever feared we might have to. And we learned that those who could survive the GFC would emerge more resilient, more determined and more successful than ever.

As for New Zealand's wider economic environment, we go into the new year with the prospect of a balanced budget, a very strong relationship with China, a repaired relationship with the US, low interest rates, and low inflation.

It simply doesn't get any better than this.

Kim Campbell is chief executive of the Employers and Manufacturers Association.

Email: kim.campbell@ema.co.nz

Aurora supplies detectors that screen out metallic and plastic contamination

New Zealand Growers supplying supermarkets in New Zealand would be aware of the latest version of the WQA Quality Assurance Standard. This standard is in place for any suppliers to the Countdown supermarkets in New Zealand and includes new standards for foreign object detection.

The new standard states "prepack produce should be subject to metal detection as a minimum standard". The Aurora Quality Assurance team are specialists in foreign matter control and our Cassel metal detectors are known globally as the cutting edge in quality and technology. We supply units to many industries including produce growers and packers to enable them to meet WQA and HACCP standards. With robust food grade manufacture, simple operation and intelligent technology these units ensure a simple solution for a wide range of applications.

It is difficult to stop plastic contamination

from slipping through food processing and packaging checkpoints. Metal detectors and x-ray machines screen out metallic contamination, but plastics are generally invisible to these monitoring systems. Plastic contamination in finished product can have a major negative impact on a food processor or packager. It only takes one incident, just a small amount of plastic contaminant getting to the consumer's mouth, to set off a major recall, possible legal action and unwanted brand damage.

Aurora is able to reduce this risk with our range of Metal Detectable Products. The Metal Detectable Products range has been

specifically designed for the food processing industry. Products in the range are manufactured using the unique X-Detect plastic compound which makes them not only metal detectable, but highly X-ray detectable also. Being highly detectable, even small components can be detected and rejected, enhancing food safety for the consumer. The products are impact- and shatter-proof and approved to be used in contact with food stuffs. Use of these products is also recommended in the WQA standard stating "detectable versions of equipment required in processing areas shall be sourced where available".

By complying with the new standards and meeting audit requirements growers will ensure they are placing themselves ahead of the market and opening new supply opportunities.

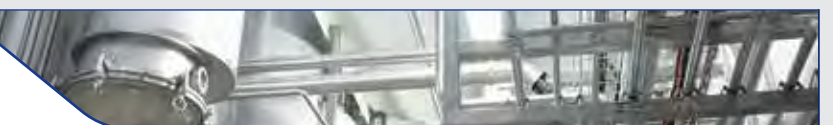
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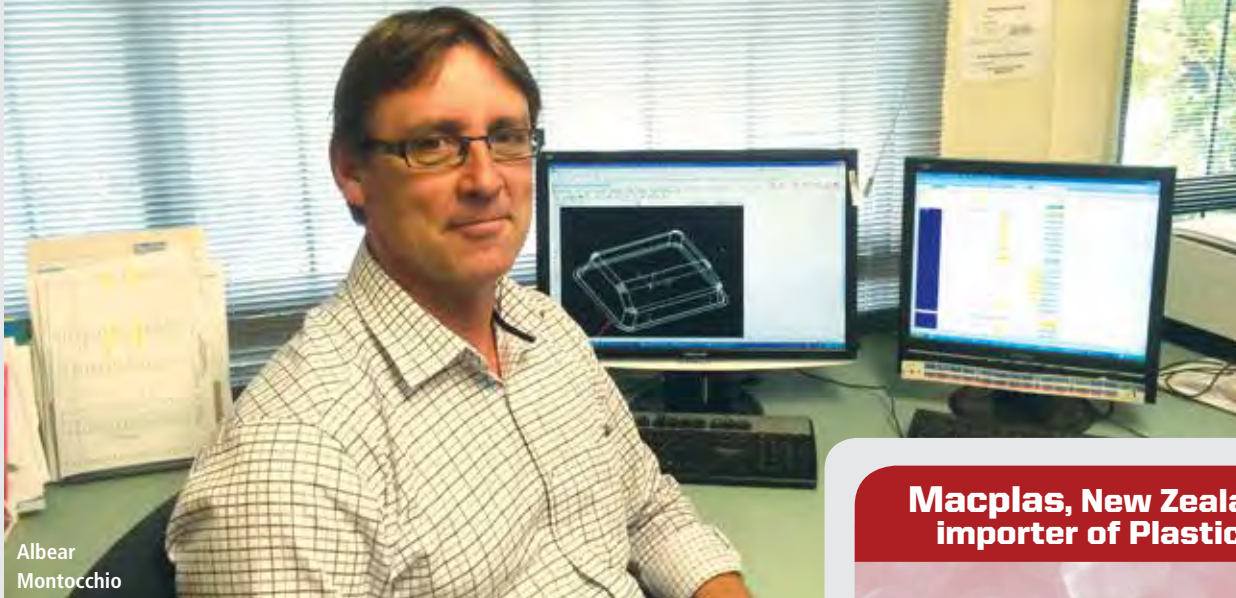
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Macplas expands into South Island



Albear Montocchio

With our steady growth in the North Island over the past few years, Macplas has recently launched into the South Island market to extend our engineered plastics solutions at a national level.

Now also based in Christchurch, Macplas Engineering is run by Albear Montocchio, who has over twenty-five years' experience in engineered plastics, thermoforming, machining, OEM and composites engineering. We are proud to be 100 percent NZ-owned and managed, with a strong supply chain from a number of large European plastic

manufacturers which give us the ability to provide the full range of engineered plastics from UHMWPE, ACETAL, PEEK, NYLON, PTFE, PVC, PVDF, PETP, etc. With many applications solutions across different industries, we are able to consult and advise on the right material selection, machining and overall product solutions to meet our cus-

tomers' requirements. Macplas was originally started from seeing an opportunity for a plastics material supply company that understands the specific needs of engineering companies and we are committed in supporting our customer's requirements and timelines with exceptional service and quality products. It is service that Macplas has focused on and has found to be the most successful attribute in the continued growth of the business. It is also keeping overhead to a minimum and passing on the cost savings to customer.

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Commentary

NZ steel construction sector well placed to face international competition

Dr Wolfgang Scholz



The heavy engineering industry including steel construction continued its steady recovery from the Global Financial Crisis (GFC) during 2013. The January 2013 rolling totals for NZ heavy steel usage stood at 130,000 tonnes and at the end of September they pointed to 135,000 tonnes reflecting an increase of 3.7 percent. With still three months to go in the statistical calendar year further improvements are possible but if we settle with the 3.7 percent, this is well ahead of the New Zealand annual GDP growth rate of 2.6 percent.

However, the fact remains that the industry is still around 25 percent short of its pre GFC capacity peak of 179,000 tonnes of heavy steel usage. Improved co-cooperation within the steel construction sector points to improved effectiveness with the entire national capacity being available and industry is eagerly waiting the demand from Canterbury to use remaining workshop capacity.

From a productivity perspective steel-based

fabrication remains very competitive against other building material options and also against imports. While overall building and construction cost may have gone up, landed steel cost statistics show that steel prices have actually gone down during the year driven by on-going competitive pressure in the market. Looking ahead to next year, volume increases are expected with likely only modest steel price adjustment however this is highly dependent on exchange rates.

Also the steel construction sector is noting increased pressure on procurers to consider imported fabricated metal product options and is responding to this challenge. New Zealand fabricators' main differentiation points against imports are quality, reduced risk and flexibility in doing business. In particular, quality conformance issues are the main concern in the post-Canterbury earthquake environment and this will be reflected in building and general construction specifications which will likely lead to cost increases

for all building material based solutions.

To reliably demonstrate NZ industry competitive advantages the steel construction sector during this year committed to an industry wide and international recognised steel fabrication accreditation scheme. The first major steel construction company has already achieved international accreditation and with many industry members engaging in a significant up-skilling effort, 2014 will see several more NZ companies achieving this steel fabrication quality mark.

I am convinced with its attitude towards innovation including on-going sector over-arching industry R&D investment via HERA and SCNZ, the New Zealand steel construction sector will remain competitive and is well placed to face up to international competition.

In view of the 'lowest cost' competition from overseas suppliers, industry members in the general heavy engineering space increasingly recognise the need to move from

VISION 2014:

a lowest-cost tender-based business model to a higher-value manufacturing model based on product ownership and focussed on export markets. Overall, heavy fabrication based industry exports have declined during the last year and this might have just been a blip as the previous year showed a growth trend. There have been outstanding export successes such as the just completed Fitzroy Engineering oil refining plant export to Queensland and the 2013 Metals NZ Export Award winning Southern Cross Engineering's grain stacker exports also to Australia. Both demonstrate that higher-value and export-focused heavy fabrication offerings can be competitively achieved from a New Zealand manufacturing base.

HERA is committed to assist industry members in unlocking more of this potential and is using industry funding in its industry development process. However, a co-operative effort is required by all agencies across government and in the absence of a broad-based industry R&D strategy, much will depend on how the newly formed Callaghan Innovation will interface with HERA and its industry sector.

Dr Wolfgang Scholz is director of Heavy Engineering Research Association.

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Seal House invests in new state-of-the-art technology

Seal House recently invested in an SKF Economos SealJet™ NG 060 machine. The latest in seal machining technology, the equipment is capable of producing seals up to 600mm diameter with a rapid turnaround.

East Tamaki-based Seal House manufactures a comprehensive range of seals and stocks more than 17,000 finished seals and related sealing products for light and heavy industry, and commercial and domestic applications across New Zealand. Seal House general manager Matt Cook says the NG 060 is the only machine of its kind in the country that can produce seals up to 600mm. "Joining our two other SealJet machines, the NG 060 is an upgrade that adds significantly to Seal House's stable of capabilities, particularly for large diameter seals found in the likes of the pulp and paper, steel and mining industries," he says.

With this 'all-in-one seals factory' concept, the NG 060 provides a complete production unit consisting of a CNC machine driven by software that offers up to 169 standard seal profiles that can be customized to suit individual application needs. It uses all modern sealing materials, including rubbers, urethanes and plastics. It is fast, with a turnaround from raw material to finished product in one hour and often less. Developed in Austria,

its state-of-the-art technology includes a disc turret for the automatic positioning of tools.

Mr Cook says the 30-year-old Kiwi-owned Seal House's success and reputation are the result of its culture of excellence. First, there is a focus on quality and flexibility. Its seals are made from top-quality materials, sourced from around the world, including the United States, Canada and Europe. A major point of difference is its capability to custom manufacture seals, either as a one-off solution or in multiple runs.

Second, this focus on quality is backed by know-how. "We're committed to continue being a long term key player in the New Zealand sealing industry. Our relationships last – many of our employees have been with the company between 10 and 20 years. In addition, we've had a 20-year relationship with SKF Economos and are an approved and sole partner to SKF NZ for machined seal materials and technology in New Zealand...this level of experience and accumulated product knowledge is hard to find, and customers



The Economos SealJet™ NG 060 can produce seals up to 600mm

know they can trust us to provide a seal that is right for the job," he says. "

The stock product line includes backup rings, custom seals, gaskets, door seals, moulded products, mechanical seals, seal kits, O-rings, packing, hydraulic seals, plastics, extruded products, rotary seals

and adhesives and sealants.

To watch the Economos SealJet™ NG 060 in action, visit <http://www.seal-house.co.nz/seal-production-sealjet-NG060>.



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Commentary

Manufacturing sector – looking forward to 2014



John Walley

2013 has been a year of ups and downs for manufacturing. Some parts of the sector have been doing well, particularly those related to construction and domestic focused, while manufacturers operating in export markets as well as import competing manufacturers have had a tougher time. This is largely due to the continually overvalued dollar putting pressure on margins, as well as relatively soft demand in many export markets.

Although the Manufacturing Inquiry is now lost in the minds of the media, this was important: hearing the stories and difficulties from those operating in the sector which informed the report's policy recommenda-

tions, many of which could greatly help the sector and growth in our economy.

We have also seen new moves from the Reserve Bank of New Zealand (RBNZ), in becoming more active in the use of prudential tools aimed at protecting financial stability through their LVR policy, they have the side effect of reducing the upwards pressure on interest rates and consequently downward pressure on exchange rates. Although it is too early to tell how effective this has actually been, it is an important step towards the RBNZ widening their tool kit to allow them to tackle financial stability and inflation in a more targeted way, and address the economic issues, around the exchange rate and housing inflation. This is an area we hope to see more work and development in 2014.

Looking forward to 2014, there are a number of risks and opportunities which face the manufacturing and exporting sector.

It is reasonable, without some clear policy realignment, to anticipate the exchange rate will remain overvalued, policy elsewhere seems wedded to maintaining

current positions and printed hot money will be hunting better returns to the detriment of our exporters. Any discussion on what we might do about this is rejected by the National Government but we might see more debate and possibly some movement as the election approaches.

