



HOT AIR

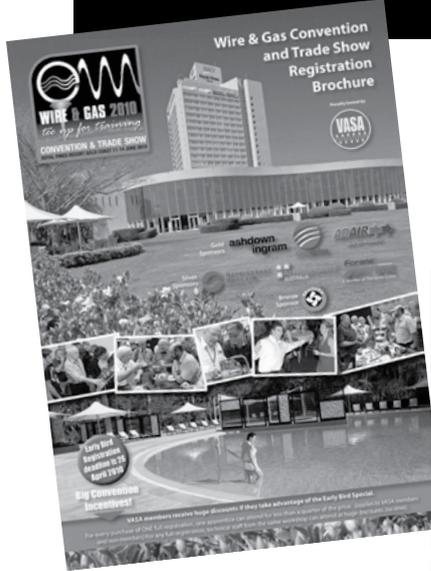
NEWSLETTER

APRIL 2010

The Automotive Air Conditioning, Electrical and Cooling Technicians of Australasia

Corporate Affairs: secretary@vasa.org.au Phone 07 5591 6274 Fax 07 5591 8172
Administration: treasurer@vasa.org.au 1 Cleg Street, ARTARMON NSW 2064

Countdown to Early Bird Rego - 26 April 2010



VASA members will save \$82.50 per registration - it's worth booking early

BY POPULAR DEMAND, GOLF IS BACK ON THE AGENDA



Drivers, putters and gift vouchers are among the great prizes to be won at the Wire & Gas tee up for training golf tournament.

All 18 holes will be sponsored by different companies, which means better prizes than ever before.

The event is a four-ball best-ball ambrose.

All you need to do is fill in the golf option (an extra \$88 only) on the registration form and you will be contacted with full details well before the event.

This official registration brochure should, by now, be on the desk of every VASA member and a few thousand other technicians besides.

But only VASA members get the huge discounts for registering for this great convention, trade show and training program.

If you have not received this brochure, or you need more, you can either pick one up through most Ashdown-Ingram, CoolDrive Distribution or Adair branches, or email info@wireandgas.com.au and one will be sent to you promptly.

There is a little confusion over the inclusions covered by the registration fee.

Please note that the registration fee for members, non-members, second and subsequent technicians from the same workshop as a registrant, and apprentices **all** include morning teas, lunches and afternoon teas

during convention hours, **plus** the official opening party, the gala dinner on Sunday night and the happy hour on Saturday.

Work out the value for yourselves

For a member outlay of \$462, a delegate receives:

- 3 x morning teas
- 2 x afternoon teas
- 3 x trade show lunches
- 1 x opening party
- 1 x gala dinner (worth \$121)
- Free trade show
- Free training at your choice out of 10 of Australia's top specialists, delivering 12 or more training modules

The training alone would be worth \$462, so this is without doubt the best value to be found at any convention. And it's all tax deductible.

The golf tournament will be played on the magnificent Royal Pines course, from 9am to 3pm including lunch.

This spacey little critter is the Wire & Gas championship golf trophy.

Constructed out of air conditioning and other odd engine parts, he has been on tour since the 2006 convention, when a serious golf comp was last played.

He's been to Cairns, New Zealand, Melbourne and Sydney, on display at winners' business premises.

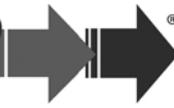
He stands about a metre high, and weighs a tonne.



SPONSORS WHO ARE SUPPORTING YOUR CONVENTION

GOLD

**ashdown
ingram**

ADAIR 
Auto Air Products


CoolDrive
DISTRIBUTION

SILVER


Refrigerant Reclaim
Australia

Forane[®]
Refrigerants Distributed by
 **BOC**
A Member of The Linde Group


REFRIGERANTS
AUSTRALIA


SANDEN

BRONZE





There's still time to join this elite stable of companies and become a sponsor

Silver and Bronze sponsorship opportunities are still available for the 2010 Wire & Gas Convention and Trade Show *tee up for training*.

It presents a unique opportunity to showcase your organisation to a targeted and influential delegate group.

Gold sponsors have contributed \$5000 each, while Silver sponsors will pay \$3000 and Bronze \$1000.

Upwards of 14,000 potential delegates have been targeted across Australia and New Zealand.

