

Merry CHRISTMAS

NICHOL INDUSTRIES

will be closed for business over the Christmas holiday break from December 23 to January 12.

It's time once again to take this opportunity in thanking you, our valued customers, for your ongoing support throughout the past year.

In line with our goal of maintaining a comprehensive range of marking products and badge-making services, it has especially been a year of opportunity with more focus being placed on the

latest in laser marking technology. Following our product-assessment trip to the USA, laser marking has taken an even greater foothold in Australia's manufacturing industries, although our conventional stamping systems still maintain their popularity.

Our new-look newsletter has returned favourable response and we look for-

ward next year to including even more customer articles of interest, which often open doors of opportunity to your business operations.

We extend to you our best wishes for the festive season and trust that your endeavours for 2004 are successfully achieved. **NI**

*As reindeer say before they tell you jokes
These jokes will sleigh you!*

'Father Christmas has two reindeer. He calls one Edward and the other one Edward! I bet you can't tell me why he does that!'

'Oh, yes I can,' the elf said.
'Because two 'Eds are better than one, of course!'

How does Rudolph know when Christmas is coming?
He looks at his calen-'deer'!

What do you give a reindeer with an upset tummy?
'Elk'-a-seltzer!

What does Father Christmas call that reindeer with no eyes?
No-eyed-deer!

What does Father Christmas call that three-legged reindeer?
Eileen.

What does Father Christmas call the reindeer with only one eye that's got no legs?
Still no-eye-deer.

Why does Scrooge love all of the reindeer?
Because every buck is dear to him!

Why don't Prancer and Dancer and the other reindeer overtake Rudolph?
Because they don't believe in passing the buck!



And finally, a Christmas thought:

STRESSED *is just* **DESSERTS** *spelled backward.*



Creating Images

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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 1800 778 808.

Two new Telesis pinstampers



Nichol's range of multiple-pin marking systems has been expanded to include two new models - a spray-proof unit rated to IP55, and a hand-held model. Capable of marking alpha-numeric characters, logos or 2-D code, each model uses the compact 420 controller with 4-line LCD display and features a rubber keyboard which eliminates the need for a PC. If required, however, either model can be easily interfaced to a PLC or host computer.

Getting wet and dirty

The Telesis TMM4250 with its IP55 rating is ideally suited to being mounted in a machining environment such as inside the cabinet of a CNC lathe or machining centre. It can reduce



valuable assembly line space when internally positioned and can actually mark a machined component before it leaves the machine tool. This feature can further reduce the chance of incorrect part identification and speed up process time by multi-tasking, while it also has the ability to automatically generate serial numbers, date, time and shift codes.

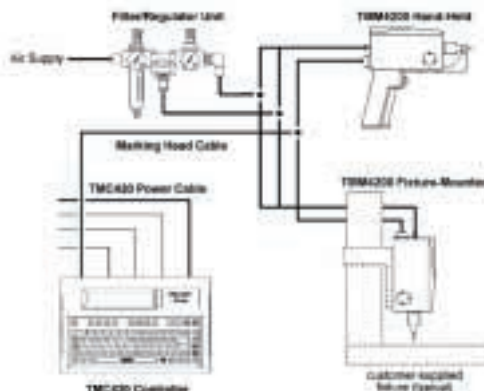
Designed with detachable electronics cable for improved serviceability, the rugged rack-and-pinion X-Y marking platform of the 4250 can mark up to eight characters per second to a depth of up to 0.25mm in mild steel.

Why move the mountain?

Telesis' new TMM4200 hand-held model is the practical answer to the stamping of large or otherwise difficult-to-access components by allowing an operator to simply position the handpiece on the workpiece, then squeeze the trigger.

The lightweight, ergonomically-designed handpiece, weighing in at just two kilograms, can mark up to eight 3mm-high characters per second in its generous 50mm x 13mm window with its two or four-pin head.

A simple shutter plate protects the head from solid and liquid contaminants and the 4200's flexibility is further enhanced by its ability to be supplied without a handle, for fixed marking applications. **NI**



Dignifying the human being



If you're fortunate enough to be watching Australia annihilate India in the Third Test at the MCG on Boxing Day, spare a thought for the unsung hero sitting patiently in the ambulance, ready to administer first aid to the recipient of a fast ball and if necessary, whisk him to a nearby hospital.

"With our 26 strategically-located vehicles across the state, we're a private ambulance service and we transport non-emergency patients to and from hospital and between clinics, plus we also move patients on behalf of hospitals for the Metropolitan Ambulance Service and the Rural Ambulance Service Victoria," explained John Brown, general manager of Medical Transport Services Australia Pty Ltd.

"Besides that, we provide drivers for the state-wide Neo-natal Transport Emergency Service as well as the ambulance officer for their convalescing ambulance," he added.

MTS also provides stand-by ambulances at public functions such as fun runs, triathlons and MCG football matches. And if you have an occasional punt, you'll also see one of their vehicles following the mighty steeds at the Melbourne Cup and other horse-racing events.