There have also been comments from the RBNZ that the first set of OCR increases will take place in the second quarter next year, due to continued upwards pressure in the housing market and some higher inflationary expectations. While this is important to addressing potential inflation, this will put pressure on manufacturers in a couple of ways. Raising the OCR will make it more expensive for manufacturers, engineers and exporters to borrow to invest in capital goods they need to grow or even just keep up with global competition, much of which will still be facing record low interest rates. The OCR increases will also put more pressure on our currency, as we will likely be one of the first developed countries to increase our bank rate – currency impacts are far more significant.

The TPP negotiations were picked to

come to a close in 2014, but recent documents have suggested we are far from an agreement. While this agreement has the potential to open borders for exporters, it has the potential to come alongside some damaging requirements, particularly from the US. We hope some official documents will be brought to the public eye sooner rather than later so speculation can be replaced by informed debate.

For some the election will be the biggest event for 2014, as it will provide some insight into future political intentions and how the policy framework will be staged in the coming years. We hope to see more quality discussion around developing economic complexity, our exchange rate issues, support for our manufacturing and exporting sectors and other political contentious areas such as accelerated depreciation, research and development tax credits and capital gains tax.

John Walley is chief executive at New Zealand Manufacturers and Exporters Association.

Email: nzmea@nzmea.org.nz

VISION 2014:



LabVIEW RIO apt for New Zealand industries

A modern approach to designing, prototyping and deploying embedded monitoring and control systems, graphical system design combines the open LabVIEW graphical programming environment with commercial off-the-shelf hardware to dramatically simplify development, which results in higher-quality designs with the ability to incorporate custom design.

National Instruments Oceania managing director Matej Krajnc says the LabVIEW RIO architecture, an integral part of the National Instruments graphical system design platform, fits the New Zealand industry landscape well.

"There are so many interesting ideas coming out of New Zealand where we see that LabVIEW RIO architecture can help lower the cost of product design and development. If you design and develop products, it is very important that you minimise the cost from inception until the product appears in the market," Mr Krajnc says.

He says CompactRIO, a LabVIEW RIO-based solution, is popular among New Zealand engineers. "What we have in the CompactRIO is a platform where smaller teams can start prototyping design on commercial off-the-shelf technologies. Engineers can focus on developing and implanting some IPs that can then be deployed on our product. And once they are happy with the design, they

can then choose the platform of final deployment of their choice," Mr Krajnc says.

Among the case studies presented at the National Instruments Technical Symposium in Auckland in November is Falcon Engineering's use of the CompactRIO to upgrade its A-grader, an automated timber grading solution that is approved for use in the US and Europe.

"Falcon Engineering needed to take their existing IP and deploy this to a platform that provided high performance and was well suited to rugged, industrial applications. That's where we came in with the CompactRIO," Mr Krajnc says.

The upgraded A-grader tests about 250 boards per minute, which means about four boards are being tested within one second. The test involves stimulating the board with a hammer, capturing the acoustical footprint and establishing whether the board passes or not based on an algorithm, and the tests have to happen extremely fast.

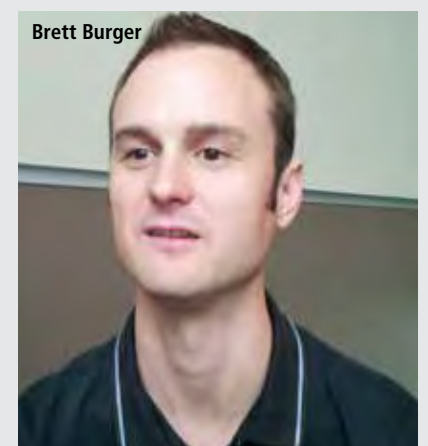


"They needed extremely fast signal processing and extremely fast and complex control. That's what CompactRIO delivered," Mr Krajnc says.

National Instruments Embedded Systems senior product manager Brett Burger says the LabVIEW RIO architecture will also help nurture New Zealand's 'clean and green' image.

"If you look at heavy industry today, whether its power generation or whether its manufacturing industry, there are a lot of enhancements that can be made to reduce environmental pollutions and reduce energy use. There are a lot of engineers and scientists that are embracing that challenge and using the LabVIEW RIO architecture to solve that problem," Mr Burger says.

What engineers are doing is they are taking old motors and machines that were not



designed to be fuel efficient but are still functional even after running for decades, and they are building advanced control systems on the latest technology to make them more efficient.

"It's more like fuel economy for a car with all of the computers and electronic fuel injection, same thing for heavy industry, whether it's a coal-fired power plant or a large press or steel mill operation. Retrofitting old motors and machines with these advanced control systems, you get tremendous gains in energy efficiency just by shaving off a fraction of a percent of performance improvement, just because of the large amount of energy that they use," Mr Burger says.

"Its problems like that that I see New Zealand businesses being able to take advantage of with the CompactRIO systems."

Okuma New Zealand sets up in Christchurch



Okuma Japan, the only machine tool vendor with comprehensive direct representation in the New Zealand market announces that plans are well advanced to expand their New Zealand operation by establishing a new branch office in Christchurch, opening early December 2013.

"We have always recognised the high value of the South Island customer base for Okuma," says Fred de Jong, Okuma New Zealand general manager. "It has always been our intention to be in a position to offer the same high quality and prompt sales and service support afforded to our North Island customers but the path to achieving this has been difficult. The market has been flat for some time as New Zealand manufacturing struggled with high exchange rates, the GFC and difficulties obtaining and retaining skilled employees but we have noticed a steady improvement over the 2013 calendar year and believe this will continue sufficiently for us to make this commitment to our South Island customers."

Mr de Jong also notes that 50 percent of Okuma's new orders received this year are from first time Okuma buyers which clearly signals a move back toward higher quality Japanese-built machines. Also interesting is his observation that all new orders received this year have been for higher specification machines which signals that recognition

of higher technology, greater accuracy, increased performance and high-level product supportability are the dominant considerations in machine selection again. It also helps that currency exchange rates are making Japanese machines so much more affordable again.

Mr de Jong also believes that the increased confidence means that many customers who have been quiet are ramping up so will need more up time on their existing machines and that Okuma's decision to establish an office in Christchurch will provide a credible and reliable service support function as well as a more present machine sales initiative to service those many customers that can no longer defer new machine purchasing decisions for replacement and/or expansion of their current metal cutting capabilities.

The new Christchurch office will be run by Ian Cox, a well-known and highly respected service and applications engineer who has worked with Okuma New Zealand since its inception in July 2004. "We see this as a real win, win development. It is a great oppor-



Ian Cox



Fred de Jong

tunity for Ian to develop skills further and share the benefit of his wealth of knowledge with our South Island customers," says Mr. de Jong. This is not just a reallocation of resource, however. Okuma New Zealand is also seeking to employ an additional service

and applications engineer to join the Auckland-based team.

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Commentary



David Parker

On the Parliamentary Inquiry into the manufacturing sector

VISION 2014: Labour

New Zealand is an excellent producer of primary products. We have the resources, the climate and the history to produce the raw goods of logs, milk, meat and coal that we can send overseas.

It is part of our DNA as a nation to think of primary products as the 'backbone' of the economy, and in many respects they are.

But too often we neglect to remember that it is what we do with these commodities after they leave the farm gate or are cut from the tree-stump that adds value.

Fundamentally, we also need to value and nurture exports from non-primary sectors.

As a nation we need to move from volume to value. That means creating high quality

niche products here that can be sold for a good price overseas.

An important part of a prosperous economy is higher value manufacturing.

A strong manufacturing sector is vital for our country. A job in manufacturing creates between two and five jobs elsewhere in the economy. Manufacturing is not just about widgets but extends to manufacturers of software solutions that support another business.

Manufacturing drives high value supply chains, sustaining well-paid jobs and the innovation we need in New Zealand if we are to avoid the trap of an economy based on commodity sales and an over dependence on low wages in the service sector.

Just over a year ago, Labour, along with the Greens, New Zealand First and Mana, embarked on a Parliamentary Inquiry into the manufacturing sector.

We knew there was a problem in manufacturing and the inquiry struck a chord.

The main recommendations from the inquiry will make a real difference. We know

that because that's what business told us. First, tackle our overvalued and volatile dollar.

The currency is crippling exporting manufacturers. They need a level playing field to compete internationally.

We must overhaul the Reserve Bank's outdated tunnel vision mandate, which gives primacy to inflation targeting. The Reserve Bank needs a broader mandate which includes the currency or external balance.

Second, encourage innovation through a better tax system. Research and development tax credits stimulate innovation and development of new export markets.

That's what our companies told us they need.

Third, give manufacturers a strong base to start from. Surely, giving our own people a fair go via government procurement is just common sense? The purchase of railway wagons from overseas instead of Hillside workshops is an obvious recent example.

More broadly, by ensuring Kiwi companies can compete for Government procurement

they will have a stronger business base when they export.

Two other core Labour policies will also drive fundamental improvements to our productive export sectors.

Our policy to make KiwiSaver universal, rather than optional, will increase the pool of investment capital (as well as creating a nest egg for retirement).

Our pro-growth tax reforms include a capital gains tax (excluding the family home) to direct more of our precious capital into industrial investment rather than property speculation.

The next government must deliver the genuine step-change we need – a step-change that takes us from volume to value.

In order to maintain and grow our prosperity and meet the challenges of tomorrow we need new thinking.

That's what a Labour Government will bring.

David Parker is finance spokesman for the Labour Party.

Email: david.parker@parliament.govt.nz



A new standard in punching efficiency TruPunch 3000



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Punching



Bending



Joining

Trumpf technology a good fit with NZ

Sheetmetal manufacturers scanning the horizon for equipment that can sustainably produce world-class products will be better off investing in price-competitive, technologically advanced Trumpf machines.

Companies who are doing mostly long production runs and the smaller but agile companies on short production runs both benefit from the efficiency, low material waste and high end-product quality that technologically advanced Trumpf machines deliver.

"Metal Concepts, a company with high-profile projects and who recently installed a Trumpf TruPunch 3000 punching machine, illustrates the point," Aotea managing director Peter Thompson says.

Metal Concepts director Tony Savage says the new generation Trumpf machine "... will afford us increased capability to compete more effectively in our highly specialised niche and gives us the ability to access new markets, also in the international arena... [see NZEN November 2013, page 26]."

Trumpf is a leader in sheetmetal work applications, including laser cutting, 2D laser cutting, 3D laser cutting, laser type processing, CNC punches and CNC bending machines. It is the only company that produces its own

laser resonators and owns technology for punching machine heads and similar operations.

Trumpf machines fit into the manpower structure of the New Zealand industry. Their features, like automation, reduce reliance on skilled labour. They have processing strategies that maximise the use of materials, which means producing more in the available production hours.

One of the challenges for manufacturers in New Zealand is that they don't see much of what new generation machines can do. In the case of Metal Concepts, Mr Savage attended Intech, Trumpf's invite-only, annual in-house trade fair to see what's out there.

"Intech 2014 will be happening from March 25 to 29 at the TRUMPF headquarters in Ditzingen on the outskirts of Stuttgart, Germany. Manufacturers who'd like to see how the Trumpf machines are built, access the latest sheetmetal technology and processes, and tour facilities to see these machines' vast potential in action should get in touch with us so we can extend an invitation to them," Mr Thompson says.



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Viking celebrates 35 years of clearing the air

Family owned and operated Viking 1978 Ltd has continuously served the manufacturing industries of New Zealand for 35 years. The company's core expertise is air pollution control systems, specialising in the provision of systems for dust extraction, spray booths, modular ducting and welding fume extraction.



courage our staff to apply the good old Kiwi tradition of innovating in the work place," Mr Metcalf says.

Modular and made-to-order solutions

Viking's proprietary ducting solution consists of an extensive array of modular ducting components. Its off-the-shelf solution ranges from 100mm to 500mm, but the company is able to fabricate any size ducting to suit a client's needs.

An extensive range of filtering options tandem with the different cleaning systems to extract hazardous dust from a work area. It has modular 'reverse flow' filters that may be used in expansion projects, as well as cartridge filters that offer superior filtration performance coupled with a reduced area to volume footprint. Viking work with Camil Farr and represents the company's products including the impressive 'gold series technology' integrated in their range of cartridge filters.

Viking is the largest manufacturer of spray painting booths in the country, providing these in all sizes, temperatures and shapes. It stocks kit sets ranging from 1m to 4m wide which can be freighted nationwide and easily installed. It also supplies a range of 'multi-cure booths' with spray and bake temperatures ideal for every industry.

VK Marine, backed up by Viking's metal-working and aluminium knowledge, works with yacht designers to produce aluminium boats. It carries out marine fabrication and modifications/repairs on a wide range of vessels from small trailer boats to super yachts.

For more information:

Viking Ironcraft 1978 Ltd
 151b McLeod Road, Edmonton
 Te Atatu South, Auckland
 Tel: (09) 835 4090
www.vikingltd.co.nz

Viking was founded by Gavin and Molly Smith in 1978. Their son Lester Smith took over the reins in 1990, after he completed his design and engineering internship in the European air pollution control industry. It was Lester, who now serves as Viking's managing director, who added a marine branch called VK Marine to the company's core operation. Since its inception, Viking has been providing tailor-made solutions to problems related to the reduction of air pollution within the work place to allow for a safer, more efficient environment.

