



We have nearly 4 million parts listed and over 3000 parts searches on the website each month. It's busy! If you are reading this newsletter and don't have your stock on Foundit, phone Pat on 0800 368 6348. Within minutes of talking with Pat you will have logon / password and tuition. Yes generally, it's that easy.

COMMON PARTS

While I was at Robertsons Machinery (Hinds), a mechanic was running around with a broken MTD belt trying to locate a replacement. He couldn't find one on Foundit even though I would have thought the part to be common. I've heard Parts people say "We'll just put the old stock on Foundit."

Well, that would mean the common things like the fan belts wouldn't be shown. Hence the problem for the mechanic!

The moral of the story is what's common stock to one won't necessarily be to someone else. Frustration all round eh?

MAKING THE MOST OF FOUNDIT

Open your access to Foundit when you turn your PC on each morning. Like the chap who buys his wife a steak griller for Christmas and then watches intently where she puts the present after opening. If it's left on the bench, chances are he will get steak...if it goes in the cupboard, he's still on pie and spud. Out of sight is out of mind.

FOUNDIT STOCK UPDATES

At least once per month and once per week would be better!!

You know you can check your stock from home when you get a callout after hours. It could save you time and money.

We include some business profiles from firms using Foundit:



Based in Otorohanga, Giltrap Farm Machinery Ltd is one of the largest agricultural dealerships in New Zealand and we pride ourselves on being locally owned and operated. For nearly half a century the Giltrap name has been synonymous with quality, quality products and quality business practice. Under Andrew Giltrap's management we have grown rapidly using the philosophy "we aim for complete customer satisfaction". This philosophy is the driving force behind an award winning Sales Team, a \$1 million investment in the Parts Department, the latest up to date technology in the Service Department with four Field Technicians offering 24/7 service and an ongoing investment into Apprentice Schemes.

We house one of the country's most comprehensive and efficient parts departments stocking more than 85,000 parts in our purpose built facility which caters for all machine requirements. To insure that our customers have prompt access to anything they need, we not only supply new parts but also second hand parts for older machines. What we don't hold in stock we will source from within New Zealand and from overseas. This investment in parts and accessories is a vital component of our dedication to our customers, reflecting our commitment to providing a thorough and professional service as quickly and efficiently as possible.

The after sales service starts from the company owned delivery trucks which ensure prompt and efficient delivery or pickup of equipment to the team of highly qualified technicians who are committed to total customer satisfaction. The workshop has the latest equipment including a top-of-the-range dynamometer which measures the engines performance under any given load. We have a team of four field service technicians who are on call 24/7 to carry out any task from general service to a full-scale repair job and a reconditioning team who enjoy the challenge of giving new life to older machines.

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Website	www.giltrapfm.co.nz

A.I.S **ASHBURTON IMPLEMENT SERVICES LTD**

For over 50 years, Ashburton Implement Services Ltd has been servicing the Mid Canterbury region. From the early days situated at East Street, Ashburton Implement Services has developed and grown to the prominent business we are today. Now operating from within the Riverside Industrial Park with our extensive, modern workshop and vast parts store. Our greatest asset however, is our team of professional and dedicated parts and workshop staff, supported by our state of the art computerized parts system.

As a leading agricultural and farm machinery equipment supplier of Case IH, our wide range now includes MacDon and Countax Ride on Mowers. We are the sole New Zealand distributors for MacDon Windrowers, Herschel Tractor parts and Loewen Combine parts. Other main franchises include Nissan and Iveco. Through Foundit we are able to procure those hard to find parts from such companies as AgTech and DPNI, USA who specialize in this surplus stock. Check out one of our latest websites www.aisair.com for all your air conditioning needs.

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WILMAC TRANSPORT SERVICES LTD

Based in Porirua, just a half hour drive from Wellington, Wilmac Transport Services Ltd has been in business for over 30 years. The company was started by its current directors, Ross Williamson and Hugh Mackenzie in 1972, in a workshop in Tawa, just off of SH1, north of Wellington, servicing and repairing all makes and models of trucks, buses, machinery and engines.

Later the company became Parts and Service agents for a number of franchises, in the main Scania, Fiat and Nissan Diesel. The Nissan Diesel franchise was relinquished in 1984, but 4 years later it was reinstated.

In early 1989 Wilmac Transport Services Ltd moved to a purpose built, modern workshop/Parts Warehouse/offices in Porirua. From these premises we operate in conjunction with a "sister" company, South Pacific Diesel Systems Ltd (established in the early 1980's) who are the Importers and distributors of Scania Industrial and Marine Diesel Engines. South Pacific has its own dealer network around the country, looking after Scania engines in all sorts of applications. At present South Pacific are approaching 500 engines sold/into service since we took over the distributorship.

In 1991 the Scania (truck) and Fiat franchise was relinquished, and the Mercedes-Benz Truck and Bus franchise was taken on board which we still have today. Later, as Freightliner came onto the market, the Freightliner/Sterling truck franchise was added, along with the Alliance Parts (All-makes parts), which includes Eaton Fuller, Meritor Rockwell, Fleetguard etc.

Today we are Parts and Service agents for Mercedes-Benz trucks and buses, Unimog, Freightliner and Sterling trucks, Alliance Parts, Nissan Diesel, and of course, Scania Industrial and Marine Engines. In addition to the above franchises, we are also agents for Moxy dump trucks, through the NZ distributor. Our workshop looks after a large range of vehicles, and our technicians are often travelling about the country servicing and repairing marine engines of all brands, and some off-road equipment. We also hold a large range of parts for the franchises we look after.

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Don't forget to update your stock before Christmas! Email to info@foundit.co.nz



Pat Deady – December 2005

www.foundit.co.nz – By Parts People, For Parts People