

From the CEO's Desk

In this newsletter I want to acknowledge the work the team is putting into training for WorldSkills London later this year. Both Sally and I are working towards getting everyone to London but I have to say it sure is a hard year for funding. We do need those of you who still need funding to keep trying yourselves and also to give us leads for possible sponsors where we can extract some leverage on your behalf. We are having our wins though, and we will all remain confident right to the end that we will secure the funding we need.

With the focus currently on the Rugby World Cup and the Americas Yachting Cup, it would be interesting to compare the size of these events with WorldSkills. The WorldSkills International event will have entries from over 50 countries, in forty five skill categories, with the set up costs alone being around 100 million pounds. Add to this the costs associated with the flights and accommodation etc and the 50,000 plus people per day who attend the five day event and I suspect we would give these other events a run for their money. It is hard also to see how the contribution the Tool Blacks make by attending the WorldSkills competition cannot be justified in a similar fashion to the way the support of other events is justified, especially when you consider the contribution our team members will make to the New Zealand economy over their working lives.

The rebuilding efforts in Christchurch following the Canterbury earthquakes, highlight just how important to the wider NZ economy are the skills which the Tool Blacks are developing and benchmarking at International level.

Our focus now (in addition to funding and training) is the Global Skills Challenge in July. You can be sure the Aussies will be ready for us, just as we aim to be ready for them. However, whether the outcome in Australia is good or bad this is not a reflection of how individuals will do at the International competition as there is plenty of time for both teams to improve before WorldSkills London. The Global Skills Challenge will provide a good reflection on progress at that point in time and is also very valuable "competition experience". This is why we put so much emphasis on this competition. Of course another benefit is that when the team arrives in London they already have developed some friendships with the Australians and the other teams who come to the Global Skills Challenge which will make WorldSkills London just that bit less daunting.

So, team, stay focussed and I will see you all in Australia.

Best Regards



Peter Spencer



Countdown to London

February—October
Individual Training

4-9 July
Global Skills Challenge—
Australia

27 September—Technical
Delegate and Deputy Chief
Judges Depart ex Auckland

28 September—
Experts depart—ex Auckland

30 September—
Competitors Team Leaders
and Official Delegate de-
part—ex Auckland

4 October 6pm—Opening
Ceremony

5—8 October
Competition

9 October 6pm—
Closing Ceremony

10 October—
Team Departs



Employers of Curtis Hartley Automotive Technology Competitor

Archibald Northland Limited t/a Archibald Motors (AM) has grown out of Brian and Rosemary Archibald's love and belief in the Far North. They seek to improve the lives of all in the Far North by providing reliable, consistent and honest service.

Events in the establishment of Archibald Motors

- **1988** Brian made redundant from Mangonui County Council
- **1989** Brian & Rosemary bought partnership in Bill's Yamaha.
- **1990** Bill's Yamaha approached by Mitsubishi NZ to be sub-dealers in a larger main street premises. In the previous year 3 new and 12 used vehicles were sold from the dealership. There were 2 technicians in workshop. The business did not run at a profit.
- **1992** Brian and Rosemary buy partners out & get working capital by mortgaging home.
- **1993** Friend as "angel investor" meant used stock could be bought. The volume of sales took off with Brian's unique and exceptional relationship marketing and selling skills. Sales flourished as Archibald's provided for those Far Northerners who were often overlooked by traditional vehicle and finance sources. The philosophy of providing the total package for vehicle services began to set the Archibald name back in the Kaitaia vernacular.
- **1994** Lobbied suppliers and became full dealers—Mitsubishi and Yamaha motorcycles.
- **1995-1998** Business operating out of Commerce St premises, with strong bias towards selling used vehicles, 8-10 technicians.
- **1996** Archibald Motors are Mitsubishi Diamond Dealers
- **1996-2006** 3 attempts by Toyota, also Mazda, to set up in opposition. All failed.
- **1997** Bike franchise changed to Honda.
- **1998** Set up second used car yard.
- **1999** Used sales volume hits all time high.
- **2004** Tall Poppy Business Awards Gold winner.
- **2007** Ezybuy used cars leave town after 2 years and Archibald's take over their premises. AM has 3 car yards in Kaitaia and a busy workshop.
- **2008 & 2009** Mitsubishi diamond dealers, regions winners; took on AA service centre franchise. 2nd and 3rd generation customers. Also took over the Whangarei franchise for Mitsubishi, employing 6 technicians
- **2010** Curtis Hartley wins WorldSkills NZ National Final and will represent NZ in London in 2011.

Archibald's continues to weather the volatile vehicle and finance markets by providing great service, reliable products, and the largest used vehicle range in Northland. The complementary strong finance arm, and service and parts, means that Archibald Motors has continued to fill the role of being "Northland's complete motoring solution." ie providing solutions to vehicle needs and customers' ability to pay.

Major Sponsors of the Automotive Technology Category:



Curtis at the 2010 National Finals

Stokes Valley

COLLISION REPAIR CENTRE

Employers of Drew Avery

Automotive Refinishing Competitor

Stokes Valley Collision Repair Centre opened in 2005 and is owned by Wakefield and Scott Ltd – Lower Hutt. They used to trade under the name Wakefield and Scott but having the two workshops both called the same caused confusion for clients – so in 2010 the Stokes Valley branch of the business was renamed.