"Customers can tell us their manufacturing concerns, we then design a product that addresses their concerns, build it, install it and maintain it. From start to finish we work towards solving intricate issues involving the extraction and filtration of dust and fumes associated to industry," Viking manager Ross Metcalf says.

Hands-on practical experience

Operating in its 1200sqm fabrication facility in Auckland, Viking relies heavily on its staff's hands-on practical experience when providing solutions to dust and fume issues, especially in processing plants, Mr Metcalf continues. "When a salesperson visits to

scope a project, that salesperson will have been well-versed in providing practical advice due to a trade background. Honest, knowledgeable advice is often derived from experience, something a traditional salesman may not fully comprehend."

Mr Metcalf himself has served as a fitter and turner in the heavy engineering sector, then through to maintenance engineering and then into sales within the industry. He joined Viking some 20 years ago. "When it came to giving advice, I had the industry knowledge and years of experience to call upon. We don't design and sell our products from brochures; we design and sell from experience," he says.

'Hands-on' is an ethos that Viking has been promoting among its 12-strong staff, most of whom have been with the company for more than 10 years. "Hierarchy is almost obsolete within the company. We're a solid, old fashioned Kiwi company, we don't need titles within our work place - we operate seamlessly as a well-oiled machine," Mr Metcalf says. Diversity is undoubtedly the key to Viking's longevity. After 35 years the team remains innovative, practical and growing ever more knowledgeable.

Kiwi and proud

Viking uses only New Zealand-made materials, with the exclusion of a few imported components from Denmark and Italy.

Mr Metcalf says the company's sourcing strategy to choose "Kiwi-made above the cheaper alternative" supports the New Zealand manufacturing industry, "which has long-since been reeling from the influx of average- to poor-quality imports from abroad".

"We believe by being just an importer, a company risks the lack of backup and design depth, but by refining the design and performance of a system with New Zealand manufacturing and local industry knowledge, we have managed to achieve a sustained level of success for Viking.

"Viking is a true example of Kiwi manufacturing at its best. Combining New Zealand-made materials with a skilled staff and occasionally using the best of imported equipment to deliver a well-balanced result for our clients," he says. As an example, Viking manufactures machinery for German-branded Keller, a world leader in dust extraction, for distribution in New Zealand.

"We're a company proud of our New Zealand roots, we use as much Kiwi product as possible to support our economy and we en-



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Commentary



Dr Andrew Cleland

Engineering New Zealand's future economy towards diversity and high-tech

VISION 2014:



It has not been quick, but at last New Zealand leaders support the need for a diversified economy and recognise that engineering is an essential part of this. I cannot recall when the Minister of Economic Development was last such a strong believer in the contribution that engineering innovation can bring to a diverse economy. New Zealand's engineering capability is seen as vital to this and will lead to elaborately transformed manufactured exports over a period of time. In the past, New Zealand has limited itself by assuming new companies need to be based on a natural resource. However, this is not true for the high technology sector where whatever we do at world class standard can be the base for a new company. Following this model, our

future manufacturers would operate in niches so specialised that their viability was not strongly linked to the NZ dollar. It is all but impossible for a government to predict what those niches might be. The trick will be to identify where we have world-beating innovation – pick the right services and products supporting it (the role of Callaghan Innovation) then grow the private sector's capital contribution and realise the potential. Clusters of companies feeding off each other (called a technology platform) add collective strength to this, while each satisfying different, individual niche markets.

A challenge to enable this future economic growth is up-skilling our companies. We need company managers who see innovation as the key. Companies will then absorb more R&D workers, need leading edge precision trades and technicians, logistics experts and top-rung international marketers. The danger of not up-skilling our workforce can be seen in disappointing results of the past

when private sector capital has been applied to industries' bricks and mortar. In the hi-tech companies, capital goes into ideas and creative people, proving the best pay-off is earned working smarter not harder.

There is already exciting growth in the number of university engineering graduates, but in 2014 one challenge is to grow the pipeline of engineers with Level 6 diplomas and Level 7 degrees in engineering. These people are great to have in our small to medium size enterprises – practical and quickly assimilated. Institutes of Technology and Polytechnics (ITPs) create these graduates but as a sector it has largely been neglected in the government's innovation-based economic development packages of the last three years. Hopefully in 2014 the government will focus on the ITP sector, recognising its role to 'realise innovation' through smart development and providing piece prototype manufacturing capability, creating a platform for an excit-

ing new dimension on the NZ innovation landscape.

Looking ahead it's clear what manufacturers need to do. They need to recognise that a high exchange rate is here to stay and position themselves in a niche where their margins can withstand. That means aiming to compete on technology advantages, not on low costs, to attract premium prices in the marketplace. In turn that means shifting the company's private capital towards nurturing competitive advantage through confidential know-how, ideally in a niche that is too specialised for a large multi-national. It means forming strong local partnerships and this cannot be done overnight, but doing the above well will see NZ slowly turn an already great hi-tech sector into an even greater one.

Dr Andrew Cleland is chief executive at Institution of Professional Engineers New Zealand.

Adjustable levers and clamping levers

Hi-Q Components has a range of adjustable levers as part of its large range of industrial components and operating elements.

The range of plastic adjustable levers is manufactured in reinforced polyamide. The adjustable push button has a stainless steel spring.

There is a female and male lever version. The female levers come with threaded brass insert in sizes M4, M5, M6, M8, M10 and M12. There are three handle length sizes of 51mm, 75mm and 98mm for the different thread sizes. There are also colour combinations: black lever and button, black lever with orange button, and orange lever with black button.

The male version with treated steel studs

comes in M5, M6, M8, M10, M12 thread sizes. The lever body is available in orange or black with the option of reverse coloured buttons in black or orange.

Hi-Q also has a range of other levers including, die cast adjustable levers, fixed levers, revolving handles, foldable revolving handles and crank handles.

*For further information contact
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Ramps Up Robotic Welding Division

Global Welding Supplies is making sure its newly formed Robotic Division is fulfilling the requirements of its triple treat motto of 'Best Service, Best Quality and Best Price'.



The new headquarters of Global Welding Supplies in Avondale, Auckland

GWS's business principle is aimed at helping its clients remain competitive when manufacturing to supply consistent, high-quality, low-cost products 365 days of the year for the world export and NZ markets. GWS sales and marketing manager Michael Atkinson says 'The Triple Treat' is applicable to every engineering workshop across New Zealand. "It means that we are committed in working with our customer's needs, and the new Robotic Division at GWS is fulfilling

these requirements." Formed in the last half of 2013, the Robotic Division was set up in partnership with ABB and Kemppi. It strengthens the position of GWS as a nationwide leader in welding technology, supplies and service. GWS's quality welding equipment, below, is anchored around Kemppi, Finland's global leader of mig and tig machines; CEA – Italian manufacturer of affordable high-quality pulse mig, tig and arc machinery; and Hy-

pertherm, producer of advanced plasma cutting machines.

As an exclusive distributor of Mosa Enginedrives, Superon wires and electrodes, MTL alloy wires and Menam stainless wires, GWS also has a Welder Repair Service Center, headquartered in its new premises at 13 Patiki Rd Avondale Auckland, spear-headed by general manager Dave Page and operations manager Ryan Hunter.

Mr Page says GWS is about New Zealanders. "Kiwis started the company and kiwis own the company. At the end of the day, all we are looking to do is offer a quality product range and a VIP service to the NZ engineering industry," Mr Page says. "We import high quality welding consumables from around the globe and brand them. For example, the Migarc range is for MIG-related products, Tigarc for TIG-related products and Weldarc is for arc welding and accessories etc. We have trademark branded them as a benchmark for quality assurance and are now ready to appoint qualified distributors or set up GWS branches throughout New Zealand."

Mr Page says the company is very passionate about what it delivers. "GWS purchased Auckland Welder Repairs with

Phil Lovegrove and that is why we brought in Shawn Keppler, an experienced first class operator from Durban, as our new Welding Robotic Technician.

"Between the two of them, there is very little they cannot fix. Recently, for example, instead of replacing a welding machine's whole board and charging \$1500, they fixed it for \$195," Mr Page says.

"It's a key part of our operations to keep repairs and maintenance costs down so customers can afford to continue to run equipment outside of its warranty" GWS is owned by Mr Atkinson and his old school mate Steve Smith both with 29 years experience within the engineering industry. Steve has specialised in the marine industry and has made his mark in the world of sailing as part of Team NZ, Team Alinghi and lately Team Luna Rossa.

"The team at Global Welding Supplies offers a VIP service that supports and repairs everything they sell! We look forward to working with you in 2014."



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Industrial Air Systems delivers benefits

National industrial rotary screw compressor supplier Industrial Air Systems NZ delivers benefits to your CNC machining process that will reduce the risk of an expensive breakdown and result in higher productivity while saving on operating expenses, through the installation of its Pneutech RS and RSCR integrated rotary screw compressors and aluminium air reticulation system.

Pneutech brings CNC benefits

Industrial Air Systems director says too often companies are installing expensive CNC machine tooling for highly productive or precision machining work and completely overlooking the need to provide a matching reliable, dry and clean compressed air supply that these machines are so dependent on. A substandard or insufficient compressed air supply can lead to the spoiling of the machining process or worst still the breakdown of the CNC tool itself leading to very expensive repairs and costly downtime, when ultimately these units need to be kept in constant production for maximum yield and fast payback.

He says why risk coupling an old, worn out \$1000 piston compressor to an air system that supplies air to CNC machinery worth \$50,000, when it is such an integral part to its operation? You are asking for trouble. It's like driving a Lamborghini performance car on worn out retread tyres. At the end of the

day the vehicle will only go as far as the tyres do and most probably have an accident in the meantime!

Industrial Air Systems recommends that the simple installation of their quality Pneutech Rotary screw compressor and dryer packages will not only safeguard the system against any potential air contamination, but improve machining productivity while decreasing the compressed air operational costs.

The Pneutech RS and RSCR screw compressors bring a win-win-win benefit and an investment that CNC operators will not look back on. These renowned screw compressors offer the unique advantage of having a direct driven motor/air end transmission system – usually only found on much larger models, which greatly enhance their operating life, and saving on energy and maintenance costs.

With an oversized air-end and spinning at less than half the RPM of conventional belt driven screws, these units runs cooler,



Industrial Air System's Pneutech RS and RSCR integrated rotary screw compressors deliver reliable, dry and clean compressed air supply. In photo is the RS2000TR

quieter and cleaner than most other models in the industry and with less moving and wearing parts, these compressors can be very easily serviced by the operator.

A smaller oil reticulation system enables the screw compressor to run in stop/start or continuous on-load/off-load modes, depending on the going work load, for optimising energy efficiencies and reducing unnecessary wear. This means the compressor's operational programme can be customised to suit every compressed air environment within its output capacity.

Industrial air reticulation saves thousands

One area many factories operating a compressed air system overlook is the crucial need for an effective and efficient air reticulation or pipe system.

It's one thing to have a correctly sized air compressor, but if the pipe to transport the air supply is too small, or contaminated with oil, the actual air delivery will not match the compressor output.

The key to an effective and efficient compressed air system is to keep the operating pressure to an absolute minimum, while providing for maximum air volume.

A well thought out compressed air piping system can not only transport the air while keeping it clean and dry through correct installation and positioning of condensate

drains, but it can also lead to the saving of thousands of dollars annually in operational costs as the compressor can work at lower air pressures, reducing the energy consumption substantially.

Industrial Air System's aluminium piping system offers the ultimate air reticulation solution for any compressed air set-up bringing the best of both worlds – economy and efficiency.

Incorporating easy-to-hang 4m lightweight pipe lengths and reusable push-lock nylon fittings, this aluminium system can be quickly erected by a single installer, and being so rigid, the piping requires only minimum support and allows for no water-collecting sags. With an ultra-smooth internal finish and very fine wall thickness, the piping facilitates optimum air delivery at minimal operating pressures, which takes the load off the compressor and resulting power and maintenance bills.

Industrial Air Systems director says: "The brilliant features of our aluminium air piping are that you get the quality characteristics of steel and poly piping all in one; it is inexpensive and easy to install; and can be re-used at any point down the track. Once people have tried the aluminium air piping, they never ever go back to traditional galvanised, black pipe or poly pipe - our aluminium is superior in every respect".

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Total lubricants fuels successes

World champion jetsprinter Peter Caughey says using Total Lubricants products are a key component to being a successful jetsprinter



Lubrication is a huge part of the motor sporting world and our industries, and Oil Imports Ltd has been supplying them with quality oil that delivers peak performance and longevity to engines, transmissions and gearboxes.

World champion jetsprinter, Peter Caughey has many secrets when it comes to racing, but there is one he's happy to share with his competitors because as well as racing boats he also builds them.

Peter Caughey's company, Sprintec, has designed and built some of the fastest sprint boats in the world.

"The guys I race are often driving boats which I have built. When we build a winning boat it can be tempting to race it myself, but I also love seeing Sprintec boats win races, no matter who is driving," Mr Caughey says. Sprintec is one of the world's leading jetsprinter motorsport businesses. For more than 20 years Mr Caughey and his talented team have been racing and building sprint boats for successful teams around the world.