No newcomer to the industry, MTS recently celebrated 10 years of dedicated service, successfully headed by Brown who, with his 10-years paramedic experience, was also assistant superintendent of the



Metropolitan Ambulance Service for a number of years.

Being suitably fitted-out with the latest in emergency and first-aid equipment, as well as lights and sirens, each MTS ambulance is classified as an emergency vehicle. Accordingly, not just anyone can get behind the wheel, with each driver having been rigorously trained in emergency driving skills by the Ambulance Training Centre of Victoria.

All 26 vehicles are Volkswagen Transporters with one having the ability to accept a wheelchair by way of its power-assisted side-lifter, that can handle 375 kilograms. Another of their fleet, the only one of its type in Australia, is a specially-designed vehicle that can accommodate extra-



Above: a token of our gratitude for their tireless service

large people up to 275 kilograms in weight. Interestingly, the annual growth-rate of the aging population who require ambulance service in Australia, is around 11 per cent.

As a tribute to its highly-trained ambulance officers, MTS recently commissioned Nichol Industries to manufacture service medallions in silver and gold to respectively signify 10 and 15 years of loyal service.

The attractive disk medallion that bears the MTS logo, a Latin Cross, is set into a small plaque and is in the form of a trophy-style medallion - to sit proudly on a recipient's mantelpiece or other place of honour.

"Nichol Industries stood out among the other manufacturers that we approached. Our quality manager, Anthony Brown, collected names from the internet and made contact with several potential suppliers, but what Nichol was prepared to do for us, both in quality and time, made them stand out among the rest. And although cost was not a major criterion to us, their price was most attractive and has provided our dedicated staff with a token of our gratitude for their tireless service," he concluded. **NI**

“E” for Excellence – Telesis honoured

Telesis Technologies were recently awarded their third “E” Award for Excellence in Global Export of Ohio (USA) Manufactured Products.

This annual program recognises companies of all sizes that have demonstrated outstanding performance in exporting as a vital component of the state’s economy. Telesis was one of 28 companies honored, with each receiving a cut glass globe trophy and



Export Award Flag. Telesis also received a Special Commendation from the Ohio House of Representatives. The commendation states:

“This prestigious honor is, indeed, a fitting tribute to Telesis Technologies, Inc., for its employees have consistently demonstrated professionalism and expertise, as well

as a commitment to maintaining the highest industry standards. Due to the exceptional effort and initiative displayed by the business, it has achieved a tremendous record of service, and we applaud this noteworthy enterprise on its accomplishment.”

The “E” award is given every three years. Telesis also won it in 1995 and 1999, further demonstrating their industry leadership and continued strong growth in the world marketplace. **NI**

Permanent marking of assembly-line parts



Today’s motor vehicle builders depend heavily on their valued component manufacturers and suppliers to get the right gear to them on time - every time. From grille badge through to stop-light lens, automotive components include gearshifts, wheels, windscreen washer nozzles, door handles, window winders, cables and knobs, hood latches, shock absorbers and linkages – the list goes on.

Parts identification plays a major role in such manufacturing businesses, both for internal use and, more importantly, for the correct calling up of parts at the assembly line.

Nichol Industries has, over the years, commonly supplied pin-stampers to mark many of these components, primarily as they are ideal for creating a part number that is effective and permanent for this type of work, and often ruling out other marking methods.

Pinstamping leaves a permanent mark by physically indenting the component to form the characters of the part number and is there for life - unlike many ink-jetting and etching processes. Laser marking, which is equally as good, is often ruled out because of its price, although Nichol is receiving an increasing number of enquiries for this modern marking technology, having recently expanded its range with the new Eclipse and Zenith models from Telesis. But there are many more applications for pinstamping than



the automotive industry, with manufacturers of hydraulic and pneumatic fittings, powered garden equipment, tools, white-goods, and the electronics industry all having a requirement for identification of assembly parts and spares.

All up, considering volume, quantity and the cleanliness of the surface to be marked, pinstamping is often more suited to these applications. A partial film of cutting oil or coolant on a finish-machined part will not effectively provide an appropriate base to accept inks which would otherwise necessitate the inclusion of a washing and drying station, plus the associated robotics.

Nichol’s recommendations for their Telesis TMP1700 pinstampers has seen many manufacturers include these marking machines within their manufacturing assemble lines. Capable of alpha-numeric characters, 2-D code and graphic logos, they are extremely flexible and can multi-task which, depending on the requirement, can conduct the work of two or more systems, thereby freeing up more valuable space on assembly lines.

And being processor controlled, the required marking details are easily changed by a few strokes of the keyboard.

In line with today’s reportability requirements, a simple inclusion of batch or production-run numbers can satisfy quality management procedures.

The Telesis TMP1700 has received accolades for its extremely high reliability – taking many headaches away from production management. **NI**