With incentives being offered for delegates to bring additional technicians and apprentices from their workshops at greatly reduced fees, the Committee has set a maximum target of 500 delegates.

Sponsorship not only provides sponsor companies with an additional public relations platform, but by contributing to the income stream registrations and trade show space costs can be kept to an absolute minimum, thereby attracting many more people than might otherwise be possible.

FRIDAY 11 JUNE 2010

9am – 3pm Wire & Gas golf tournament at Royal Pines course (including lunch)
6pm – 9pm Official opening function at the Trade Show

SATURDAY 12 JUNE 2010

9am – 9.45am Industry update by Grant Hand and Jack Stepanian
9.45am Trainers provide three minute introduction to their training sessions
10.15am Morning tea
10.45am Open forum – including VASA Annual General Meeting
12 noon Lunch in the Trade Show
12 noon – 4pm Trade Show
2.30pm – 4pm Training sessions
4pm – 5pm Happy Hour in the Trade Show
Evening Free for socialising with old and new friends

SUNDAY 13 JUNE 2010

10.30am – 12noon Training sessions
12 noon – 1.30pm Lunch in the Trade Show
1.30pm – 3pm Training sessions
3.30pm – 5pm Training sessions
7pm – 11.30pm Gala Dinner

MONDAY 14 JUNE 2010

10.30am – 12 noon Training sessions and Farewell Lunch





New members

Paul Hangan
Nationwide Radiators
Blackburn VIC

Paul Findlater
Ashdown-Ingram NZ
Auckland NZ

David Miers
MTQ Engine Systems
Regency Park SA

Bernard Weidner
B & K Auto Electrics
Portsmith Cairns QLD

Peter Stubley
Technician
Woy Woy NSW



June long weekend 11-14 June 2010

Trade show target - 50 booths containing the latest and greatest in tools and technologies

Training sessions - longer and better than ever - more than 10 courses in all

Learn to Earn - a new emphasis on helping workshops to work smarter

The best networking you will ever find in this industry

... and have fun at the same time - bring your family

Maintain your value - start with Wire & Gas

by VASA President Ian Stangroome



It is our responsibility and should be one of our primary individual goals to strive to reach our full potential in whatever field of endeavour we undertake.

As technicians, managers or business owners we need to invest in ourselves to maintain and improve our value in the market place.

The greatest investment we can ever make is to invest in the space between our ears.

Just as we invest the money we earn, we also need to invest in ourselves to keep ahead of the game.

If we left our money sitting in the bank without investing it for a greater return, its value would very soon diminish due to low interest return, inflation and fees. Similarly, if we fail to improve and advance ourselves, our value will also decrease.

The saying *If you are standing still, then you are at best going backward, or even dying* definitely applies in our business.

If you consider yourself to be beyond training, advancement or improvement then

and business minds conducting training sessions which are second to none and the many trade displays featuring the latest equipment and components, this convention has it

all. The opportunity to be able to talk one on one with the manufacturers and wholesalers is worth everything in my book.

Not to be forgotten are the networking opportunities with the hundreds of fellow conventioners, each of whom have much to offer in knowledge and experience and all of whom are eager and willing to share that information with others.

If you haven't really got anything out of networking before, change your view of networking to 'what can I contribute to others' or 'what can I offer the people that I meet at the convention'.

Trust me - you can make a lot of lifelong

The greatest investment we can ever make is to invest in the space between our ears.

think about this *While the fruit is green and maturing there is life, once it is ripe then the rot begins to set in.* Does this apply to you?

Do you consider yourself already at your full potential and are you prepared to go downhill from here?

As you may have heard, 2010 is the year of VASA's bi-annual Wire & Gas Training Convention to be held at the Royal Pines Resort on the magnificent Gold Coast over the long weekend in June.

The Wire & Gas Convention is the largest Australasian convention for automotive technicians working in the air conditioning, electrical and cooling industry.

This is one of those events this year that you can use to invest in yourself to improve your value, and I can personally recommend it as I have been to one or two over the years.

With some of this country's best automotive

aquaintances over the weekend with whom you can share or swap information and help each other for years to come. Many lasting friendships have been created at Wire & Gas.

