

# Thank You

To our customers for your ongoing support. In turn, we trust that we've assisted you in your endeavours and successes by promptly supplying sound advice and a first class product to your specifications.

In return for your valuable loyalty, we hope that you've found something of interest in our new-look newsletter, a quarterly publication intended to keep you informed of the latest products in our broad range, through application articles and other topics.

Please contact us if you're not already included in our newsletter mailing list and keep an eye out for the next edition in March 2003.

We can only be as successful as we allow each other to be. So let's hope that we can all help each other even more next year.

All of us at Nichol Industries extend to you best wishes for the festive season and may 2003 bring you all that you wish. **NI**

# Merry CHRISTMAS



## Telesis Pinstamping Equipment Update - Dec 2002

**TELESIS**  
Industrial Identification/Traceability Systems

**BenchMark<sup>®</sup> 320**  
BENCH TOP MARKING SYSTEM

**Self-contained,  
Fully Programmable  
Permanent Marking System**



- High quality, permanent marking on a wide range of materials — from soft plastics to hard metals up to Rc60
- Marks up to 5 characters per second
- Fully programmable - character sizes, font styles and character string are changed through simple keyboard input
- Compact, convenient controller with rubber keyboard and 4-line LCD display — no PC required
- Unique extendable marking arm allows clear access for loading and unloading of parts
- Electromechanical marking pin eliminates the need for air supply
- Large 100 x 150mm (4" x 6") marking window
- Automatically generates serial numbers, as well as date, time and shift codes



**TeleScribe<sup>®</sup>**  
SC3500

**SC3500/420  
MARKING SYSTEM**

**Virtually Silent, Permanent, Programmable Marking System  
Inscribes High Quality, Continuous Line Characters**

- Maximum noise level approximately 72 dbA
- Durable, heavy duty marking head provides large 100 x 150mm (4" x 6") marking window
- Well suited for both automated on-line, and stand-alone bench top applications
- Compact, convenient controller with rubber keyboard and 4-line LCD display — no PC required
- Automatically generates serial numbers, date, time and shift codes
- Easily interfaced to PLCs (programmable logic controllers) and host computers



# Creating Images

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**Wearing your heart  
on your lapel**

Bali remembrance

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## The Quarterly Newsletter Towards Developing a Professional Image

**NICHOL Industries** is an Australian family-owned business established in 1958. Over the years we have built a strong reputation for reliability, to the extent that most of our new business comes from referrals. As most of our products are custom made we dedicate ourselves to working closely with our customers to ensure the product we provide is exactly what our customers require. We take care with each job to make sure every detail perfectly suits its intended use.

### OUR PRODUCTS

#### BADGES

For a badge to be effective for you it must be made right. At **NICHOL** High Quality Badges, Lapel Pins, Keyrings and Medallions are specifically made to each customer's requirements. Ideal for promoting your business, organisation or association.

#### ENGRAVING

Precisely made steel type and rollmarking dies are essential for efficient date or batch coding. **NICHOL** works closely with you to ensure your stamps are made to suit your product materials and specifications. We also provide stamps with the longest possible life.

#### MARKING MACHINES

Traceability and Identification can waste valuable labour time where the wrong equipment is used. **NICHOL** has a range of both computer controlled and manual marking systems to provide you with traceability and identification solutions to your needs.

#### INKS

To complement our range of marking machines we also manufacture ink suitable for most machines and materials. Our chemists can also develop ink to your specific requirements.

#### INTERNATIONAL QUALITY SYSTEM

When working with **NICHOL** Industries you can be confident that your product will be made to exacting specifications under Quality Standard ISO9001. This quality system also includes our design process.

#### YOU'RE IN GOOD COMPANY

Many of Australia's major companies rely on **NICHOL**. Our customers include: Department of Defence, Holden, Ford, and Australia Post.

For products that are made to your requirements by a long established and reliable Australian family owned business, call **NICHOL** on 1 800 778 808.

# Wearing your heart on your lapel



**W**hen a country is devastated by an assault on its people, there are those who want to help, especially in Australia.



(Actual size 25 x 19mm)

### Bali victims' remembrance badge

Bob Falconer, club sergeant of North Camberwell Rotary, recently came up with the idea of striking a badge in honour of the Bali victims as well as providing a national badge for all of us to wear, especially those who wish to convey our 'proud to be Australian' feelings to all we meet.

Falconer made contact with three badge makers and Nichol Industries was once again first to respond, instantly coming up with a model and a price that left them little margin in the job, as part of 'doing their bit' for the community.

He has also spoken to David Mann, promotions and marketing manager for Melbourne radio station 3AW, who is a member of the Australia Day Council. David is taking the new lapel badge concept forward with a view to seeking its adoption by the council as a visible symbol of national pride and unity.

Falconer sees the Australian Red Cross as being sole beneficiary from the collections of sales of the new lapel badge, providing a commodity that could be exchanged as a token of remembrance for somewhere between three to five dollars - the final price of which is still to be set in stone.

Symbolically, a broad spectrum of Americans to this day proudly wear their Stars and

Stripes badges, following their traumatic experience of September 11.

Wattle was previously used as a symbol of remembrance when former Governor General Sir William Dean, at the memorial service, dropped sprigs of it into the gorge where a number of Australians were swept to their deaths in a Swiss ravine.

"It seems that the Australian people have rediscovered their floral emblem as a result of the Bali tragedy and have decided to adopt it. We believe that combining the two symbols of our national floral emblem with our own flag will be a winner for the Red Cross and those who they serve, if they choose to run with it," concluded Falconer, ex WA Commissioner of Police, and ex Victorian Deputy Commissioner.

With Nichol Industries having struck the first order of 2000 badges, knowing the Australian spirit of helping others in need, it may be just a matter of time before their quick response to an order enquiry turns one man's idea into an Australian icon.

