

The team at AIR CTI welcome you to the February 2018 edition of our company newsletter,

I was watching the Juventus vs Tottenham Hotspur football match this morning and a thought came to mind. For those that are not familiar with the Champions League, it has reached the knock-out stage and teams will play each other at their home ground and then at their opponents ground. The two results are then added together to determine who is knocked out and who goes through to, in this case, the quarter-finals. Juventus started with a flurry and had scored within 78 seconds. They added a second goal after 9 minutes; 2-0 to Juve. At this point Spurs were a rabble, they were all over the place and unless something drastic happened the Lilywhites were on their way out of the Champions League.

However, if you looked at the body language of the Tottenham players you would notice that they were calm. There was no pointing the finger, no blaming, just a steely resolve that this is only a temporary setback.

I thought about the attitude of the players as the match continued. It was positive, determined and focused. When our Managing Director, Chet Cline, started AIR CTI twenty years ago I believe that there were many times when he too was two nil down after the first 9 minutes. But his response, which is indicative of the company as a whole, is that this is only a temporary setback – there are still 80 minutes to play – let’s refocus, let’s get the attitude right, let’s go back to basics and overcome the present obstacle.

This ensured that AIR CTI conquered every problem faced and through determination, hard work and not a little bit of skill and natural talent the company can now proudly boast that its Central Tyre Inflation system is the best in the world. In fact, the company is a world leader in tyres and tyre pressure and is regularly asked to present at Conferences and is sought out for its knowledge and expertise.

It is clear to everyone working at AIR CTI that this will be the company’s best year. In fact, we have had to employ three new workers since Christmas just to keep up with the demand and the company now has orders confirmed for the first three months of the year that are greater, in total, than the whole of last year. Whereas, in the early stages of the company, AIR CTI were selling one Central Tyre Inflation system to customers as they tentatively tried the new technology, we now sell to customers groups of up to six at a time. Dave, one of our Fit-Up Team members just spend three days in Perth working on a Fit-Up and now he has to return to that beautiful city to fit another group of AIR CTI systems. Apparently, this time his is packing his surfboard. Hang Ten Dude!!!

Oh!, for those that may have missed the final score in the football match – it finished 2-2. This gives Spurs a huge advantage because the second leg is played at Wembley in London where, just recently, they completely outplayed Real Madrid.

Just before I move on from the football theme. Congratulations to the Philadelphia Eagles in winning their first Super Bowl and now can rightfully claim to be World Champions (in a sport that no-one else plays).

I wish all our readers a good month. Work hard and tell your family you love them!
Cheers from the AIR CTI Team



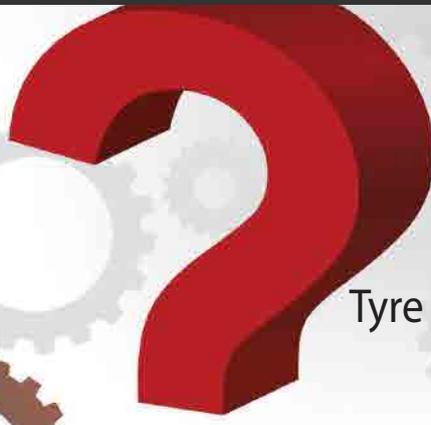
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TECHNICAL TALK



AIR CTI THE ULTIMATE Tyre Pressure Management System

In this week's newsletter I wanted to highlight the sterling, but unheralded, work done by the beekeeping industry.

Beekeepers, also called honey farmers, apiarists, or less commonly, apiculturists is a person who keeps honey bees. Honey bees produce commodities such as honey, beeswax, pollen, propolis, and royal jelly, while some beekeepers also raise queens and bees to sell to other farmers and to satisfy scientific curiosity. Beekeepers also use honeybees to provide pollination services to fruit and vegetable growers.

Honey bees are not domesticated, and the beekeeper does not control the creatures. Instead the beekeeper owns the hives or boxes and associated equipment thereby leaving the bees free to forage or leave as they desire. Bees usually return to the beekeeper's hive as the hive presents a clean, dark, sheltered abode.

