



Newsletter—November 2008

In This Issue:

- The 3 Ps
- Adding Value
- Staff Changes—Introducing Brenda
- The Rally Season
- Rebranding
- New equipment
- Meet Michael
- Business Awards
- Have you considered?

THE 3 Ps = PERFORMANCE

Whilst mulling over what to put in this newsletter, I was lucky enough to be part of the 2008 Dunlop Targa prize-giving ceremony (more later in this newsletter). One of the competitors got up and gave a speech about how to guarantee performance—you need the 3 P's—preparation, persistence and passion.

I thought that was kind of cool—and really sums up what makes the difference between those who succeed in whatever they undertake, and those who don't.

With the economy as it is, fuel prices high, economic instability etc., etc., it's all too easy to get depressed—BUT, with the right preparation in order to get strategies in place, persistence to carry on with what you know is right, and the passion to succeed, we can all do it.

Here at Randall & Associates Ltd, we've got heaps of passion, and we're prepared to help you achieve your business goals. We've listed just a few ideas in this newsletter, but we have heaps more. Give us a call and we can discuss ideas to help your business!



ADDING VALUE

Randall and Associates Ltd would like to offer a helping hand, by way of fixed fee service contract, to all good operators, manufacturers and suppliers on a national basis which recognizes your excellent standing in the community. We would undertake the following services on a national basis

- 'Design and certification' and/or 'design and issue of statements of design compliance' covering all aspects of heavy vehicle manufacture or modification,
- Sales drawings, promotional drawings, concept sketches
- Provision of standard designs specification either on our letterheads or yours

The benefits to you of a fixed fee contract are

- You just pick the phone up and ask for something to be done—you do not have to worry about cost,
- Better staff utilisation,
- National coverage, national consistency for design and specification,
- Reduced compliance and design hassle (one organisation to work with).

The benefits to us:

- Better use of our staff and expertise,
- Better use of our data based knowledge,
- Better way for us of dividing up the work day.

Call to action—contact Nigel to find out more

Confucious says....

If you think nobody cares, try missing a couple of payments.



There is nothing in machinery,

there is nothing in embankments, & railways, & iron bridges, and engineering devices

To oblige them to be ugly.

Ugliness is the measure of imperfection.

H.G. WELLS

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STAFF CHANGES

INTRODUCING:- BRENDA COLVILLE (B.ENG)

Brenda has taken up the new draftsman's position in our Wanganui office and will be there 4 days a week until we reach an understanding of the required presence. Brenda came into our employ following drafting experience with Ali Arc Trailers and more recently as a self employed draftsman. Don't hesitate to contact her for any design or certification requirements.



Wayne is no longer with us and is now running a motel in Palmerston North. This has brought about an exciting change in the business—more to follow. In the meantime, if you were dealing with Wayne directly, please feel free to contact either Nigel, or Marion.



RALLY NEWS

To continue with our Preparation, Persistence & Passion theme, we are proud to report that the rally team Randalls sponsor (BNT Mason Motorsport) finished the 2008 NZ Rally Championship season on a high winning the final round at Nelson.

The team won every event they finished, and boasted a stunning performance in the International Rally of NZ—beating a few of the WRC cars in some stages. Sadly me-

chanical failure at Hawkes Bay Rally & a nasty crash at Whangarei put paid to their championship hopes, with them finishing as runner-ups.

To top off this wonderful season, the team have just competed in the **2008 Dunlop Targa Rally**—750 km of tarmac race roads & 1435 km of touring roads around the North Island. This is Sara & Richard's first major tarmac event here in NZ (although they did do one in China last year), and they came out as winners after 5 gruelling days of competition. Wow, do we look forward to the 2009 season!!

Could we just say that the team are keen to compete in the **PRODUCTION WORLD RALLY CHAMPIONSHIP**, and are trying to put together a sponsorship & support package to enable them do this. If you are interested in joining us in this, or in giving us some advice or ideas on HOW to do this, please contact either Bev or Nigel at Randall & Associates Ltd.

To read more on Sara & Richard, please visit www.richardmason.co.nz



REBRANDING COMPLETE

Now the main signage is finished, all the firms cars are signwritten, new business cards issued, the process of company rebranding is well on the way to completion. No one can miss us now and although the signs may be different, the same service and expertise is there for all our clients. You are always very welcome to call in and see us sometime to have a chat & a coffee.

New Website Online.
Visit us at www.randall.co.nz

Check out our Blog Pages on www.randall.co.nz/blog

Mechanical Engineering vs. Civil Engineering

Q: What's the difference between mechanical engineers and civil engineers?

A: Mechanical Engineers build weapons, Civil engineers build targets.



Q: How can you tell an extroverted engineer?

A: When he talks to you, he looks at your shoes instead of his own.

NEW SERVICE AVAILABLE

Randall's have installed a large scale printer, capable of printing A2 & A1 size formats, both B&W and full colour. We feel that this may be of use to some of our customers for the upsizing of plans, drawings etc. We've even had a group of Massey Students print out their poster assignments on it!

If you have things you wish upsizing, we can take your .PDF or .DWG format files and do it for you. Contact Marion (marion@randall.co.nz) in our Palmerston North office for prices or further information.

