

PATIENCE & NICHOLSON (NZ) LTD

DRILL PRESS

DECEMBER 2011

CHRISTMAS TRADING HOURS

Please note that we close at 4pm on Friday the 23rd December 2011. Final courier deliveries will be picked up from our distribution centre at 4pm. We are open for standard business hours (8am - 5pm) during the Christmas period, except all public/statutory holidays.

EVACUT LOOKING SHARP

Patience & Nicholson NZ Ltd are dedicated to the continual improvement of all aspects of our business and products. Packaging and presentation is an important part of this and as such, you may have noticed that our Evacut twist/jobber drills are looking "even sharper" after a packaging update.

Evacut is the market leading brand in NZ but we don't take this for granted, that is why we have given our whole range of twist/jobber drills a vibrant new look. We wanted to improve the presentation of the product at point of sale and make it more appealing and easier for your customers to select the trade quality cutting tools that they are use too from Evacut. In 2012 the packaging upgrade will be rolled out across all of our prepacked drills. Cobalt drills, Long Series drills, Masonry drills, Spadebits and Panel drills will all have a fresh cohesive look that better links the brand and makes your cutting tools look great in-store.

NEW LOOK PACK



EVACUT PRO-FRAME HACKSAW

The popular Evacut Pro-frame Hacksaw and Hacksaw Blades have been a New Zealand trade stable for many years. This quality Pro-frame Hacksaw now has an upgraded new design label, so it looks modern in your stores and on your shelves.

The Pro-frame features a two handed grip for precise cutting. It has a versatile 3-way blade setting and a convenient blade storage facility. For good cutting, correctly tension the blade by turning the wing nut to take up the slack, then apply three full turns. Fit the blade with the teeth pointing away from the handle. Cut on a flat surface with as many teeth in contact as possible.

NEW LOOK PACK



FREE PHONE 0800 553 236

FREE FAX 0800 708 677

www.pandn.co.nz



2011 STAFF REVIEW - LONG SERVICE

An average length of service of more than 10 years across 125 NZ employees is something that we are very proud of, the wealth of retained knowledge and the passion for success is very important to P&N. This year we have celebrated some significant long service milestones in manufacturing with Brian McCallum, Richard Jensen, Don Davies and Keiran Scoon celebrating 10 years, Hayden Smith, Richard Breitmeyer 15 years and Johnathon Cochrane and Robyn Gilam reaching 20 years.

Hayden and Brian also completed a level three certification in First Line Management so just because they've been here a while doesn't mean they're not improving their skills. The pictures below show Roy Tikao from Leadership Development New Zealand presenting their certificates. Roy commented that both of our guys were outstanding students and great contributors to the class so well done. Also pictured is Ray Petrie measuring a large taper shank drill off the O60 plus machine.

Unfortunately another long term employee has been forced into early retirement by serious health issues. John Goulding has been around the hardware and industrial supplies market for many years including time at Kidd Garrett, running his own Hammer Hardware store and working at Scott Young & Masters until P&N brought them in 2000. John's tremendous product knowledge has been of great help to us and to many of his loyal customers over the years. John has quite a battle on his hands at the moment but he's a positive guy by nature and I know he is touched by the support he received from many of you who have been in contact. We all wish him and his family good luck for the future.



Don't forget to visit our website at www.pandn.co.nz for the latest information on our comprehensive product range

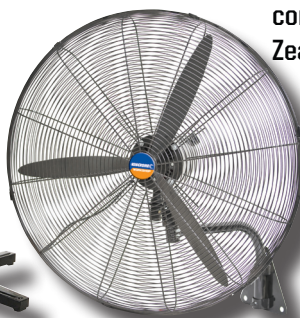
KINCROME FANS

A must have product in your stores over summer as the weather gets hotter the Kincrome range of Industrial Fans are top quality and built to stand up to constant use in the tough workshop environment.



Pedestal
Item No: KK13006

Powered by a powerful 250watt motor the 3 large 750mm blades deliver a high airflow and have 3 different speed adjustments and an oscillating function to allow them to cool a wide area. They are available in a pedestal or wall mounted option and comply with New Zealand standards.



Wall Mounted
Item No: KK13007



NOTE FROM SALES

We are now close to the end of another year and 2011 has certainly had its highs and lows, From the devastating Christchurch earthquake which had a massive impact on those not only from the Canterbury region but right across New Zealand, to the euphoria of finally winning the Rugby World Cup and more recently the general elections, It has been an interesting year.

In my travels recently with the Sales Team a number of you have commented in the positive, with regards to what the next few months hold and lets hope that is the case.

On a personal note, I would like thank you all for your ongoing support of our company and wish you, your family, and your staff a happy and safe Christmas break.

I look forward to seeing you all in 2012 and celebrating 50 years of manufacturing cutting tools in New Zealand, something we are extremely proud of and which could not be done, without your support and commitment to us.

Greg Stevens
NZ Sales Manager

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