It is the beekeeper who keeps honey bees in beehives, boxes, or other receptacles and transports them to pollinate with which AIR CTI has had an extremely positive and mutually beneficial relationship.



*Mr Allan Cotton
South Australian Apiarists' Association*



*Warral Apiaries
Maldon VIC*



*Mr Ian Zadow
Tintinara SA*



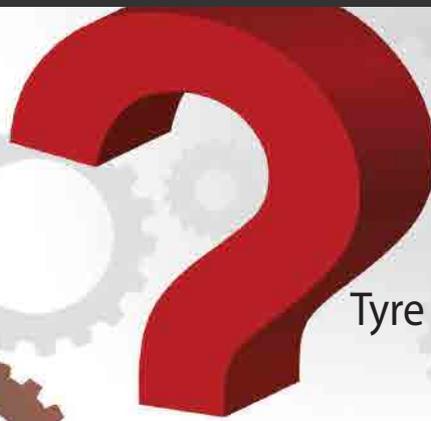
WORK SMARTER, NOT HARDER

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HOW DOES AIR CTI HELP THE BEEKEEPERS INDUSTRY?

Running your vehicle on the tyre manufacturer's recommended tyre pressure under all conditions ensures your vehicle performs, and your bee asset arrives, at the optimal level and condition.

Antidotal evidence from AIR CTI fitted beekeepers state that when a vehicle is run with AIR CTI to ensure optimal tyre pressure the number of bee carcasses upon arrival is minimal. Further, whereas beekeepers had to park their truck considerable distance to the hive drop off zone and then use the forklift it is now possible, when using AIR CTI, to drive to the drop off zone, remove and directly place the hives with a forklift. The time saving is substantial and we all know, time is money.

But these are only the obvious benefits a Central Tyre Inflation system provides – there are additional reasons to fit a Central Tyre inflation system to your vehicle,

- Increases fuel efficiency
- Decrease tyre wear and blow outs
- Markedly reduces the vibration passed through the chassis and hence the risk of medical problems latter due to Whole Body Vibration
- Increased safety as the tyre footprint is optimal and thus braking distances are minimised

In fact, a Central Tyre system will usually pay for itself within the first 12 month and has a benefit to cost ration of the order of 3. Yes, it is that good.

THE NEW BEEKEEPERS COURSE

Recently AIR CTI has responded to requests from SkillsImpact, about public suggestions for improvement in their Beekeepers course. Tapping into AIR CTI knowledge and experience the improved and updated SkillsImpact beekeeping course now includes Performance Criterion 3.2 in the subject AHCBEK3XXX Transport bee hives by road to new apiary site;

The Knowledge Evidence in the Assessment requirements for this unit also includes –

- vehicle preparation for bee safety and vehicle operation including:
- tyre pressure for bee health, terrain and road conditions
- exhaust fumes
- pre-start checks

Such is the recognised benefits of the use of optimal tyre pressure on bee health that the setting and monitoring of the tyre pressure of vehicles transporting bees is now part of the new beekeeper's course.

Such is our relationship with the beekeeping industry that AIR CTI are volunteering their time at information nights for all who are interested in tyre pressures and how optimal tyre pressures can benefit your bee swarm.

For further information please contact Chet at AIR CTI (see the bottom of the page for contact details).

Fun Fact: Did you know that Edmund Hillary and Sherlock Holmes were both beekeepers?



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INDUSTRY NEWS

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NEW AIR CTI TEAM MEMBERS

AIR CTI have a Hino 2632 SA Power in the workshop presently being fitted by our expert Fit-Up team. It gave two of our new employees Jason and Nick the opportunity for some in-house specialised training in the Fit-Up process.



New AIR CTI Team Member Jason.

Jason brings a wealth of experience to the company and a friendly "can-do" positivity. He is seen here receiving training leading to becoming an AIR CTI certificated Fit-Up Team member.



New AIR CTI Team Member Nick.

Nick has a mechanical background and adds to the depth of knowledge of the AIR CTI Team. He is seen here receiving training in the Fit-Up process.



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