"We are a unique business in that we offer a one-stop shop and will design and build the whole boat. The customer will usually bring in the engine and we do the rest and the only thing we will import from overseas is the steering wheel."

Sprintec now builds up to 12 boats a year and to keep up with demand it has now set up a new workshop in North Canterbury. This expansion is not surprising given so many of the boats Sprintec has engineered have won championship races in NZ, Australia and USA.

"The popularity of jetsprinting is now spreading across the world. It's especially gaining momentum as a spectator sport and at some events we attract over 15,000 fans," says Mr Caughey, who now holds six World titles and eight New Zealand titles. He says part of his success both on and off

the water can be credited to the support he has received from various sponsors and supporters.

"I sparked up a relationship with Oil Imports Ltd 10 years ago and they have helped fuel my success by providing a huge range of Total Lubricants products for racing and the workshop. Top lubrication is a huge part of jetsprinting. We are driving the boat engines hard and pushing them to their limits, often well beyond their optimum performance range. Jetsprinter motors will spend a lot of time at full throttle and peak power.

"The oil is not only lubricating the engine but it is taking out 80 percent of the motor's heat. Oil acts as the primary cooling agent especially with our billet alloy engines which use five-stage dry sump oiling systems."

Mr Caughey says using good quality oil products are a key component to being a successful jetsprinter.

"If you use poor quality oil, it will rip your motor apart in minutes. Oil is one of the cheapest components of jetsprinting, but if you get it wrong and use bad lubrication it will cost you massively in the long run."

Fuelling Growth

Brightwater, a Nelson based industrial engineering company also values its supplier partnerships.

Brightwater marketing manager Hayden Campbell says the company provides engineering solutions to the resources, industrial energy, quarry and minerals, and wood and forestry sectors.

"Our reputation is built on long-standing relationships, repeat business, a wide range

of successfully completed major projects, innovative mobile equipment, and service partnerships."

Brightwater employs more than 250 employees and has been operating for over 30 years with branches in Auckland, Nelson, Greymouth, Westport, Perth and Brisbane.

Mr Campbell says loyal relationships and a

passion for innovation are key to the company's growth.

"Oil Imports Ltd has been a key supplier and contributor to the growth of Brightwater. It has been supplying key oil products for the manufacturer of our Forestry Cable Logging Yarders. These products include engine oil, transmission oil, hydraulic oil and grease. Oil Imports has always been willing to go the extra mile and delivers exceptional service every time. This kind of quality and service helps Brightwater grow."

For the last 30 years Brightwater's reputation has been built on providing the highest quality projects, services and products. It has been involved in some notable projects including the Solid Energy Stockton Coal Handling and Processing Plant on the West Coast and it has manufactured more than 60 cable logging tower and swing yarders.

"Using oil of the highest quality is crucial to our business. Cable Logging Yarders operate in extremely tough conditions so using top quality oil products in the transmissions, gearboxes and engines is absolutely paramount as the oil quality ultimately determines the performance and longevity of the equipment," Mr Campbell says.

"Through partnering with appropriate companies who are industry leaders in their particular discipline, we bring expertise together, providing a one-stop shop for cost effective solutions. It provides the foundation of Brightwater's future growth."

For more information:

www.totaloilsolutions.co.nz

www.sprintec.co.nz

www.brightwater.co.nz

Brightwater uses Total Lubricants in the transmissions, gearboxes and engines of its swing yarders to ensure their peak performance and long service life



ABB's PCS100 Reactive Power Conditioner powers one of New Zealand's most popular tourist attractions

Passengers will be treated to a smooth, uninterrupted journey on Wellington's iconic cable car, courtesy of ABB's 100 kVar Reactive Power Conditioner (RPC) which is helping improve the power quality for the cable car's electrical drive system.

The project on New Zealand's capital city's funicular railway includes many exclusive milestones for ABB. As well as being the first PCS100 installed in New Zealand, it is the first in the public transport industry globally. It is also the smallest footprint PCS100 product ever built.

The cable cars are driven by a DC drive which produced notching and harmonic disturbances onto the electrical distribution network and draws a poor power factor. With ABB's PCS100 RPC employed, the power factor is corrected back to unity as required as well as mitigating the low order harmonics.

Gavin MacIntyre, Wellington Cable Car's maintenance manager, highlighted how the RPC will improve the cable car's performance: "The RPC will correct power factor grid compliance and dampen the harmonics that can disrupt the cable cars positioning system and relays".

An economical solution

Based on a unique modular design providing high reliability, the PCS100 RPC will

provide such benefits as:

- Preventing costly penalties due to poor power factor or harmonics
- Ensuring correct operation of 3-phase rectifier loads, extending their lifetime, by correcting for voltage unbalance
- Lowering maintenance costs by not exposing equipment to poor quality power
- Eliminating the risk associated with traditional power factor capacitor correction systems such as, overheating caused by harmonic resonance problems.

Mr MacIntyre comments that grid compliance was important and a specific business driver for this project. "Several times a journey, the cable car regenerates, returning power to the grid, so grid compliance was very important to us," he says.

He further comments that using a capacitor-based solution would not be financially viable. "We looked at a capacitor-based solution but with the specific usage we have, we would be having to replace capacitors so often, that it would be financially nonviable," he says.



A tourist attraction

In 2012, the cable car celebrated 110 years of service to the City of Wellington. A favorite of locals and visitors alike, the cable car allows easy access from its terminal on Lambton Quay in the CBD, to the top entrance of the Botanic Garden and the Kelburn lookout. Three intermediate stops allow for easy access to local residential and business addresses, and at Salamanca access to the Kelburn campus of Victoria University. ABB's PCS100 RPC is the ideal solution for

improving power quality in commercial and industrial electrical installations, across a wide range of industries like the public transport industry. With power ratings from 100 kVar to 2 MVar, the RPC responds instantly to power quality events while providing continuous reactive power correction.

For further information please visit:

www.abb.com/pcs100-power-converters

Green-rated refrigeration system developed

Two environmentally focussed Kiwi businesses, EcoChill and Ceres Enterprises, have come together to create the first 'green-rated' cold storage facility in New Zealand.

Manufacturing novel refrigeration systems for supermarkets, coolstores and processing plants, EcoChill uses natural gases, such as carbon dioxide (CO₂), propane and water as the coolants. With such a passion for keeping New Zealand cool and green, it has now helped Ceres Enterprises with their new 'green home'.

Ceres Enterprises director David King says that when first researching refrigeration solutions for their organic produce, they came across EcoChill and it felt such a natural fit. "Our brief to EcoChill was to create a cool room with a volume of over 2550 sqm, capable of operating down to 2 degrees C."

EcoChill owner Matthew Darby says that traditionally, a system of the size specified by Ceres Enterprises requires a significant quantity (30+ kg) of synthetic greenhouse gases, posing massive global warming potential, and significantly more electrical input (for defrosting).

What EcoChill created is a system that not only meets the operating requirements but uses 80 percent less refrigerants with no electrical defrost requirements whatsoever. In addition, the refrigerant used is a natural substance, so no synthetic greenhouse gases are used at all.

"Replacing the synthetic gases with natural refrigerants such as propane and CO₂, while using technology to manage the safety issue, can reduce the downside of



refrigeration," Mr Darby explains.

"When you take some of that global warming potential away by using refrigerants inside and make it use less power to do that, you've got a two-fold benefit to the end user."

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A better alternative to big-diaphragm and sealed pumps



Hydra-Cell pumps deliver small volume at high frequency

In applications where difficult or less than environmentally friendly fluids are being pumped, sealless pumps have rapidly become the technology of choice.

If there are no seals, then there is no possibility of seal wear and the associated concerns over seal replacement costs – perhaps even replacement of the whole pump – and the effects of any possible leakage. If a sealless design is what you're after, there are a number of options, but one that is steadily gaining in popularity is the Hydra-Cell pump. Manufactured by Wanner Engineering Inc, the Hydra-Cell offers an interesting alternative not only to bigger diaphragm pumps, but to many other types of sealed and sealless pump. Compared to alternative technologies offering a similar flow, the Hydra-Cell pump is extremely compact. In the design, positive displacement pumping is provided by diaphragms flexed from behind by hydraulic fluid. Each diaphragm closes

off a hydraulic cell and separates drive fluid from pumped fluid.

Single cell, three cell and five cell arrangements are commonly used. Unlike conventional pumps which are slow moving and deliver a large volume on each stroke, Hydra-Cell pumps work at high speed, delivering a small volume from each cell but at high frequency. As well as reducing pulsation, this is one reason why the pumps can be so small in relation to flow capacity.

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Quality service and products drive Machinery House's growth

A strategy of continued investment in quality service and products has resulted in another rise in turnover sales year-on-year for Machinery House in New Zealand.



First row, left to right: sales manager Bill Lee, accounts officer Grace He, storeman Mike Hackett. Second row: technician Campbell Douglas, technical sales officer Darren Sharpe, service engineer George Nam. Third row: storeman Raymond Peni, technical sales officer Wilfred D'Mello, branch manager Miles Donald, technical sales Kevin Lamb



Clients can register online to become a Machinery House mate and get specials year-round

New Zealand branch manager Miles Donald says the company's continuing success since the branch opened in 2008 validates the effectiveness of the strategy.

Several components support Machinery House's strategy to retain and grow its market share in New Zealand. It has an experienced sales team, a strong backup service, an extensive range of on-site stock which is also accessible through its website, and broad industry knowledge. All of which strengthen the professional image the company portrays.

"As a result of continually improving the individual components of our strategy, we've had good growth again this year. This is a positive position especially as we are seeing more manufacturing confidence in the market," Mr Donald says.

On top of the list of the company's strengths is a great sales team with decades of technical experience. Miles Donald has 20 years industry experience, sales manager Bill Lee more than 40 years, service engineer George Nam more than 30 years, technical sales officer Kevin Lamb 20 years, and tech-

nical sales officers Darren Sharpe and newly hired Wilfred D'Mello about 10 years each.

"Part of our service is having two technicians and two storemen on site to assist customers," Mr Donald says. "Our technicians also make sure that everything that leaves our place is pre-run and tested. If a machine is in a crate, it will be opened, greased, run and oiled. Once we are happy with it, it goes back to the crate and made ready to send out. This ensures fast on-site commissioning for customers wherever they are."

The range carried by Machinery House covers the whole product spectrum for the engineering industry – from the model train builder right up to the full-on engineering workshop.

The company distributes imported metalworking and sheetmetal fabrication equipment from Hafco Metalmaster, Soco, Sunrise, Sahinler, SIEG and Rong Fu. It is also one of the biggest distributors for Auckland-based precision engineers and machine tool manufacturers R R Bramley, which produces quality metalcutting, forming, shaping and grinding equipment under

the Bramley, Linishall and Garrick machine tools brands, and NZ-made Bulldozer horizontal benders.

Machinery House has a philosophy that if something else is an added benefit to what it already sells, then it will stock that as well. In line with this, the company is stocking more gear sourced from domestic wholesalers.

"We are always supporting the local market and one way to do this is to enter into distribution partnership with domestic manufacturers and wholesalers. This in turn has broadened our product range, especially in our welders and compressors. We are now also distributing power tools, grease guns and Hitachi electric chain blocks," Mr Donald says.

With the volume of on-site stock increasing at its East Tamaki headquarters, Mr Donald says there is pressure for the company to move to a bigger premises in a couple of years. "We are now holding more stock than ever before. We know that in two or three years we will have to move to a 5,000sqm facility to accommodate the amount of

stock that we need to hold and the product lines we have."

Machinery House's website is helping put the word out to clients, who are able to get all the information they need about the machines and other products, from technical specifications to shipping information, like weight and volume, to prices. This in turn enables them to make a buying decision. Clients who register online and become a Machinery House mate get specials and other freebies year round. They also get a \$20 voucher for a \$100 purchase, and a \$50 voucher for a \$300 purchase.

"We do everything we possibly can to benefit customers. For example, the advice we give may not always end up in the customer making a purchase, but we give the right advice anyway because that is the important thing to do," Mr Donald says.

"We give them good product, good service and good back-up service. With that, customers often return to make further purchases because they have confidence in our knowledge and experience."

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11_EN_011213

Titanic materials designed for industrial impact

Callaghan Innovation researchers have created advanced new materials based on the wonder metal titanium that have exciting commercial applications, and are designed to meet the needs of a broad range of sectors from biomedical implants to aerospace engineering and beyond.

Dr Ian Brown from Callaghan Innovation says industry focused research carried out in support of a national Ministry of Business, Innovation and Employment (MBIE)-funded titanium research platform, the New Zealand Titanium Technologies Platform (TiTeNZ), has led to the creation of new titanium materials with properties that promise to add significant value to high-value exports in a range of key sectors.

"In Callaghan Innovation's role as a key research innovator in the Titanium Technologies NZ platform, our researchers have made major advances in the creation of titanium alloy structures possessing unique properties catering to businesses in the biomedical, engineering, construction, marine and other fields," Dr Brown says.