Arm yourself with a handfull of business cards and plan to meet as many conventioners as possible.

And of course, at the Gold Coast there is much to do for the family as well so don't leave them behind. You absolutely should not miss this event.

So with all that said how will you maintain, or better still, improve your value this year?

Will you be like your money not invested and left sitting in the bank, going backward, becoming worth less and eventually worthless!

Only you can stop the downhill spiral.

Building better business is convention priority

VASA director and TaT head trainer Jeff Smit has teamed up with a leading business coach to deliver business training modules at Wire & Gas 2010.

Jeff introduced business training

with a small course at Wire & Gas 2008, but his experience at training sessions around the country during the past two years shows that technicians running their own workshops need as much training on how to run a profitable business as they do on the tools.

This year's training program will be a first for Wire & Gas, and will give delegates an opportunity to attend several modules of their choice, in between training sessions on vehicle technology.

If the program is as successful as Jeff expects it to be, The Automotive Technician will introduce business training as one of its core subjects on a regular basis.

The way the training is structured at Wire & Gas 2010, delegates will need to select their five preferred training sessions, including the business training modules. This equates to a choice of five, out of a possible



12 or more training sessions. VASA has assembled a formidable line-up of top trainers, so there will be something for everyone. Each

training session will run for one and a half hours in dedicated training booths, with seating and good acoustics in and around the ballroom of Royal Pines. One training session, on heavy equipment, will be held on the lawns outside the ballroom. When delegates arrive at the registration desk at the Convention, they will be given a schedule of trainers and asked to choose their five sessions.

The large choice of trainers accomplishes two things - gives delegates a wide range of subjects from which to choose, and ensures that class sizes are around 20 people or less.

So start making your choice now, to save time when you arrive in June.

New business coach comes on board

Due to restructuring, the advertised business trainer in the Delegate Registration Brochure has been replaced



with Geoff Mutton, a business coach in the world's number one Business Coaching Company, ActionCoach.

Geoff is a commerce graduate from the University of Sydney. He became an Action Coach after being introduced to business training during a stint in the food industry.

Geoff's group has worked with hundreds of businesses achieving some exceptional results. They have helped clients to drastically increase their business profits and live a better lifestyle.

He has trained and coached varying businesses such as restaurants, wholesalers, engineers and mechanics.

'I mainly deal with business owners who are quite hands on and who have never really had any business training or help. My aim is to help owners improve the profitability of their business so it can run with minimal input from them. Most mechanics fit this profile as they are great technicians but not so great at running a profitable business.

'Jeff Smit and I are combining our knowledge to put together business training modules that are specific to the automotive industry,' Geoff explained.

Hydrocarbon claims lack substance

Hydrocarbon lobbyist Brent Hoare has, by his silence, negated his claims that a car maker is charging aircon systems with hydrocarbon refrigerant.

If Hoare was the great green PR man he claims to be, he would have backed up his statements. Instead, Hoare has reverted to type, using other more compliant forums to rubbish VASA.

Among other wild claims, Hoare told the international forum in Brussels last year that in Australia, at least one small scale vehicle manufacturer uses HyChill refrigerants in their production while another manufacturer is seriously considering the issue because of the excellent results being achieved by one of their distributors who converts the systems to hydrocarbons prior to delivery.

VASA has written confirmation from all car manufacturers in Australia that HC refrigerants have never been allowed in their vehicles because of safety concerns. Hoare fudged his answers in response to a telephone conversation with VASA president Ian Stangroome and also ignored a formal letter seeking confirmation of his statements which VASA considers vital to the refrigerant debate.

The veracity of many claims made by the hydrocarbon lobbyists deserve to be more closely scrutinised in future by all industry authorities.



The TaT's a Fact on the next page is a typical problem solution from the extensive database of The Automotive Technician (TaT).

TaT has contracted to provide technical services to VASA members and this also includes an additional service where members can seek help from the TaT technical team to resolve tricky repair issues.

While this is a free service for the nominated VASA member, it is not intended to cover all

technicians in the workshop.

For that reason, VASA members are urged to consider providing TaT subscriptions to their key technical staff, for the small annual outlay of \$115.

This means that the technicians will receive their own copies of the TaT magazine mailed direct, and will be able to access all of the extensive TaT services in their own right.

