

PATIENCE & NICHOLSON (NZ) LTD

DRILL PRESS

OCTOBER 2011

NEW LASER MARKING

A significant investment in laser markers means you won't have to strain your eyes so hard to identify the size and brand on the shank of our cutting tools in the future. Traditional stamp marking can be quite difficult to read, especially on bright/silver finish drills which are the most popular in New Zealand and in a number of our other markets around the world. Many of you have commented on this over the years and you can be sure that we were listening. It took a while to find the right solution but we have done just that and hope you will be pleased with the new making which is certainly much clearer and easier for you to read.

Evacut is the only brand of jobber drills Made in NZ and we will be processing more than one million drill bits through these machines every month.



A NOTE FROM SALES

We are almost halfway through the Rugby World Cup and what a great experience so far. The enthusiasm and support shown around the country for all teams has been amazing, it has certainly exceeded expectations and combined with the Warriors amazing results, what a great period for sport and New Zealand to showcase itself.

In the lead up to Christmas we have released a number of new products including the P&N 5 piece burr set which compliment the range of single pack burrs released recently, which have proved very popular. We have also extended the Evacut range of router bits with a 6 piece set and your local representative will be visiting shortly with a sample for you to look at.

We have also extended our Dorcy range of lighting products to include ideal camping, hunting, gift, workshop and industrial products - This new range has received very good feedback, great pricing, great packaging and offers something different. Just as an aside, I hope you have ordered your Dorcy Glowsticks for the lead into Christmas/ New Years - we have very limited stocks left.

All the best for the next few months, enjoy the sport and here's hoping we can repeat 1987 with the Rugby World Cup.

Greg Stevens
NZ Sales Manager

EVACUT ROUTER BIT SET



6 Piece 1/4" Shank Set includes:

1 x 6.3mm straight, 1 x 9.6mm straight, 1 x 12.7mm straight, 1 x 9.5mm roundover, 1 x 4.0mm roman ogee and 1 x 12.7mm core box router bits



- Machine Bodied
- Precision sharpened
- Anti-stick coating
- Durable plastic case



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FREE FAX 0800 708 677

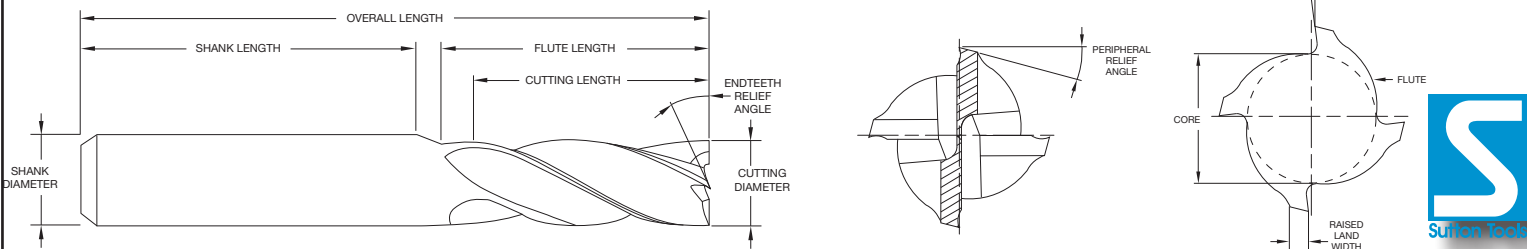
www.pandn.co.nz



IS IT STILL A SLOT DRILL?

This has been causing a bit of confusion lately as we have changed the name from Slot drill to the more accurate description of Two Flute Endmill.

Why? Well, Slotdrill is the traditional name of a two flute endmill with a centre cutting design which made them suitable for plunge cutting straight down into your work piece. Nowadays cutting tool manufacturers are using new tool designs that mean both slotdrills and endmills are centre cutting and can be used to plunge cut. The main difference is that the more open two flute endmill allows for faster chip clearance and therefore faster feed rates than a four flute cutter, however the four flute endmill will generally provide a smoother surface finish. Check out the wide range of Sutton endmills and the Expert Tool Selector system at www.sutton.com.au



STAFF PROFILE - CUSTOMER SERVICES - NICOLE MORLEY



Nicole Morley has worked at Patience and Nicholson for the past two and a half years. Starting in the warehouse with setting up and operating of the large product storage carousel, and then moving to her current position in customer services.

From an early age, Nicole was always interested in tools, spending hours in her father's garage where she practised with the old school hand tools and moved on to lathes and band saws. She studied metalwork and woodwork in college as well as the normal subjects, and slowly over the years has built up a stock of more tools than most guys.

She is a keen DIYer and has renovated two houses. Nicole has previously worked for Mitre 10 and learnt all aspects from inwards goods through to sales, merchandising and then assistant manager. Nicole has also have been in the engraving business using laser and rotary engravers and desktop publishing. Her two children (Madison and Taylor) keep her busy when she's not at work and she also makes quilts in the limited amount of spare time that she has.

Dont forget to visit our website at www.pandn.co.nz for the latest information on our comprehensive product range

KINCROME PRESSURE SPRAYERS



Spring has started, gardens are starting to buzz with activity as sales in the segment take off. How are you taking advantage of this? Do you have farming or rural customers, commercial or customers that service commercial operations with grounds that need to be maintained. Do they include vineyards, commercial growers or people who own lifestyle blocks to humble backyard gardens? The market for gardening products is far wider than you may think and chances are they are your customers but go elsewhere to get these products. Kincrome have released a great new range of pressure sprayers as part of Kincrome Agricultural Range and although perhaps not your usual business could represent an opportunity to get more of a share of your existing customers spend and even bring potential new customers to your business.

There are four new sprayers available including a 2, 5 and 8 litre Bottle Sprayer and the professional 15 litre Back Pack Sprayer for heavy duty use, all with great features such as a 12 month warranty and solvent resistant VITON® rubber seals which also makes them ideal for automotive applications such as cleaning vehicles and trucks as well.

If you want to look at trying something new to grow sales contact your Patience & Nicholson rep for more information or visit our website www.pandn.co.nz.

Pressure Sprayers - 2 litre (Part No. KK16012), 5 litre (Part No. KK16013), 8 litre (Part No. KK16014), Backpack Sprayer - 15 litre (Part No. KK16015),
Also Available: 12v Spot Sprayer - 37 Litre (Part No. KK16000), 12v Broadcast & Spot Sprayer - 60 Litre (Part No. KK16001), 12v Broadcast & Spot Sprayer - 98 Litre (Part No. KK16002)



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