He says the research is part of TiTeNZ, under which Callaghan Innovation has been partnering with other New Zealand research providers with the vision of developing a

pan-industry manufacturing base for high value export products.

He says the team, working closely with the Titanium Industry Development Association (TiDA), has made significant advances in the processing of titanium powder to create materials with highly controlled porosity, greatly improving the ability to control the qualities of titanium alloys in order to produce lightweight, durable structures ideal for advanced engineering applications.

New materials range from those that mimic natural bone-like structures for biomedical implant design, created using foam templating methods, to custom structures created using 3D laser printing methods, with a range of advanced engineering applications.

Elements of the design, fabrication and properties of these new materials were presented by Callaghan Innovation researchers



Examples of porous titanium alloy structures made using (from left to right) sacrificial polyurethane foam templates, 3D laser printing, and spaceholder methods.

at an International Titanium Materials conference in Hamilton in December 2013.

Dr Brown says Callaghan Innovation is in presently in discussions with a number of potential partners for uptake of the new materials, which have been developed so their properties and performance can be altered according to particular customer need.

Callaghan Innovation is a Crown entity whose aim is to accelerate the commercialisation of innovation by businesses in New

Zealand. It connects high-value manufacturing and services businesses with research organisations across the innovation system, as well as operating its own extensive science, engineering and technology laboratories and specialist equipment.

Callaghan Innovation also helps businesses develop their own skills and expertise to successfully take ideas to market, and manages more than \$140 million a year in funding and grants to support business innovation and capability building.

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solutions using these materials plus compression packing and precision machined metallic components in high nickel alloys. In addition to this core range of fluid sealing products, here in New Zealand, we also offer a full design, manufacturing and reconditioning service for mechanical seals.

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Innovative lighting cuts energy use, CO2 emissions and brings bottom line rewards

State-of-the-art lighting controls are helping Progressive Enterprises meet tough sustainability targets, while delivering huge benefits to the bottom line. The home-grown technology is a New Zealand first, and is now being trialled in Australia.

Lighting automation via wireless

In two of Progressive Enterprises' Auckland and Christchurch distribution centres, forklifts are fitted with wireless devices that activate LED lights, illuminating work areas as they move around the site. The high-tech project has eliminated over-lighting and improved safety, while also cutting annual energy costs to the tune of \$494,000. It's put Progressive in a great position to not just meet, but exceed its corporate CO2 targets – despite increasing store numbers and the size of its distribution centres.

Corporate drive to cut energy use

Progressive Enterprises owns and operates 166 Countdown supermarkets throughout New Zealand. Owned by Australian parent company Woolworths, it's tasked with meeting corporate sustainability targets to reduce its carbon footprint by 40 percent by 2015.

However, growth meant that in 2011 the company had to open a fourth distribution centre in Wiri, Auckland, adding 30,000sqm to its logistics network. It also expanded its Christchurch distribution centre, which was badly damaged in the earthquakes. With

growing energy demand, meeting the ambitious CO2 target needed creative solutions.

Innovative technology to cut over-lighting

In 2011, Progressive decided to close the smaller of its two Christchurch distribution centres and expand the larger Hornby centre by 10,000m2. This was a perfect opportunity to improve lighting efficiency in the expanded site.

Digital Light Solutions, working with Auckland-based LED manufacturer Compuspec, proposed a solution using cutting-edge

technology:

- highly efficient 120-watt LED lights in high-bay fittings
- daylight sensors to make the most of available natural light
- motion detectors on lights - switched on via wireless emitters on forklifts.

The innovative design effectively has lights and forklifts 'talking' to each other – when a forklift approaches, the area lights up – and when it moves away, lights switch off again.

Three-month trial enabled fine-tuning
Before committing to the project, Progress-

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This photo: Progressive cut their annual energy costs by \$494,000 through state-of-the-art lighting controls
 Left: Countdown's trialled new LED light fittings (right side) alongside existing less-efficient lighting

sive ran a three-month trial at the Hornby centre. In particular, they were keen to see whether the technology interfered with the existing wireless network used for orders. Technically the controls worked well, and the trial helped set the optimum lighting area. Initially set to illuminate a 25m area in front and behind the forklifts, this lit area proved uncomfortably tight for operators; the distance was widened to 40m and staff were happy.

Less than three-month payback in extension

Following the trial's success, the Hornby fit-out got the green light, and was complete by May 2012. Although LEDs have a higher upfront capital cost than other types of lighting, installing them in the new extension from the outset proved surprisingly economic.

The cost for LEDs was around \$110,000 more than using T5 fluorescents. But the revised design meant many building costs could be removed, and there was no need for a C-Bus system to run the lights. This

eliminated the need for around \$100,000 worth of kit – meaning the LEDs effectively paid for themselves in less than three months.

Auckland gained further savings

The Mangere distribution centre in South Auckland was next to be retrofitted, with the project completed in February 2013. Nearly twice the size of Christchurch, Mangere has achieved 41 percent electricity savings - 1,770 MWh per year.

These energy savings have more than off-set the extra energy use of the new 30,000sqm

distribution centre in Wiri, Auckland – putting Progressive on track to comfortably reach its CO2 emissions target.

Safety and maintenance benefits

As well as improved efficiency, the new LED lights are longer-lasting, saving on maintenance costs. According to National Facilities Manager Jared Day, the LEDs have an expected life of 100,000 hours – but they're not running at 100 percent, so they won't need maintaining for a staggering 14 years. This compares to an average two-year life for the fluorescent tubes and

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metal halide bulbs they replaced to maintain operational lighting levels. The project also enabled a side safety initiative: safety vests issued to site visitors are fitted with wireless emitters. These work in conjunction with forklift hoists, making a distinctive beep when someone approaches – minimising the chance of accidents.

A case for state-of-art lighting controls

Key features

- 120-watt LED lights installed in Auckland and Christchurch distribution centres
- Daylight sensors measure natural light, dim lights accordingly
- Motion detectors turn lights on in 40m radius of forklift zone
- 2.5 month payback on LEDs in Christchurch extension
- Electricity saved more than entire annual consumption of new 30,000 m2 Wiri distribution centre

Key benefits

- Safety controls added to forklifts
- 2,906 MWh electricity saving per year
- CO2 emissions reduced by 375 tonnes/year
- Total cost saving \$494,000 a year
- On target to reduce CO2 emissions to 2006 levels by 2015
- Improved site safety

Sector applicability

- Commercial Lighting
- Most office environments

Savings

Site	Hornby, Christchurch	Mangere, Auckland
Site size	30,000 m ²	56,000 m ²
No. of LEDs installed	595	1,041
Electricity reduction / yr	1,136 MWh	1,770 MWh
Energy cost reduction	51%	41%
Energy cost savings / yr	\$159,000	\$230,000
Maintenance savings / yr	\$30,000	\$75,000

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Innovative lighting

“Progressive has a very strong commitment to improving our environmental performance, so trialling and installing new lighting technology when we had the chance, was a good fit with our vision. We’re delighted with the result - this project alone has cut our annual CO2 emissions by around 375 tonnes, not to mention strong financial savings and safety benefits. We’re better equipped to service the needs of our suppliers and customers and we’re well positioned for growth.

“The lighting technology in our distribution centres is a first in New Zealand – making them the most energy efficient facilities of this type in the country. This Kiwi-designed and manufactured product is now being trialled by other Woolworths businesses in Australia. It’s market-leading technology.”

– Dave Chambers, Countdown managing director



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MIT introduces a new course to encourage youth into mechanical engineering

Manukau Institute of Technology (MIT) has introduced a new qualification aimed at offering young men and women a head start in the Mechanical Engineering industry.

The National Certificate Mechanical Engineering programme (Level 4) is a two year course offered at MIT's Manufacturing and Technology Unit. The programme covers two strands: Machining and General Engineering. Students will receive technical skills and the knowledge necessary to open a world of opportunities in the engineering field.

MIT already offers a Level 2 pre-apprenticeship programme but the decision to expand resulted from the industry's need for apprentices and student desire for higher qualification.

Mechanical and Civil Engineering senior lecturer Blair Cornwall says the qualification "will provide them with a pathway to pick up the necessary skills to carry on to either a higher level qualification or to slot into a workplace with some great skills".

"By the time the students complete the Level 4 certificate they are work ready," he says.

Jason Dimock from Howick was working as a marine engineer apprentice when he decided it was time for a change.

"I am still working part time at my marine



From left to right, Sanjeer Kumar, Blair Cornwall, Cynthia Teri Teokota and Jason Dimock learning how to set and operate the Computer Numerical Control (CNC) in MIT's machining centre

job while I am completing the course. I will also see if I can find a part-time position in a machine shop which will relate more to what I am learning now," he says.

Sanjeer Kumar from Manurewa High School was awarded a scholarship to study the Level 2 Mechanical Engineering programme.

"I was pleased when they started the new

Level 4 course," he says. "I was looking to continue studying at the next level up so this course is great as it is more practical and not just looking at theory."

Cynthia Teri Teokota won an MIT Emerging Leaders scholarship in 2012 and is the first female to be enrolled in the course.

"I knew I wanted to do something in engi-

neering," she says. "I did an aviation course at high school because I am interested in making things, machining parts and things like that.

"In a way it makes me feel good, like I'm achieving something. You can make something better by machining it," she says.

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Earthquake-damaged house inspectors using UC rover robot to look under house piles

A government-owned company responsible for settling claims from the 2010 and 2011 earthquakes is using a University of Canterbury (UC) designed rover robot to inspect for damage under building piles.



Southern Response/Arrow International has been using the UC rover robot since September and has so far inspected and videoed about 100 damaged houses.

UC rover robot designer Dr Chris Hann says there has been some interest for using the rover in other areas, such as inspecting for termites in Australia and search and rescue. UC postgraduate student Josh Gibson is looking to improve the rover robot as part of his research project and three of Dr Hann's summer scholarship students are also working on projects related to it.

Mr Gibson's role is in developing a localisation and mapping system, and making the system as simple as possible to operate. "We have started using a high definition wide angle camera, this gives us high quality images and the high field of view makes driving easier. We have also upgraded the transmitters to allow the rover to cover a greater distance," Mr Gibson says.

The rover has a number of benefits. It allows the inspection to be done by only one person. It is much safer especially when looking under potentially damaged houses where there is the possibility of collapse. The rover can also drive around under a house much faster than a person can crawl. Houses can be pretty dirty underneath as well as a health risk. Using the rover means

the operator never needs to go under the house. It is smaller than a person so can get to areas under a house where people can't get to.

"The information the rover provides gives the engineers a better idea of what is going on under the house before the repair process has begun. This means that the extent of the repair is better known, such as how many piles need to be repaired instead of finding out after the work has started," Mr Gibson says.

The rover runs off a simple programme from a laptop. It is controlled using a laptop so that the video feed can be displayed on screen and it is driven with a joystick or a game pad.

"We are not aware of any other under-floor rovers in New Zealand. Quad-copters have been used for building inspection in Christchurch but I am unaware of any under-floor rovers being used," Mr Gibson says.

The assessment of earthquake damage to structures can be an arduous, and at times, dangerous, requiring access to confined spaces. The UC rover robot uses an array of sensors to identify and map the size and extent of cracks and measure damage under a building. The rover carries a light, a video and a still camera.

High definition video and still imagery records the condition of piles and other structures beneath houses.

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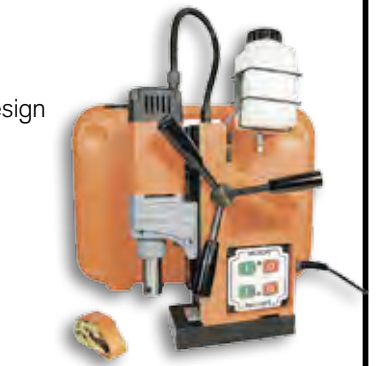
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UC research looking at alternative energy capture and storage

A University of Canterbury chemistry researcher is looking to develop game-changing ways of solving nanotechnology design problems, focusing particularly on developing alternative energy technologies.



Dr Deborah Crittenden

Dr Deborah Crittenden has received \$300,000 of Marsden funding to study the fundamental principles of biological photosynthesis with a view to designing simpler chemical systems that work on the same principles.

She hopes that this could one day result in households having low-cost, high-efficiency and carbon-neutral solar energy capture, conversion and storage systems on their roofs.

Photosynthesis is the main way of converting light energy from the sun into electrical energy. Its main advantage over other elec-

trical energy generation technologies such as solar panels, wind and geothermal, is that the electrical energy is further converted into chemical energy that can be stored for long periods of time until needed," Dr Crittenden says.

"Depending on how you look at it, photosynthesis is either remarkably efficient, converting almost 100 percent of photons from the sun into electrical current, or remarkably inefficient, only finally storing 3 percent of the total energy arriving on a leaf's surface, with a lot of energy going into making biochemical by-products and heat.

"Our aim is to beat photosynthesis at its own game, designing simpler chemical systems that:

- extract as much energy as possible from arriving photons to prevent this energy being lost as heat,
- retain the same 100 percent photon to free electron conversion rate, and
- convert the electrical energy into chemical energy without wasting energy on biochemical by-products.