It's a low fee for an excellent service, which is also committed to increasing the skills and knowledge of the individual technicians.

This makes signing up workshop technicians employed by VASA members a solid investment in workshop productivity.

Technicians in VASA workshops can review the TaT offerings at www.tat.net.au, and there's a subscription form on line as well.

TaT's a fact

problem solving

MERML00615
MERCEDES ML320
163 SERIES
2000 4 cylinder



Customer complaint

A/c system not cooling as it should.

Problem summary

A/c compressor cutting in, not cooling at all. Fan and all controls checked OK.

Diagnostic sequence

System pressures checked by hooking up gauges.

The low and high sides were very low. Low side hose not cold and the system very low on gas.

Recovered the gas from the system (only 100gms).

There appeared to be UV dye in the system but no service sticker and the filter drier was the original.

Fault Description

Visual inspection carried out and found the high side hose at the compressor end showed signs of a slow leak due to the oily patches around the fitting crimp and hose. **1**

The leak was verified with a UV light.

This fault manifests itself over time due to the consistent movement of engine and vibration. **2**

Fault Solution

The high side hose was removed and inspected. **3**

Noticed that the other hose crimp end also had a leak and probably is the larger of the two. **4**

There was quite a lot of UV dye around this area.

A new hose was found (ex Singapore). The original hose was sent out to have new hose and crimp ends made up.

Refitted the re-fabricated hose. A new filter drier was fitted, system service carried out and recharged. Performance tested and all was OK.