MEET MICHAEL

(from his blog page on the Randall website)

The following is an article I wrote for an IPENZ website. I thought it might be a great way to start my blogging career, and will let you learn a bit about me and my company.....

Randall and Associates, a mechanical engineering consultancy, employed me after I had completed a BE(Hons) in Mechatronics from Massey University. In the final months of my degree I was job searching and it wasn't a matter of finding a job, but choosing the one I liked the sound of the most. With Randall and Associates specialising in the heavy vehicle industry and earth moving machinery, I was drawn to this type of consultancy.

When I began, I joined a team designing a fatigue towbar tester. This projects purpose was to mechanically test towbar designs (simulate the life of towbar in hours not years) before they were mass produced. Signal processing, linear displacement, force measurement, hydraulic monitoring and controlling as well as data acquisition and processing were all involved throughout design, manufacture and support for this project.

Other projects include heavy vehicle chassis design, towing connections, truck and trailer bodies, excavator, roller, bulldozer, grader roll over protection structures, cab risers, falling object protection, operator protection, and body protection for the use of general contractors and for the use forestry applications. Theses projects require design by 2D and 3D modelling, finite element analysis and hand calculations. The forwarding of information to clients requires manufacturing drawings to current and relevant standards.

Working for a consultancy allows me to utilise the knowledge obtained at university and the knowledge I am forever learning in the workplace, combined with the latest software packages and the knowledge of my colleagues to provide my clients with the best solution to their engineering problem.

Working in a consultancy allows diversity throughout my career. With Randall and Associates having fewer than 10 employees we have become adaptable to clients needs. This allows us to become multi skilled in our industry and with customers coming up with more and more challenging circumstances, the expectation for designs to meet their needs grows. The variety of tasks enables me to be forever learning, this is shown by the commitment of the management at Randall and Associates by sending myself and other staff on career furthering block courses to stay one step ahead of the opposition.

When Randall and Associates is approached to solve an engineering problem and I become involved in the solution, a degree of satisfaction and accomplishment is achieved when the project is completed. Direct contact with the clients throughout the projects allows no miscommunication and my job becomes more than just engineering but project and time management. For all this my job never becomes stagnant and the rewards for constant customer approval and satisfaction keep the job enjoyable.



"Clothes are the lowest priority for an engineer, assuming the basic thresholds for temperature and decency have been satisfied. If no appendages are freezing or sticking together, and if no genitalia or mammary glands are swinging around in plain view, then the objective of clothing has been met. Anything else is a waste."

Check out more on our Blog Pages at www.randall.co.nz/blog

Being helpless and having information are incompatible

HAVE YOU CONSIDERED?

Here at Randall & Associates Ltd, we have some pretty good ideas (even if we say so ourselves). We understand that the economy is starting to feel a tad sick, and that those businesses who are able to adapt are the ones that are going to survive.



Well, we've got a cunning plan—actually, we've got a damn good plan! How about those of you out there involved in manufacturing give us a call. We'll come out and look at what you are doing, do some analysis & investigation, and see if we can't help you make a few tweaks here & there to prune a few costs down.

Maybe you don't need things to be made out of the more costly materials? Maybe a smaller bolt size, or even less bolts are actually required. We can do a few calculations and let you know.

Imagine being able to save even a few \$\$ on each item you produce—when you're talking big numbers, well, you're talking BIG numbers. A no brainer really.

Did you know that we can optimise layouts for profiling, we have the technology! Just imagine the cost savings to you if everything is neatly laid out to ensure the least possible amount of wastage.

Come on, be one of those business to thrive in the current financial environment. We can help you (and in turn you'll be helping us)



Q: When does a person decide to become an engineer?

A: When he realises he doesn't have the charisma to be an undertaker.

Engineering Rules

1. Any circuit design must contain at least one part which is obsolete, two parts which are unobtainable and three parts which are still under development.
2. Nothing ever gets built on schedule or within budget.
3. A failure will not appear till a unit has passed final inspection.
4. If you can't fix it -- document it.
5. The primary function of the design engineer is to make things difficult for the fabricator and impossible for the serviceman.



MANAWATU
BUSINESS AWARDS

Randalls were proud to have been selected as a finalist in the 2008 awards in the Generating category. Following nomination, the company underwent scrutiny by a selection panel and upon gaining finalist status, were subject to a film crew filming the company's operations. We didn't win this year, but watch this space...



You Might be an Engineer If...

- ... the only jokes you receive are through e-mail.
- ... you can't write unless the paper has both horizontal and vertical lines.
- ... all your sentences begin with "what if."
- ... at Christmas, it goes without saying that you'll be the one to find the burnt-out bulb in the string.
- ... Dilbert is your hero.
- ... everyone else on the Alaskan cruise is on deck peering at the scenery and you are still on a personal tour of the engine room.
- ... in college, you thought "Spring Break" was a metal fatigue failure.
- ... people groan at the party when you pick out the music.
- ... the blinking 12:00 on someone's VCR draws you like a tractor beam to fix it.
- ... you are always late to meetings.
- ... you are at an air show and know how fast the skydivers are falling.
- ... you are convinced you can build a phazer from your garage door opener and your camera's flash attachment.
- .. you ever forgot to get a haircut... for 6 months.

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