"To achieve this, we must first understand how the arrangement of atoms within the photosynthetic reaction centre leads to its ability to absorb light energy and liberate electrons to produce electrical current.

"This behaviour of electrons before, during and after absorption of light by a molecule is governed by the laws of quantum mechanics. Working out how these laws of quantum mechanics apply during photosynthesis sounds like a hard problem – because it is."

Dr Crittenden says that at the moment, there aren't many good computational quantum chemical methods available for

modelling the behaviour of electrons before and after absorption of light, and none that can be applied to systems as large as the photosynthetic reaction centre.

The key innovation at the heart of the research project is developing a new mathematical and computational framework that will allow the researchers to establish the link between molecular structure, photon absorption, electrical current production and the process of storing electrical energy by rearranging chemical bonds.

"The next step will be using this method to work out how to modify the arrangement of atoms to maximise the energy capture, conversion and storage efficiencies.

"This fundamental understanding will underpin the development of new low-cost, high-efficiency and energy storage technologies, which will be of significant environmental and economic importance, as the impact of increasing carbon dioxide emissions and the need to find alternative carbon neutral energy sources becomes ever more pressing," Dr Crittenden adds.

Meeting the world's ever-increasing energy needs without increasing carbon dioxide emissions is one of the most pressing scientific and technological challenges of the modern age. "Tapping solar energy is a potential solution, but robust, cost-effective solar technology has not yet been realised," she says.

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Metro Group engineering a future

Growing New Zealand's engineering capability is a high priority for the Government and they are keen to invest in Technologist and Technician Engineer training to make this happen.

According to the Tertiary Education Commission (TEC), there needs to be a 120-230 percent growth in the number of graduates from NZQA Level 7 engineering programmes. The Bachelor of Engineering Technology (BEngTech) has been developed to meet this demand.

Jointly developed and offered by six of New Zealand's largest institutes of technology, known as the Metro Group, this is an internationally-benchmarked qualification that is accredited by the Institution of Professional Engineers (IPENZ).

Designed in tandem with industry, this hands-on degree responds directly to employers' workplace needs and expectations. "The strength of the Metro Group programme lies in its production of graduates who are highly capable from day one," explains John Findlay, chair of the Metro Management Group (BEngTech).

Leading to a career as an Engineering Technologist, the degree offers three majors: Civil, Mechanical or Electrical Engineering. There are then specialties available within these majors such as Geotechnical, Road-Transportation, Mechatronics and many more.

The qualification progressively builds upon

the learner's body of knowledge with all students studying core papers during their first year including Engineering Mechanics, Communication and Mathematics. This is then followed by discipline-specific core modules and electives in their second year and a significant industry-based project in the final year.

"The Professional Engineering Practice paper coupled with the Engineering Development project is a huge highlight of the degree," says Mr Findlay.

"Students identify an engineering problem and then use their practical and theoretical skills to research and design a solution. This may involve building a prototype or working alongside their industry supervisor to utilise industry contacts to reach a resolution.

"This engagement with industry, along with the problem-solving and critical-thinking skills they have developed, leads to our graduates being solution-orientated and work ready."

And it is not only the students who benefit from the industry project.

Graduates of the New Zealand Diploma in Engineering can use their advanced standing to study the core first year papers, get credit for most of the second year and pro-



Bachelor of Engineering Technology graduates are highly capable from day one

gress straight into their third year project work.

A lot of these advanced standing graduates are already employed and their employer often sponsors their degree study for professional development reasons. The employed

graduates can choose to use their industry project as an opportunity to solve a problem at their workplace, adding value to the business, and creating a positive outcome for both employer and employee.



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WelTec Construction Management students take out industry top awards

Two Wellington Institute of Technology Construction Management students have taken out the Central Region top prizes for the New Zealand Institute of Building this year.



Richard Kikta with the NZIOB Supreme student award with category sponsor Mike Lee of Redican Allwood

Richard Kikta, a 2013 graduate of the National Diploma in Construction Management won the top performing student on a Diploma level course and the overall Supreme Student Award.

Daniel Boyle won the top performing first year Diploma student at an event hosted at

WelTec's award winning hospitality campus at 54 Cuba Street, Wellington.

Malcolm Fleming, NZIOB national councillor and Central Chapter president commented, "What sets the NZIOB Student Awards apart is that the criterion for nomination for these awards is not academic performance



Daniel Boyle receiving his Most promising first year student Award from Jake Theron of Hays Recruitment

alone; the students have been nominated according to any criteria which appraises exceptional students. What that criteria consists of, is left entirely to the nominating institution, and this makes these awards very special."

"Richard and Daniel have done well with

their accomplishments and have been recognised by the industry they will be working in. WelTec students have a strong reputation in winning these awards having won three of the top five awards last year and being award winners in previous years," says WelTec lecturer Sean Irion.

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Colourgrip Surfacing Ltd
Concrete Pumping Equipment NZ Ltd
Elliott Scott Ltd
Gilsen Ltd
Hilton Industrial Vacuums & Engineering Ltd
Hydra-Cell Pumps Limited
Karcher Ltd
New Zealand Duct & Flex
SICK Pty Ltd

Dust control equipment

Baskville.Com Ltd
Camfil New Zealand
Denis Cunningham Ltd
Dust Extraction Systems Ltd
Hilton Industrial Vacuums & Engineering Ltd
Hydra-Cell Pumps Limited
IES
LINAK New Zealand Ltd



New Zealand Duct & Flex
Oli Vibrators Pty Ltd
SICK Pty Ltd
W & R Jack Ltd (“Jacks”)

Energy efficiency products

Aurora Process Solutions
ebm-papst A&NZ
Enercon
Hydra-Cell Pumps Limited
New Zealand Duct & Flex
NSK New Zealand Limited
Roadrunner Manufacturing NZ Ltd
Rockwell Automation N.Z. Ltd
TechRentals NZ Ltd

Environmental equipment & services

Carr New Zealand Limited
Cranequip Engineering Ltd
EMEX – Engineering, Machinery & Electronics Exhibition
Enercon
GEA Westfalia Separator New Zealand Ltd
Hilton Industrial Vacuums & Engineering Ltd
IES
Karcher Ltd
New Zealand Duct & Flex
Oli Vibrators Pty Ltd
Perry Grating
Prolan
Roadrunner Manufacturing NZ Ltd
Salesoft CAD Solutions Ltd
Scion

Filters

Boge Compressors Australia
Camfil New Zealand
Hilton Industrial Vacuums & Engineering Ltd
IES
Magnetic Solutions (NZ) Ltd
Oli Vibrators Pty Ltd
Stevenson Engineering Ltd
White International New Zealand Ltd

Filtration

Baskville.Com Ltd
Boge Compressors Australia
Camfil New Zealand
Hilton Industrial Vacuums & Engineering Ltd
Hydraulic Wholesalers Ltd
IES
Magnetic Solutions (NZ) Ltd
New Zealand Duct & Flex
Oli Vibrators Pty Ltd

Fire protection systems

Galco NZ Ltd
ReCoila Hose & Cord Reels

Health & safety equipment

3M Personal Safety Division
Aurora Process Solutions
Colourgrip Surfacing Ltd
Denis Cunningham Ltd
EMEX – Engineering, Machinery & Electronics Exhibition
Hastings Rubber Stamps
Hilton Industrial Vacuums & Engineering Ltd
Multi-Mig (NZ)
New Zealand Duct & Flex
NZ Welding School
Perry Grating
ReCoila Hose & Cord Reels
Simpro Handling Equipment Ltd
Southern Engineering Services
Southern Institute of Technology
TechRentals NZ Ltd

Lighting

POWERGEN Group Ltd

PowerSave Light Company (2012) Ltd
Salesoft CAD Solutions Ltd
Shape NZ Limited
SICK Pty Ltd
Technical Forgings

Noise control

Oli Vibrators Pty Ltd
POWERGEN Group Ltd
TechRentals NZ Ltd

Safety equipment

3M Personal Safety Division
Cigweld
Colourgrip Surfacing Ltd
Denis Cunningham Ltd
Eurotec Ltd
Hilton Industrial Vacuums & Engineering Ltd
New Zealand Duct & Flex
NHP Electrical Engineering Products (NZ) Ltd
NZ Welding School
Omron Electronics
Perry Grating
ReCoila Hose & Cord Reels
Reform Automation
Rockwell Automation N.Z. Ltd
SICK Pty Ltd

Security systems

Hastings Rubber Stamps
Phoenix Wrapping Australasia Ltd
Rockwell Automation N.Z. Ltd
Shape NZ Limited
SICK Pty Ltd

Machinery**Benders & shears**

Aotea Machinery Limited
MachineryHouse Pty NZ Ltd
Shape NZ Limited

Bending machines

Appointments Recruitment Specialists Ltd
Autobend Ltd – Auckland
Autobend Ltd – Christchurch
ESL Industries Limited
MachineryHouse Pty NZ Ltd
Reform Automation
Shape NZ Limited

Boring machines

W & R Jack Ltd (“Jacks”)

Bulk handling machinery

Aurora Process Solutions
Design Energy Ltd
Phoenix Wrapping Australasia Ltd
Simpro Handling Equipment Ltd
Treadway Ltd

CNC equipment

Aotea Machinery Limited
Carac Couplings
Carbidenz
Design Energy Ltd
EMEX – Engineering, Machinery & Electronics Exhibition
Hydra-Cell Pumps Limited
iCNC Ltd
New Zealand Duct & Flex
Objective 3D – 3D Printing Solutions
Prescott Engineering Ltd
Reform Automation
Shape NZ Limited

Tasman Machinery Ltd
Trotec Laser
W & R Jack Ltd ("Jacks")

CNC machiners

Aotea Machinery Limited
Appointments Recruitment Specialists Ltd
Autobend Ltd – Auckland
Autobend Ltd – Christchurch
Boge Compressors Australia
Custom Cutting Formes Ltd
Gallagher Contract Manufacturing
iCNC Ltd
Production Turned Parts Ltd
Revolution Precision Machinery
Rose Engineering Ltd
Scott Machinery
Southern Institute of Technology
Tauranga Engineering Industries Limited
W & R Jack Ltd ("Jacks")

CNC programming

Custom Cutting Formes Ltd
Gallagher Contract Manufacturing
Revolution Precision Machinery
Roadrunner Manufacturing NZ Ltd
Shape NZ Limited
Southern Institute of Technology

Conveyors

ASTO NZ
Aurora Process Solutions
Calmac Engineering Ltd
Design Energy Ltd
EQM Industrial
HBM Plastics & Packaging
LINAK New Zealand Ltd
Modular Conveyors Ltd
Objective 3D – 3D Printing Solutions
Oli Vibrators Pty Ltd
Phoenix Wrapping Australasia Ltd
Tasman Machinery Ltd

Cutting & slitting machinery

Ajax Productions Ltd
Boge Compressors Australia
Custom Cutting Formes Ltd
Denis Cunningham Ltd

Drilling machinery

Ajax Productions Ltd
Carac Couplings
Carbidenz
Concrete Pumping Equipment NZ Ltd
Elliott Scott Ltd
MachineryHouse Pty NZ Ltd
Prescott Engineering Ltd
Scott Machinery

EDM (Electrical Discharge Machining)

Gallagher Contract Manufacturing
iCNC Ltd
Tasman Machinery Ltd

EDM wire cutting machines

Ajax Productions Ltd
Aotea Machinery Limited
iCNC Ltd
Revolution Precision Machinery
Tasman Machinery Ltd

Engineering machinery

Air New Zealand Calibration Services
Ajax Productions Ltd
ALS Tribology

ASTO NZ
Boge Compressors Australia
Carac Couplings
Carbidenz
Chemz Ltd
Cigweld
Control Devices
Denis Cunningham Ltd
Design Energy Ltd
EMEX – Engineering, Machinery & Electronics Exhibition
GEA Westfalia Separator New Zealand Ltd
HBM Plastics & Packaging
iCNC Ltd
MachineryHouse Pty NZ Ltd
NSK New Zealand Limited
NZ Welding School
Objective 3D – 3D Printing Solutions
Oli Vibrators Pty Ltd
Roadrunner Manufacturing NZ Ltd
Southern Engineering Services
Southern Institute of Technology
Technical Forgings

Folding machines
Appointments Recruitment Specialists Ltd
Boge Compressors Australia
ESL Industries Limited
Reform Automation
Scott Machinery

Folding machines

Appointments Recruitment Specialists Ltd
Boge Compressors Australia
ESL Industries Limited
Reform Automation
Scott Machinery

Grinders & grinding accessories

Ajax Productions Ltd
Gallagher Contract Manufacturing
HBM Plastics & Packaging
Scott Machinery

Guillotines

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
MachineryHouse Pty NZ Ltd
Revolution Precision Machinery
Scott Machinery

Injection moulding machines

Aotea Machinery Limited
Boge Compressors Australia
Design Energy Ltd
ESL Industries Limited
HBM Plastics & Packaging
Objective 3D – 3D Printing Solutions