Next January 26, look out for our wattle and our flag. **NI**



## PINSTAMPING

# Roll out the barrel

**W**ith the key to quicker service being effective identification of parts, Gainsborough Hardware Industries of Blackburn, Victoria, was quick to choose Nichol to advise the best marking solution.

Gainsborough's locksmithing department has been providing a quick-turn-around, special-keying service to the building industry for the past 10 years to complement its wide range of domestic and commercial builders hardware.

Project engineer, Allan Wilton, explained that Gainsborough bought a Telesis 3100 pinstamp marker from Nichol Industries for marking external identification numbers up to five-digits long onto brass door-lock barrels. This allows locksmiths to contact Gainsborough and quote a reference number when rekeying, to enable appropriate information regarding code and other lock data to be supplied.

Having assessed several suppliers and

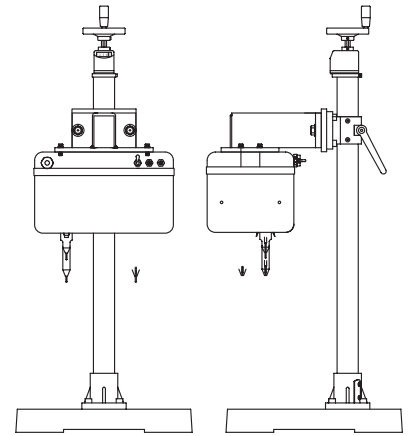
products, the final decision was narrowed down to two.

"Apart from the fact that their proposal seemed better overall, we also elected Nichol because their response time and personal service was so much quicker," said Wilton, whose responsibility was to evaluate machines on offer, then develop, purchase and set up the complete process.

Wilton also reported that the Telesis machine was much quieter than the other semi-finalist which alone created 75dbA noise when not even stamping. Having been



in use now for over nine months, the Telesis pinstamp marker has proven its claimed reliability and user-friendliness. The Telesis machine offers a high degree of flexibility and is controlled by



an integral, dedicated, industrial PC that stamps keyed-in, alpha-numeric characters into a print area of 50mm x 150mm. This allows letters of various sizes to be pinstamped into the stamping window, from one line of 50mm-high letters to several lines of letters of smaller size.

The generous-sized window also allows smaller multiple parts to be stamped in the one gripping operation, thereby saving valuable processing time. **NI**



## AUTOMATOR

# Window of time

**B**atch traceability can be executed simply by stamping the date of manufacture on a product and that's exactly what Lockwood Security Products of Sherwood, Brisbane, does in line with its quality management.

The particular product that needed batching was Lockwood's window chain winders, or to be technically-correct, casement window operators, which can be commonly found in recently-built homes and offices. The actual date that is stamped on the back plate is not in view when the chain winder is fixed to the window frame.

Previously, adhesive plastic labels were used but on the new line, the stamping process has





## ROLL-MARKING

# Make those numbers roll

Detail of the rollmarked RYCO fitting

The number of different types of hose-ends and fittings that are used in the fluid power industry is mind-boggling. While many 'look the same', the differences between pressure ratings, thread type, sealing method and fluid compatibility are just some of the criteria that need to be considered when choosing the correct new or replacement connector.

RYCO Hydraulics, Australia's largest manufacturer of hydraulic hose couplings and adaptors, has always set the industry standard for branding and tracking of their product for easy identification by customers and quality assurance.

So when RYCO was seeking an alternative to the established impact foot-press stamping method, they didn't hesitate to contact Nichol Industries for a better alternative. RYCO Hydraulics maintains an extensive research and development operation at their Footscray, Victoria, factory and had investigated a number of options for a new system before approaching Nichol Industries.

After 33 years of RYCO employment, Quality Engineer Ernie Byrnes under-

stands the need for appropriate identification of such a diverse product range, and wasn't prepared to risk an important project to just anyone, so he contacted Nichol.

Nichol Industries quickly offered a roll-marking system to best suit RYCO's need. It was the simplest option and



has proven to be highly reliable.

In today's quality-conscious world, RYCO's invaluable identification system takes traceability and customer assurance to new levels. The name 'RYCO', the unique RYCO part number, a 3-digit date code, and 'AUSTRALIA' are rolled onto the faces of all RYCO fittings made from hexagon bar, prior to the bar being machined. For parts made from round bar, up to three lines of data are rolled onto the part during machining. For hose coupling ferrules, additional information matching ferrule to the specific type of RYCO hose is also included.



Each rollmarker consists of a disc with raised, reversed letters on the outer rim and is specially manufactured on an EDM (electrical discharge machine) at Nichol's Melbourne premises. To date around 200 rollmarkers have been supplied.

Rollmarkers are contained in a dedicated housing, are physically changed to suit the appropriate part and the whole process is much quieter than the previous stamping method.

"Quality, rapid attention to our requests and the ability to always come up with a better solution to our stamping requirements is why we deal with Nichol," concluded Byrnes. **NI**

proven to be far more satisfactory. The manufacturing speed of one winder every 15 seconds is easily supported by the new Nichol Automator equipment.

Nichol Industries designed and assembled the complete stamping station that includes component acceptor, auto-operation that is triggered when the plate is inserted and effective guarding for operator safety.

Brian Eyley, one of Lockwood's manufacturing engineers, didn't hesitate in ordering two Automator MB21 impact stamping machines, partly because of the 20 years of trouble-free service that similar Automator machines had given, as part of another production line at Lockwood.



Date-stamped backplate

The new Automators were supplied by Nichol Industries through its Queensland stamping machinery distributor, Independent Diversified Products – a supplier of automation production equipment.

IDP's manager, Sean Hart, was quick to attend to Lockwood's enquiry as the company was already one of IDP's automation customers. **NI**