Recommended time

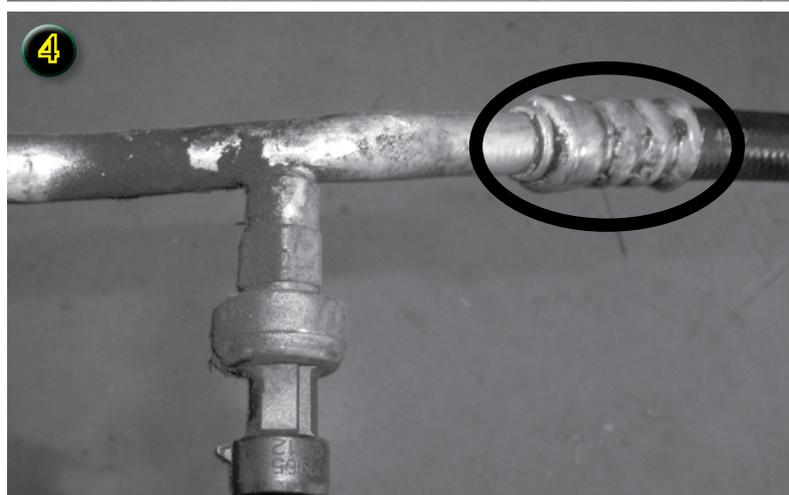
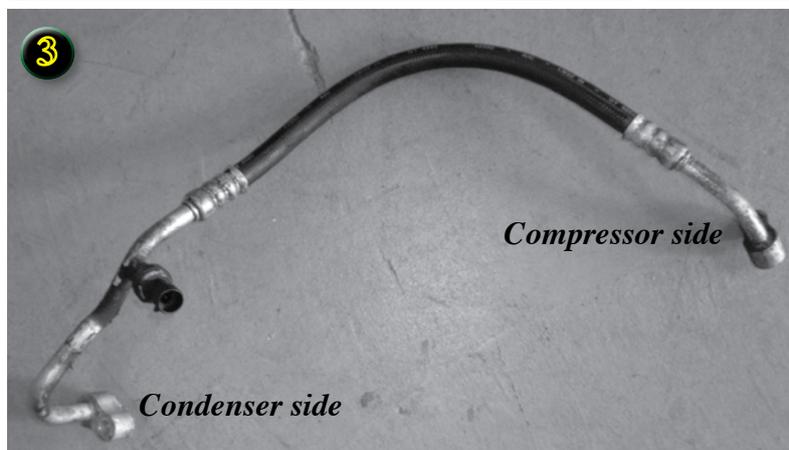
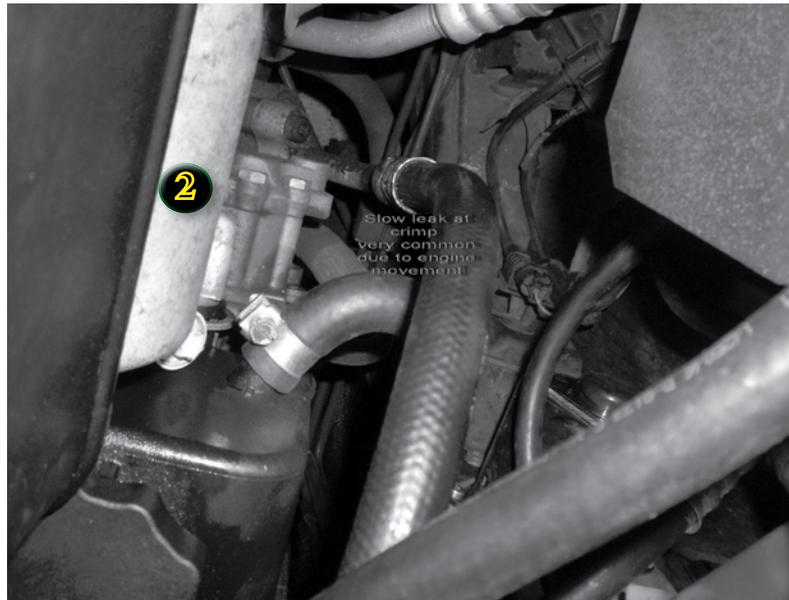
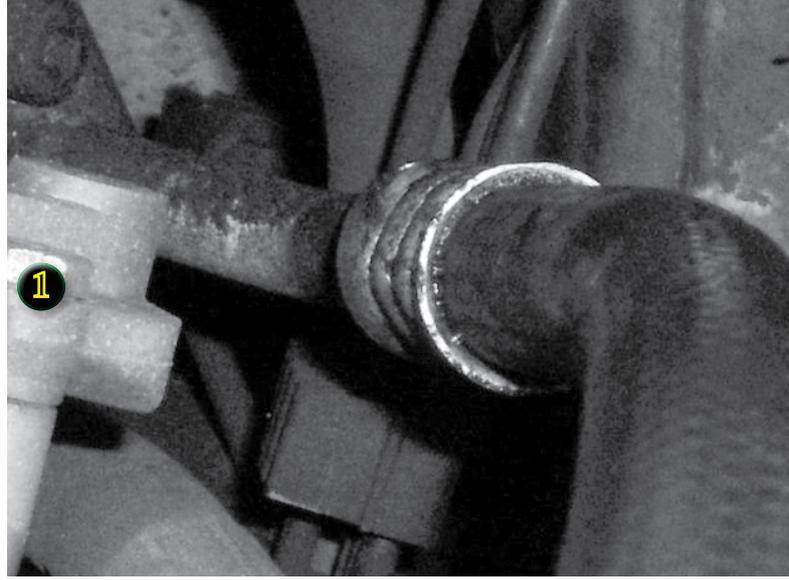
Labour time was 2.5 hours, taking into account research time, location of parts and actual time spent fixing the problem.

tips for TaT

ideas division

This is a fairly common problem with a lot of different models of this era.

The interesting thing is that most of the models do not get picked up for the problem, possibly because of cost and poor parts availability. If an a/c system is used for a prolonged period when low on gas, it will adversely affect and damage the compressor and in turn contaminate the rest of the system. The customer should be advised to arrange an annual inspection to make sure the gas level is OK and the system is performing correctly to minimise costly failures. It should also be noted that an a/c system must not be topped up without first finding and fixing any leak. It is against the law. A Code of Practice can be found at: http://arctick.org/pdf/Automotive_RAC_CoP.pdf



We track down the VASA member who cooled the Spider

In the last Hot Air, in order to demonstrate how motorists prefer to use VASA workshops to have difficult repairs carried out, we told the story of the Alfa Romeo Spider and its grateful owner.

VASA had recommended a couple of its members in Brisbane who had many years of experience in air conditioning installation, but in the time available, we could not confirm which company had done the job on the Spider.

Hot Air has tracked the member workshop down, with the help of the car owner. It was Mr Cool at Milton in Brisbane, a foundation member of VASA.