Tasman Machinery Ltd

Lasers

Aotea Machinery Limited
Autobend Ltd – Auckland
Autobend Ltd – Christchurch
Boge Compressors Australia
Carac Couplings
Cigweld
Denis Cunningham Ltd
Reform Automation
Revolution Precision Machinery
Shape NZ Limited
Trotec Laser

Lathes

Ajax Productions Ltd
Aotea Machinery Limited

Boge Compressors Australia
Carac Couplings
Carbidenz
Dixon Manufacturing Ltd
Gallagher Contract Manufacturing
iCNC Ltd
MachineryHouse Pty NZ Ltd
Prescott Engineering Ltd
Revolution Precision Machinery
Rose Engineering Ltd
Scott Machinery
Shape NZ Limited
The Boltholder Ltd

Lifting equipment

ASTO NZ
Automation Equipment (N.Z.) Ltd
Control Devices
Cranequip Engineering Ltd
EMEX – Engineering, Machinery & Electronics Exhibition
Industrial Maintenance Group NZ Ltd
LINAK New Zealand Ltd
Magnetic Solutions (NZ) Ltd
Rockwell Automation N.Z. Ltd
Rose Engineering Ltd
Simpro Handling Equipment
Simpro Handling Equipment Ltd
The Boltholder Ltd

Machine tools

Ajax Productions Ltd
Aotea Machinery Limited
Boge Compressors Australia
Carbidenz
Carr New Zealand Limited
Cigweld
Drills, Taps & Dies Ltd
iCNC Ltd
MachineryHouse Pty NZ Ltd
NSK New Zealand Limited
Prescott Engineering Ltd
Prolan



Tasman Machinery Ltd
Technical Forgings

Machinery

Ajax Productions Ltd
ALS Tribology
Appointments Recruitment Specialists Ltd
Boge Compressors Australia
Carbidenz
Chemz Ltd
Cigweld
Denis Cunningham Ltd
Design Energy Ltd
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HBM Plastics & Packaging
iCNC Ltd
MachineryHouse Pty NZ Ltd
NSK New Zealand Limited
NZ Welding School
Objective 3D – 3D Printing Solutions
Oli Vibrators Pty Ltd
Phoenix Wrapping Australasia Ltd

Prolan
Roadrunner Manufacturing NZ Ltd
Tasman Machinery Ltd
Treadway Ltd
W & R Jack Ltd ("Jacks")

Milling machinery

Ajax Productions Ltd
Carbidenz
Control Devices
Gallagher Contract Manufacturing
iCNC Ltd
NSK New Zealand Limited
Objective 3D – 3D Printing Solutions
Prescott Engineering Ltd
Revolution Precision Machinery
Scott Machinery
Tasman Machinery Ltd

Pipe & tube benders

Ajax Productions Ltd
Aotea Machinery Limited
Autobend Ltd – Auckland
Autobend Ltd – Christchurch
Boge Compressors Australia
Dixon Manufacturing Ltd
Revolution Precision Machinery
Scott Machinery

Pipe and tube cutting equipment

Autobend Ltd – Auckland
Autobend Ltd – Christchurch
Boge Compressors Australia
Chemz Ltd
Cigweld
Denis Cunningham Ltd
Dixon Manufacturing Ltd
Elliott Scott Ltd
Galco NZ Ltd
HBM Plastics & Packaging
Multi-Mig (NZ)
Scott Machinery
Technical Forgings

Plasma cutting machinery

Boge Compressors Australia
Cigweld
CNC Engineering Solutions Ltd
Denis Cunningham Ltd
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Metal Monster Ltd
Multi-Mig (NZ)
NZ Welding School
Southern Institute of Technology

Press brakes

Appointments Recruitment Specialists Ltd
Autobend Ltd – Auckland
Carac Couplings
ESL Industries Limited
MachineryHouse Pty NZ Ltd
Reform Automation
Revolution Precision Machinery
Scott Machinery
Shape NZ Limited

Production engineering machines

Ajax Productions Ltd
Control Devices
Denis Cunningham Ltd
Design Energy Ltd
NSK New Zealand Limited
Objective 3D – 3D Printing Solutions
Oli Vibrators Pty Ltd

Rockwell Automation N.Z. Ltd
Southern Institute of Technology
Technical Forgings

Sheetmetal equipment

Aotea Machinery Limited
Boge Compressors Australia
Denis Cunningham Ltd
Design Energy Ltd
Galco NZ Ltd
NZ Welding School
Shape NZ Limited

Sheetmetal machinery

Denis Cunningham Ltd
EMEX – Engineering, Machinery & Electronics Exhibition
Galco NZ Ltd
MachineryHouse Pty NZ Ltd
Reform Automation

Water

Boge Compressors Australia

Water cutting machinery

Autobend Ltd – Auckland
Autobend Ltd – Christchurch
Carac Couplings
Elliott Scott Ltd
EMEX – Engineering, Machinery & Electronics Exhibition
Hydra-Cell Pumps Limited
Roadrunner Manufacturing NZ Ltd

Management

Businesses sales

Clyth MacLeod Limited Business Sales

Finance advice

Hastings Rubber Stamps

Human resource services

edenfx HSE Recruitment
NZ Welding School

Internet services

CADPRO Systems Ltd

Leasing services

Denis Cunningham Ltd
Hastings Rubber Stamps

Management consultancy

CADPRO Systems Ltd
Denis Cunningham Ltd
edenfx HSE Recruitment
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Enercon
New Zealand Duct & Flex
NZ Welding School
Perry Grating
Roadrunner Manufacturing NZ Ltd
Southern Institute of Technology
Technical Forgings

Marketing services

Clyth MacLeod Ltd – Business Sales
Hastings Rubber Stamps

Training & education services

CADPRO Systems Ltd
Denis Cunningham Ltd
edenfx HSE Recruitment
EMEX – Engineering, Machinery & Electronics Exhibition
Hastings Rubber Stamps
Metal Monster Ltd
National Instruments

New Zealand Duct & Flex
NZ Welding School
Objective 3D – 3D Printing Solutions
Rockwell Automation N.Z. Ltd
Southern Institute of Technology

Truck & van sales

Hastings Rubber Stamps

Materials

Alloys

Dixon Manufacturing Ltd
Metal Monster Ltd
Metal Spray Suppliers NZ Ltd
Oli Vibrators Pty Ltd
Roadrunner Manufacturing NZ Ltd
SWP NZ Ltd
Technical Forgings

Aluminium

NZ Welding School
Perry Grating
Roadrunner Manufacturing NZ Ltd
Shape NZ Limited
Technical Forgings

Anti corrosion coatings

Colourgrip Surfacing Ltd
Connection Technologies Ltd
Metal Monster Ltd
Metal Spray Suppliers NZ Ltd
Perry Grating
Prolan
Shape NZ Limited
SWP NZ Ltd
Technical Forgings

Bulk handling machinery

Aurora Process Solutions
Control Devices
EMEX – Engineering, Machinery & Electronics Exhibition
Hilton Industrial Vacuums & Engineering Ltd
Oli Vibrators Pty Ltd
Simpro Handling Equipment
Treadway Ltd

Cast iron

SWP NZ Ltd

Castings

Mace Engineering Ltd

Chemical handling equipment

Aurora Process Solutions
EMEX – Engineering, Machinery & Electronics Exhibition
ESL Industries Limited
Oli Vibrators Pty Ltd
Simpro Handling Equipment

Composites

Automation Equipment (N.Z.) Ltd
NZ Welding School
Roadrunner Manufacturing NZ Ltd
Scion
Technical Forgings

Corrosion control systems

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Metal Monster Ltd
SWP NZ Ltd

Flow meters

Air New Zealand Calibration Services
Control Devices
Denis Cunningham Ltd

Eurotec Ltd
Multi-Mig (NZ)
TechRentals NZ Ltd

Hydraulic hoses & fittings

ALS Tribology
ReCoila Hose & Cord Reels
Stevenson Engineering Ltd

Materials handling equipment

ASTO NZ
Aurora Process Solutions
Compressed Air Maintenance
Control Devices
Cranequip Engineering Ltd
EQM Industrial
Hastings Rubber Stamps
Hilton Industrial Vacuums & Engineering Ltd
Modular Conveyors Ltd
New Zealand Duct & Flex
Oli Vibrators Pty Ltd
Page Macrae Engineering
Phoenix Wrapping Australasia Ltd
Rose Engineering Ltd
Simpro Handling Equipment
Stevenson Engineering Ltd
Treadway Ltd

Materials handling

ASTO NZ
Aurora Process Solutions
Compressed Air Maintenance
Cranequip Engineering Ltd
Hilton Industrial Vacuums & Engineering Ltd
Modular Conveyors Ltd
New Zealand Duct & Flex
NZ Welding School
Oli Vibrators Pty Ltd
Phoenix Wrapping Australasia Ltd
Roadrunner Manufacturing NZ Ltd
Simpro Handling Equipment
Treadway Ltd
W & R Jack Ltd (“Jacks”)

Powder & powder coating

Boge Compressors Australia
Carac Couplings
Oli Vibrators Pty Ltd
Shape NZ Limited
Technical Forgings

Spraying equipment

AES Waterblasters
Boge Compressors Australia
Concrete Pumping Equipment NZ Ltd
Industrial Maintenance Group NZ Ltd
Metal Monster Ltd
ReCoila Hose & Cord Reels

Tubes & tubing

ATS Pneumatics
Autobend Ltd – Auckland
Autobend Ltd – Christchurch
Autoline Industrial
Automation Equipment (N.Z.) Ltd
Compressed Air Maintenance
Dixon Manufacturing Ltd
Global Stainless Ltd
Technical Forgings

Power systems

Electrical & mechanical equipment
Air New Zealand Calibration Services

Aurora Process Solutions
Chemz Ltd
Cigweld
Concrete Pumping Equipment NZ Ltd
Control Devices
Denis Cunningham Ltd
Elliott Scott Ltd
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LINAK New Zealand Ltd
Magnetic Solutions (NZ) Ltd
NHP Electrical Engineering Products (NZ) Ltd
NZ Welding School
Objective 3D – 3D Printing Solutions
Oli Vibrators Pty Ltd
Omron Electronics
Phoenix Wrapping Australasia Ltd
Powerbox Pacific Ltd
ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Rockwell Automation N.Z. Ltd
Southern Institute of Technology
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Engines

ALS Tribology
Concrete Pumping Equipment NZ Ltd
Elliott Scott Ltd
Southern Institute of Technology

Gear motors

ASTO NZ
Elliott Scott Ltd
EQM Industrial
Hydraulic Wholesalers Ltd
Omron Electronics
SAECOWilson
Southern Engineering Services

Gearboxes

ALS Tribology
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ebm-papst A&NZ
EQM Industrial
Hydraulic Wholesalers Ltd
NSK New Zealand Limited
Southern Engineering Services

Generators

Denis Cunningham Ltd
Elliott Scott Ltd
Phoenix Wrapping Australasia Ltd
POWERGEN Group Ltd

Heat exchangers

Aurora Process Solutions
Shape NZ Limited

Hydraulics

ALS Tribology
Appointments Recruitment Specialists Ltd
ASTO NZ
CC Hydraulics Ltd
Concrete Pumping Equipment NZ Ltd
Control Devices
Hydraulic Wholesalers Ltd
ReCoila Hose & Cord Reels
Simpro Handling Equipment Ltd
Southern Institute of Technology

Pneumatic equipment

ATS Pneumatics
Autoline Industrial
Automation Equipment (N.Z.) Ltd

Boge Compressors Australia
Compressed Air Maintenance
Elliott Scott Ltd
Industrial Maintenance Group NZ Ltd
Oli Vibrators Pty Ltd
Omron Electronics
Phoenix Wrapping Australasia Ltd
ReCoila Hose & Cord Reels
Southern Institute of Technology
Technical Forgings
Treadway Ltd

Solar

LINAK New Zealand Ltd
NHP Electrical Engineering
Products (NZ) Ltd
Phoenix Wrapping Australasia Ltd
Powerbox Pacific Ltd

Wind

NSK New Zealand Limited
Phoenix Wrapping Australasia Ltd

Services

Calibration

Absolute Vacuum Services Limited
Air New Zealand Calibration Services
Eurotec Ltd
National Instruments
TechRentals NZ Ltd

Calibration services

Absolute Vacuum Services Limited
Air New Zealand Calibration Services
Aurora Process Solutions
Eurotec Ltd
National Instruments
SICK Pty Ltd

Concrete enhancement

Sika NZ Ltd

Concrete refurbishment

Sika NZ Ltd

Engineering recruitment

Appointments Recruitment Specialists Ltd
NZ Welding School
Omron Electronics

Engineering services

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
apt Group
Calmac Engineering Ltd
CC Hydraulics Ltd
Cigweld
Colourgrip Surfacing Ltd
Control Devices
Cranequip Engineering Ltd
Custom Cutting Formes Ltd
Denis Cunningham Ltd
Design Energy Ltd
Ducare NZ Ltd
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GEA Westfalia Separator New Zealand Ltd
IES
Invert Robotics



