

ARM IS TEN YEARS OLD

In August 1992 Richard decided to go out on his own after working for someone else for 25 years. From the first day we at ARM have developed a loyal clientele — to all of you our grateful thanks for your support.

Our latest set of annual accounts shows ARM is in good financial health.

Some statistics over the last few years:

- >200 clients
- 4 full-time staff
- 2 part-time staff
- 20 former staff
- 25% increase in turnover (1999-2001)

Minimum Reporting Requirements

The Ministry for the Environment earlier this year sponsored a seminar on air emission testing. As a result the Air Quality Working Group, largely composed of Regional Council officers, adopted a set of minimum reporting requirements. To date we have received written instructions from two Councils.

Part of this minimum reporting requirement calls for the use of accredited testers. Accreditation requires a consistent standard for testing, analysis and reporting, so it would seem more manageable to require an accredited test, then all of the above (sampling, analysis and reporting) will be conducted to an acceptable level. The accredited companies have expertise in the field and there would be no need for each Regional Council to publish minimum reporting requirements.

ARM is presently working through the exercise with International Accreditation New Zealand (IANZ).



Air Resource Management

August 2002

Where we are and how to contact us

Premises

34 Lincoln Road, Henderson

Air Resource Management Limited

P.O. Box 21-639 Henderson

Waitakere City

Phone 0-9-836 0489

Fax 0-9-838 8523

Contacts

Manager Richard Hoyle

Mobile 027-497-7852

Email rhoyle@clear.net.nz

Carol McSweeney

DDI 64-9-836 0492

Mobile 021-151 3044

Email cmcsweeney@clear.net.nz

Tyler Hager

Mobile 021-158-8211

Email thager@clear.net.nz

Matthew Adair

Mobile 021-478-476

Email m.adair@clear.net.nz

Andrew Parkin

Mobile 021-766-521

Email a.parkin@clear.net.nz

Staff News

Carol joined the staff 18 months ago. She has since become a shareholder and director of ARM.

Tyler started in April this year. He is a recent B Sc graduate from the University

of Auckland and has performed valiantly under trying Auckland weather conditions.

Andrew now works for ARM part-time. He recently scored A & B passes as a full-time B Sc student at the University of Auckland.

Matthew continues to do good work as our technician. He is one of the faces you see out and about on site.

Refinement of Particulate Test Method

As part of the requirements for accreditation we have prepared detailed procedures for testing. The particulate test method now includes

- more gas flow measurements
- longer test runs
- stricter leak check criteria
- extra calibration checks

In addition to these changes we are receiving an increasing number of requests for tests to meet 10 mg.m^{-3} limits. Such tests require a much larger sample size if a sufficient degree of accuracy is to be attained.

Becoming an accredited laboratory has many advantages for our clients. We see accreditation as part of ARM's policy to continue to improve services to our clients. We plan to maintain rapid reporting for particulate and formaldehyde tests and also to give our clients the assurance that high standards are being maintained.

We should be happy to hear from you if you have any suggestions or comments about our service as we work through this process.

Another change is the stricter enforcement of D3154-00: "Standard Test Method

for Average Velocity in a Duct". Until now we have given clients a five-page list of test port requirements which experience has proved to be more honoured in the breach than the observance. In future we may have to refuse to perform tests unless the criteria are met. The alternative is to produce a report with a disclaimer that this is not an accredited IANZ test.

Fixed-Price Contracts

Our terms of trade have always included a provision for fixed-price contracts. This option is preferred by accounts managers since it allows budget certainty. However, it requires a degree of trust between our client's representative and ourselves. There is of course no provision within such contracts for such contingencies as adverse weather conditions and/or process breakdowns. Unless a fixed-price contract includes a large provision for such contingencies we are left in the position of carrying the can.

Our method of coping with fixed-price contracts is to run a system of virtual invoices calculated on a time-and-expense basis. Copies of these are provided to our clients.

More and more of our clients are opting for fixed-price contracts.

Particle Size Analysis

Several clients have recently been well satisfied with analyses performed by our colleagues at Biodet Services. The microscopic images are recorded digitally and include a scale so that particle size can be quite accurately estimated down to 1 micron. Particle distribution can also be determined.