Stokes Valley is a small community and 90% of the work the business does comes from this community. The workshop is small but runs efficiently providing an excellent standard of work. Mike Denham is the manager and has a great team of three others working with him. Stokes Valley Collision Repair Centre does both Paint and Panel work, mostly dealing with insurance claims but also a small amount of private work including work on painting motorbikes. The biggest insurance company they deal with is State Insurance, which also sponsored Drew through his apprenticeship. Other major insurance companies the firm gets work from are NZI and AMI.

Drew came to Stokes Valley Collision Repair Centre on the recommendation of the tutor at the WelTec Pre-apprenticeship course. Mike says that when Drew started he had a good base knowledge of the industry and a very good attitude, which meant he fitted into the team straight away. Being part of a small team has been advantageous for Drew as he was involved in the jobs right from the start and had to learn fast. Drew's main supervisor is Daniel Lints. And Mike says they now learn from each other as they discuss and work on the jobs.

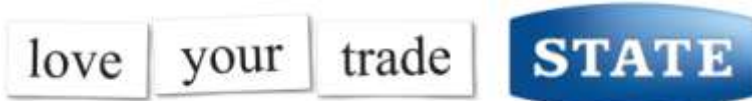
Stokes Valley Collision Repair Centre has had three apprentices since it started. The attitude of the business is to treat each apprentice as an individual and to encourage them to be as good as they can possibly be and Drew is proving that he certainly has what it takes to be the best in his trade. Being a subsidiary of a larger organisation does make it easier for Stokes Valley Collision Repair Centre to enable Drew to put the time and effort into his preparation for WorldSkills London 2011.

Stokes Valley Collision Repair Centre is a modern workshop, with all the equipment being no more than 5 years old. For them, providing the best possible service to the clients is the focus of all the work they do. Mike says, "You are only as good as your staff and the attitude they have to the work." The team they have now is a good one. They are a close-knit bunch who are committed to excellence in their work but also know how to have fun while they work.

Major Sponsors of the Automotive Refinishing Category:



Drew working on the project at the 2010 WorldSkills National Finals



RJ DON PANELBEATERS

A division of Chris Kelly Investments Ltd. Established 1960



Employers of André Prinsloo Autobody Repair Competitor

RJ Don Panelbeaters is a proudly family owned and operated business based on the North Shore. The business was started 50 years ago and over this time, RJ Don has developed into what it is today, a well respected and reliable family business, which works hard to keep its customers happy. The business is owned by Chris Kelly with Robert McCoskery as the General Manager with a team of 16 highly skilled and committed staff, including 3 current apprentices. The business includes Panelbeating, Refinishing and Towing services so it is truly the “one stop shop” for all car repairs in the North Shore.

“We are committed to exceeding our client’s expectations and making their experience as memorable, enjoyable and as stress free as possible,” says Manager Robert McCoskery.

RJ Don’s are Insurance Recommended repairers, and reasons for this include:

RJ Don’s are approved and recommended repairers by all major insurance companies

They supply a Life-time Guarantee on all work carried out by the company

They have a range of 30 courtesy cars

Free Courtesy Car or \$50 off your excess

Free No obligation Quote

Free pick-up and delivery

Highest membership level in the highly respected Collision Repair Association

24 hour towing service and storage sheds

Vehicles are reinstated to original manufacturer’s specification using the very best equipment including European and American alignment systems.

RJ Don’s has a strong team focus and staff training is a huge priority to the business. There is always a minimum of two apprentices and at the moment there are three, including André Prinsloo who is a State Insurance sponsored apprentice. André has shown just how hard work and commitment pays off when you are focused.

RJ Don’s are 100% behind André and look forward to seeing how well he does at the WorldSkills International competitions in London 2011.

Major Sponsors of the Autobody Repair Category:



The R J Don employees on a team building exercise at the top of the Sydney Harbour Bridge!

It's costing \$28,000 per category
for training and the trip to London.
We need sponsorship for all the
Categories.



A big THANK YOU
to all the
Sponsors of the
2011 Tool Blacks.

Confirmed Sponsors for 2011 Tool Blacks

Skill Category	Sponsors
Autobody Repair	CRA, MITO
Automotive Refinishing	RALI, MITO, State Insurance, Stokes Valley Collision Repair Centre, Wakefield & Scott
Automotive Technology	MITO, Northtec, Mitsubishi
Polymechanics	NZ Steel, Wintec
Sheet Metal Technologies	Competenz, NZ Steel,
Welding	Weldwell NZ
Cooking	City& Guilds, Aoraki Polytechnic
Restaurant Service	City & Guilds, NZDF
Floristry	MEET, FloraMax
Hairdressing	HITO, Pivot Point
Carpentry	ITaB
Cabinetmaking	NZ Marine Industry Training, Adhesive Technologies
Joinery	JITO, UCOL
Electrical Installations	HPM Le Grand, Ideal Electrical Suppliers, ECANZ, Cuthbert Stewart Ltd, Weidmuller
Industrial Control	ETCO, Ideal Electrical Suppliers, ECANZ, Weidmuller, Cuthbert Stewart, Ltd,
Plumbing & Heating	PGD&R ITO, Plumbing World
Bricklaying	WelTec, CF King Contracting, Austral Bricks

If you would like to become a sponsor or make a donation
towards the Tool Black's costs, please contact:

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