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Metal Monster Ltd
Nightside Test Design Ltd
North Hydraulics Ltd
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Omron Electronics
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Powerbox Pacific Ltd
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RasterTech New Zealand
ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Rockwell Automation N.Z. Ltd
Shape NZ Limited
Southern Engineering Services
Southern Institute of Technology
Stevenson Engineering Ltd
Tauranga Engineering Industries Limited
Technical Forgings
The Boltholder Ltd

Engineers

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
Chemz Ltd
Control Devices
Design Energy Ltd
Ducare NZ Ltd
ebm-papst A&NZ
edenfx HSE Recruitment
Enercon
ESL Industries Limited
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Hydraulic Wholesalers Ltd
JWB Group
Maintenance Engineering Services Ltd
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Perry Grating
Prescott Engineering Ltd
ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Rockwell Automation N.Z. Ltd
Rose Engineering Ltd
Salesoft CAD Solutions Ltd
Shape NZ Limited
Stevenson Engineering Ltd
Tauranga Engineering Industries Limited
Technical Forgings

Fabricating

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
ATS Pneumatics
Calmac Engineering Ltd
Cigweld
Ducare NZ Ltd
ESL Industries Limited
Global Stainless Ltd
IES
Industrial Maintenance Group NZ Ltd
Mace Engineering Ltd

Maintenance Engineering Services Ltd
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ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Rose Engineering Ltd
Shape NZ Limited
Southern Institute of Technology
Sprockets NZ – Precision Manufacturing
Stevenson Engineering Ltd

Fastner manufacturers

Prolan
The Boltholder Ltd

Fitting and Turning

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
Calmac Engineering Ltd
Eric Paton Ltd
Gallagher Contract Manufacturing
JWB Group
Mace Engineering Ltd
Maintenance Engineering Services Ltd
North Hydraulics Ltd
NZ Welding School
Objective 3D – 3D Printing Solutions
Production Turned Parts Ltd
ReCoila Hose & Cord Reels
Rose Engineering Ltd
Stevenson Engineering Ltd
Tauranga Engineering Industries Limited

Flooring

Sika NZ Ltd

Industrial maintenance engineers

AES Waterblasters
Appointments Recruitment Specialists Ltd
apt Group
Chemz Ltd
Cigweld
Control Devices
Ducare NZ Ltd
EMEX – Engineering, Machinery &
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Maintenance Engineering Services Ltd
New Zealand Duct & Flex
North Hydraulics Ltd
Page Macrae Engineering
Phoenix Wrapping Australasia Ltd
ReCoila Hose & Cord Reels
Rockwell Automation N.Z. Ltd
Stevenson Engineering Ltd
Tauranga Engineering Industries Limited

Injection moulding

Appointments Recruitment Specialists Ltd
Gallagher Contract Manufacturing
Objective 3D – 3D Printing Solutions
Scion

Inspection services

apt Group
Autobend Ltd – Auckland
Invert Robotics
NZ Welding School
SAECOWilson

Stevenson Engineering Ltd

Machinery manufacturers

Aurora Process Solutions
Boge Compressors Australia
Denis Cunningham Ltd
Design Energy Ltd
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Phoenix Wrapping Australasia Ltd
Rockwell Automation N.Z. Ltd
Simprou Handling Equipment Ltd
Treadway Ltd

Machinery repairs

ALS Tribology
Calmac Engineering Ltd
Carr New Zealand Limited
Compressed Air Maintenance
Control Devices
Denis Cunningham Ltd
Eric Paton Ltd
Hydraulic Wholesalers Ltd
iCNC Ltd
Industrial Maintenance Group NZ Ltd
JWB Group
Maintenance Engineering Services Ltd



Metal Monster Ltd
North Hydraulics Ltd
NZ Welding School
Objective 3D – 3D Printing Solutions
Oli Vibrators Pty Ltd
Phoenix Wrapping Australasia Ltd
ReCoila Hose & Cord Reels
Southern Engineering Services
Stevenson Engineering Ltd
Tauranga Engineering Industries Limited
W & R Jack Ltd (“Jacks”)

Machining

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
Custom Cutting Formes Ltd
Ducare NZ Ltd
Eric Paton Ltd
Gallagher Contract Manufacturing
JWB Group
Mace Engineering Ltd
Maintenance Engineering Services Ltd
North Hydraulics Ltd
Production Turned Parts Ltd
ReCoila Hose & Cord Reels
Rose Engineering Ltd
Shape NZ Limited
Sprockets NZ – Precision Manufacturing
Stevenson Engineering Ltd
Tauranga Engineering Industries Limited
The Boltholder Ltd

Maintenance & management systems

Appointments Recruitment Specialists Ltd
apt Group
Aurora Process Solutions

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website

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Cranequip Engineering Ltd
EMEX – Engineering, Machinery & Electronics Exhibition
Hastings Rubber Stamps
Industrial Maintenance Group NZ Ltd
Invert Robotics
New Zealand Duct & Flex
Oli Vibrators Pty Ltd
Rockwell Automation N.Z. Ltd
Stevenson Engineering Ltd

Manufacturing engineers

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
CADPRO Systems Ltd
Calmac Engineering Ltd
Cigweld
Control Devices
Custom Cutting Formes Ltd
Ducare NZ Ltd
edenfx HSE Recruitment
Eric Paton Ltd
ESL Industries Limited
Global Stainless Ltd
JWB Group
Mace Engineering Ltd
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Omron Electronics
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Prescott Engineering Ltd
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Prolan
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Roadrunner Manufacturing NZ Ltd
Rockwell Automation N.Z. Ltd
Shape NZ Limited
Simpro Handling Equipment Ltd
Tauranga Engineering Industries Limited
Technical Forgings

Marine & automotive sealing and bonding

Sika NZ Ltd

Mechanical Engineering – Fans

ebm-papst A&NZ
New Zealand Duct & Flex
Oli Vibrators Pty Ltd

Mould making services

Appointments Recruitment Specialists Ltd
Gallagher Contract Manufacturing
JWB Group
Mace Engineering Ltd
Objective 3D – 3D Printing Solutions

Plant installation

Aurora Process Solutions
Calmac Engineering Ltd
Colourgrip Surfacing Ltd
Denis Cunningham Ltd
Maintenance Engineering Services Ltd



Oli Vibrators Pty Ltd
Omron Electronics
Page Macrae Engineering
Phoenix Wrapping Australasia Ltd
Prolan

ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Stevenson Engineering Ltd
W & R Jack Ltd (“Jacks”)

Precision machining

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
Control Devices
Eric Paton Ltd
Gallagher Contract Manufacturing
JWB Group
Mace Engineering Ltd
Objective 3D – 3D Printing Solutions
Production Turned Parts Ltd
ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Shape NZ Limited
Stevenson Engineering Ltd
Tauranga Engineering Industries Limited

Pressing

Ajax Productions Ltd
Carac Couplings
Custom Cutting Formes Ltd
Global Stainless Ltd
Objective 3D – 3D Printing Solutions
Shape NZ Limited
Technical Forgings

Prototypes

Appointments Recruitment Specialists Ltd

Prototype manufacturing

Control Devices
Custom Cutting Formes Ltd
ebm-papst A&NZ
Eric Paton Ltd
Gallagher Contract Manufacturing
JWB Group
Objective 3D – 3D Printing Solutions
Production Turned Parts Ltd
ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Shape NZ Limited
Tasman Machinery Ltd
Technical Forgings

Roofing

Sika NZ Ltd

Sandblasting

Boge Compressors Australia
Ducare NZ Ltd
Gallagher Contract Manufacturing
Gilsen Ltd

Sealing & bonding

Sika NZ Ltd

Seismic strengthening

Sika NZ Ltd

Sheetmetal

Appointments Recruitment Specialists Ltd
Calmac Engineering Ltd
Denis Cunningham Ltd
ESL Industries Limited
Global Stainless Ltd
IES
Maintenance Engineering Services Ltd
NZ Welding School
ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Shape NZ Limited

Stainless steel production

Autobend Ltd – Auckland

Calmac Engineering Ltd
Dixon Manufacturing Ltd
Ducare NZ Ltd
Global Stainless Ltd
Page Macrae Engineering
Perry Grating
ReCoila Hose & Cord Reels
Roadrunner Manufacturing NZ Ltd
Shape NZ Limited
The Boltholder Ltd

Testing

Air New Zealand Calibration Services
ALS Tribology
apt Group
Baskiville.Com Ltd
ebm-papst A&NZ
Magnetic Solutions (NZ) Ltd
National Instruments
Nightside Test Design Ltd
NZ Welding School
Scion
Southern Institute of Technology

Turning

ReCoila Hose & Cord Reels

Turning & milling

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
Eric Paton Ltd
Gallagher Contract Manufacturing
JWB Group
Mace Engineering Ltd
Maintenance Engineering Services Ltd
North Hydraulics Ltd
Production Turned Parts Ltd
Rose Engineering Ltd
Shape NZ Limited
Stevenson Engineering Ltd
Tauranga Engineering Industries Limited

Waterproofing

Sika NZ Ltd

Welding

Ajax Productions Ltd
Appointments Recruitment Specialists Ltd
Autobend Ltd – Christchurch
Boge Compressors Australia
Carac Couplings
Carr New Zealand Limited
Cranequip Engineering Ltd
Denis Cunningham Ltd
Dixon Manufacturing Ltd
Ducare NZ Ltd
IES
Mace Engineering Ltd
Maintenance Engineering Services Ltd
Multi-Mig (NZ)
New Zealand Duct & Flex
North Hydraulics Ltd
NZ Welding School
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Installers galore in Apia

Finding installers to assist in the installation of a new filter at the site of Samoa's biggest privately owned company, Apia Concrete Products, was no issue for Neal England, NZ Duct & Flex's engineering manager last month. Apia Concrete, established over 40 years ago, was able to provide a full rugby team of helpers when work was carried to reduce the concrete dust produced during mixing and loading of their 80-unit cement truck fleet.

The 'Lip Lock®' system ducting transported easily and locked together in a day



Vernon Wetzell, son of Apia Concrete founder Fred Wetzell, says they had the worst problems as the cement bags were cut open and added to the hopper – which feeds the cement and fill to the mixer trucks. Staff were getting exposed to the cement dust and for a “family” company that wasn't acceptable.

With many of the 70-plus staff being with the company for more than 30 years, everyone wanted to help with the install work; and the modular filter and matching fan that normally takes two to three days to be installed was standing in just hours.

Vernon had approached Geoff Ebdon at NZ Duct & Flex for advice. Mr Ebdon, who has working experience in the Pacific Islands, recommended a modular filter, available 'off the shelf' in the Auckland warehouse because the filter needs no maintenance (just a change of bags every few years) and is ideal to cope with the rigours of life in the cyclone-prone Pacific, where technical knowledge, spare parts and specialist servicing are not easily available or are expensive.

These filters have no moving parts, apart from the impeller in the fan motor so are ideal for a location like Samoa. This simple operation, coupled with Lip Lock® ducting which is easy to quickly clip together, meant the whole thing was up and operating in just more than two days. In a rugby mad country, the fast install was no surprise to Apia Concrete staff preparing to watch the All Blacks on the Saturday night.

Mr England and Alex Tauvala'au from NZ Duct & Flex, travelled to oversee the installation, once the goods had been shipped.

“Due to the flexibility of our Lip Lock® duct-

ing system we are able to 'guesstimate' the whole job from a couple of photographs, ship everything up to Apia a couple of weeks prior and hop on a plane to put it all together,” Mr England explains.

Mr Tauvala'au, who has been selling the modular duct system for more than 20 years (originally as the Speedlock brand), was familiar with the differences in organising such an install in Apia rather than Auckland. Fred was present at all times. From his stage where he can see the whole Apia Concrete complex, he made the call for a hoist to arrive at the appropriate time, no pre-booking required.

Vernon confirmed that the system is working well and staff have immediately noticed the difference.

“Modular filters are the perfect solution for small to medium companies with dust issues. They are rugged, easy to install and can be expanded to cope with increased demand. Simply remove the end panel, add a module and then bolt the end on again,” Mr Ebdon says.

“Unless you are running your operation 24/7 you often don't need a more advanced but complex filter. Compressed air pulse filters are excellent if you need constant usage but are more expensive, require production of compressed air and are often far more demanding in terms of servicing and operating costs. If you have the space (modular filters do take up more room), a simple modular filter, correctly specified in terms of dust and air volume can be quickly and economically installed, making a difference to your employee's working environment in days”.

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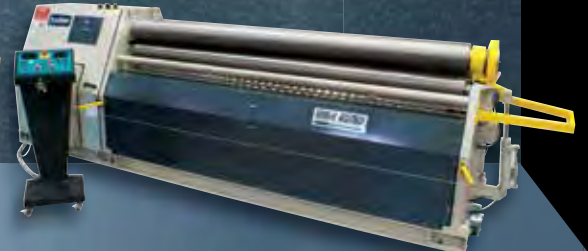
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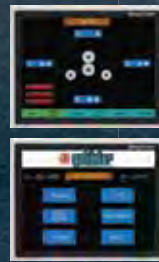
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