This was the email we received from the Spider owner, "I have a 1967 Alfa Romeo Spider that I truly love. I live in Queensland and would like to add air conditioning to the restoration process. While I understand it did not originally come with air conditioning, I would like to find out if someone can fit an aftermarket product and/or a later

model air conditioning unit to the car."

A year and a lot of restoration work later, the Spider was back on the street and behind the wheel was a very grateful owner.

"Please accept a belated thank you for all of your assistance in getting 'my baby' in tip top shape."

Mr Cool owner David Perry confirms that the installation of air conditioning in a car that was never designed for air conditioning, was a big ask.



"There would only be one or two of us in this part of the world who could undertake a job like this," recalled David.



He has been in the air conditioning game for about 25 years, and that means he is highly qualified in building aircon systems from scratch to fit any sort of car.

"In earlier times we used to do a stack of odd vehicles, including Mercs and Jaguars, but this little Spider was the most difficult job we've had for a while.

"You can only do jobs like this in the winter months because it's very time consuming and requires a lot of manufacturing work.

"In this car, we had to move the

battery into the boot, remount the alternator and design an air conditioning system from scratch.

David has owned Mr Cool for about ten years. He bought the



business from industry stalwart David Chenowith, an original VASA member.

David Perry had worked with Chenowith for ten years before taking over the business.

THINGS YOU NEED TO KNOW ABOUT YOUR NEW VASA DECAL

When you renew your VASA membership, you will be issued with one new A3 size membership decal, replacing the old circular decal which is now out of date.

For the majority of members, renewals fall due at the beginning of VASA's financial year, which is 1 April. Those members who have joined in recent times will be asked to renew on the anniversary of when they joined up.

Under VASA rules, membership dues must be paid within two months of issue, or membership can be cancelled.

The new logo signage is about three times bigger than the old one so it will stand out on your building windows or doors or on your mobile van.

It is made on industrial strength adhesive plastic which will

withstand outdoor weather conditions. However, because of its size, it requires care when placing on your workshop window, door or on a mobile van.

If you attempt to apply it dry, in other words, just peel the backing off and try to place it on a smooth surface, you will end up with bubbles and creases and once it's stuck, it stays stuck.

It will be easy to ruin this decal if you don't follow the easy instructions which come with it, and which are also published on the next page.

There is an obligation on members to display this decal, and don't forget that it is now the law that you must also display your AU number in the space provided if you do air conditioning work.

New Zealand members, of course, don't have AU numbers, so all they need to do is carefully cut off the AU section of the



The Automotive Air-conditioning,
Electrical and Cooling Technicians
of Australasia
Member

ARClick Refrigerant Trading Authorisation

No.

decal before attempting to adhere it.

If you damage the decal for any reason, or if you need additional ones for your mobile van, you can obtain them from VASA

admin office for \$5 each which will include postage.

All you have to do is send an email to admin@vasa.org.au, give your membership number and name, and state the number of decals you require. They will be sent to you in a postage cylinder along with an invoice.

The VASA logo was simplified about a year ago, to better reflect the organisation's role on behalf of auto electricians and cooling technicians as well as air conditioning technicians.

Since the AU number now must be displayed on all signage where air conditioning services are promoted, there is space on this new decal for insertion of the number.

Individual adhesive numbers available at any hardware store could be the easiest solution.

Instructions

for applying your new VASA membership decal



PLEASE TAKE NOTE:
This decal must be applied to a wet soapy surface.
Do not attempt to dry-adhere it to any surface.
A replacement decal will cost you \$5.
Read your Hot Air for more information.

Follow these simple instructions for a perfect job.



1
Remove your old VASA decal. It is now out of date.

Do not attempt a dry application. You need to apply the skills of the window tinter to this task.



2
Spray with detergent and use a blade to get rid of the old glue.



3
Thoroughly clean the surface ready for the new decal. To ensure a straight decal, use a felt pen to mark a top guide line on the surface.



4
Make up a soapy mix of detergent and water and thoroughly spray the whole area until very damp. Have your new decal at the ready. You can't allow the surface to dry out before applying the decal.



5
Peel off the starter strip on the top of the decal. This is only to make peeling the decal off its backing paper easier.



