

The Randall Report

HEAD OFFICE REPORT

Once again it has been a while since our last newsletter and there have been some changes on In personnel since then.

DEPARTURES

David Manley, our design engineer has left and has been replaced in our Palmerston North office by Emmanuel Vega.

ARRIVALS



Emmanuel (Noel) Vega
Design engineer



Hayden Ringrose
Draughtsman

RANDALL'S VISION STATEMENT IMPLEMENTATION

We recently circulated our vision statement to clients outlining where we see this business heading over the next few years, the steps that we are going to take to achieve that. We would like to thank all who have commented, brick bats and all---all good.

So what have we done over the last month?

Training—Andrew Law has spent 40 hours in preparation (pre-course acceptance assignment) for a brake code designers course to be run by LTNZ in early May

Training—Nigel & Bev Randall and Wayne Hancock are participating in and implementing lessons learnt through Vision Manawatu's "Smart Business Accelerator Programme (around 30 hours each)

This course is awesome and I totally recommend it!!!!

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CAN WE REDUCE COST?

There are two distinct categories of work that we under- take. The first is design based and the second is certification based. Certification based work is expensive as in most cases we go to the work, in most cases the work is on demand and the way that LTNZ have it set up the most expensive person in the organization does the inspections!

Imagine what would be the true cost to put a WOF on your car if you phoned up VTNZ (or the like) and said come here to my place and put a warrant on my car !! What's more, how safe would you feel if the WOF was simply issued over the phone. How good would your insurance be then?

In the past we have set an average fee rate for certification work which has worked well for both us and our clients. Times change and we have to adapt to those changes

If times are getting tough and you need to sharpen the pencil please, talk to us about how we can improve our work efficiency in working with you



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From the First of July 2008, there is a new certification requirement from LTNZ for heavy motor vehicles

Any heavy motor vehicle where the wheel base has been altered, axles changed, axles added, axles removed, new vehicles manufactured, changes to handbrakes etc must be certified as complying with requirement by an approved LTNZ brake design certifier.

Also noted that a truck can have its brakes set up and certified EITHER as a tractor unit or a dump truck. Unless there is a relaxation or exemption from requirement, gone are the days of having a truck doing both.

The certification work will most likely include

- Brake linings, identifying make and grade of lining, and
- Brake torque data, source from manufacturer or calculate from information or from brake testing and
- Chamber forces & spring brake chamber forces, and
- Identify all brake valves, part numbers, and valve characteristics. and
- Piping diagram, tank capacities, and
- Pressure tests, build up timing, depletion tests, warning devices, safety devices (tractor protection), and
- Vehicle masses & dimensions, and
- Carry out brake calculation, and
- Make adjustments as required, and
- Pressure checks, and
- Laden brake test, and
- Paperwork.
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Possibly a full day's work for 2nd hand vehicles. ½ days work for new vehicles

This is additional to the work that we already undertake and will most likely require the employment of another full time staff member. Using normal business cost multipliers, based on the salary that we would anticipate to pay **will add around \$1000 to \$1200 to the cost of certification of a second hand vehicle that is modified.**

There are other organizations who currently do this at a fraction of that fee, but that service is provided as customer support and is built in as overhead in the supply of the brake component. They may not be so keen to provide that service when no hardware is supplied.

How this will all pan out is anybody's guess as there aren't the people on the ground yet to cover this type of certification, but I can foresee initially, a large variation in the work undertaken to demonstrate compliance by certifiers.

Confucious says:

*THAT ONE SHOULD KEEP HIS WORDS BOTH SWEET AND TENDER,
BECAUSE TOMORROW HE MAY HAVE TO EAT THEM!*

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