6
Carefully peel the whole decal from its backing paper. Don't do it on a windy day - this decal is highly adhesive and if it catches a dry surface, it will not easily come off.



7
You can now line up your top edge and place the decal on the wet surface without the fear of it sticking fast.



8
Using a clean plastic ruler, gently smooth the decal onto the damp surface.



9
Keep working down the decal. The wet surface gives you time to smooth out bubbles for a good even finish.



10
Run the ruler sideways to squeeze out any air bubbles.



11
Now carefully wipe the residue detergent from around the edges - and leave it to dry.

12
When totally dry, use a wide permanent black marker, or stick-on numbers to add your AU number. It's the law.



Web access for members

Regular calls are still coming in from members who are having difficulty accessing the member pages on the VASA website.

Some were trying to use the password they had for the old website of several years ago. They no longer work.

The old website has been replaced by a brand new one and for access to the site you must follow this logon procedure:

1. On the front page of the site, you will see this box. Click to login.

VASA Members

[CLICK HERE TO LOGIN](#)

[Not a member? Click here to join.](#)

2. Type your Member Number in the first box. In the Password box type, in lower case, the first four letters of the suburb in which your membership has been listed.

Member Log in

Member Number:

Password:

[LOG IN](#)

If that doesn't work, please check your membership number and suburb and try again.

Remember that after five password attempts the site will lock you out, and you will need to wait 10 minutes before trying again.

With password entry to websites, accuracy is essential. A capital letter in your password will block your entry. So will an errant full stop, comma or any other accidental key stroke.

So let's clearly explain the

New at
www.wireandgas.com.au

Delegate registration form (downloadable)
Exhibitor kit
Royal Pines Resort kit for exhibitors
Sponsorship kit
Convention program

difference between the VASA website and the TaT website.

The VASA site is all about your association and the information it holds in the member library comprises volumes of technical data, plus technical bulletins from our affiliate organisation in America, MACS Worldwide.

VASA does not offer a problem solving service. This is provided free of charge to VASA members by the TaT team.

As mentioned earlier in this newsletter, the TaT team have taken on the role of technical help, but it is not a phone in service.

So VASA members need to be very clear about what they are looking for on the web.

Here's a general rule:

For matters affecting your membership of VASA, technical archives containing the Registered Technicians Program, consumer information about VASA and a full listing of all members by location and type of membership, the website address is:

www.vasa.org.au

If you have serious technical problems with a particular vehicle, no matter what the problem is, and for access to a growing series of vehicle faults and solutions, the website address is:

www.tat.net.au



All 51 bulletins of the famous VASA RTP bible on vehicle air conditioning are available to members at www.vasa.org.au

Air conditioning servicing DVD is still a hot seller - get your order in while they last at the special VASA price

Produced by one of Australia's most experienced air conditioning trainers, Grant Hand of Automotive Training Solutions, this is the most comprehensive air conditioning service message ever produced.

You receive in a DVD case three programs, including a detailed air conditioning service on a vehicle, an insight into how to sell a professional service, as opposed to a quick 'top up' (now illegal), and an in-depth study of why components fail.



And, inside the DVD case is a 24 page workbook containing a summary of professional air conditioning service procedures.



This total package is retailing for \$50 but, for VASA members, a limited number of DVDs are available for only \$40.

To order your copy, email a request to secretary@vasa.org.au with your name, membership number and phone number and we will post it to you immediately along with your invoice.

How to access the TaT 'help' service

One of the big benefits of being a VASA member is that you receive a free copy of the TaT magazine, and with it free access to the TaT Assist service.

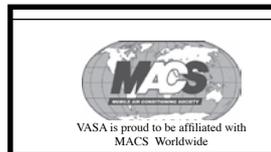
This is a web-only service, so to access technical help, members must go to www.tat.net.au and log in, using the form which will be generated when you click this link on the left of your screen.

If this is your first sign-in Click Here and enter the same email you gave with your subscription to generate your login details.

In your case, as a VASA member, your email is already installed in the TaT system, so if it matches, you will be provided with your own password for all future

visits.

When you access the TaT Assist form, you must fill in as much detail as possible to give the experts time to consider your problem.



Go to the members pages at www.vasa.org.au to see the latest MACS service reports.