

Suppliers of

 high pressure fittings
 and adapters

The News
TRIDENT AUSTRALIA
 Proudly Western Australian owned and operated



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Price: One Goat



Components being picked and packed for despatch.

More stock than you can poke a stick at.

Trident Australia has over 6000 components on our shelves, ready to be packed and despatched to anywhere in Australia or overseas. Top brands like Autoclave, SSP, Haskel, CEJN, Hydrasun, De Wit, Scanwill, Snap-tite and Tescom to mention a few. In the beginning, Trident Australia recognised there were long delays, up to 24 weeks in some cases, for stock to arrive from overseas. The decision was made to reduce waiting time and stock commonly used parts on our shelves in readiness for same day despatch to anywhere in Australia or overseas. Stock levels are constantly reviewed, evaluated and when demand dictates, they are upgraded. All client requests and enquiries will be acknowledged

and catered for. And if for some unlikely reason we are unable to help, Trident Australia will refer you to someone who can. We don't like losing business but we also realise our clients needs come before our own. Trident Australia invite clients to advise us on specific components they would like to see on our shelves. Whether it's a coupling, gauge, valve, a pump or booster, Trident Australia will arrange to have it on their shelves in readiness for despatch, substantially reducing downtime and frustration. A typical example recently was a request from a client to stock more Haskel product. We have since increased our Haskel product range and are now in the position to offer an extensive range

and cater for the clients demand. It's just good business sense. In today's economical climate it's prudent to be pro-active and prepared for any request. It's all about service. Ensuring our clients receive the best service, attention and outcome possible. No request is considered too small or too hard. Trident Australia knows every order is important and will always endeavour to satisfy the client and meet their demands. Phone Trident Australia and discuss your requirements. It doesn't cost any more to pre-order and you'll have the satisfaction of knowing that the parts you depend on are stored and reserved for you, when you need them, without delays or inconvenience.

Movers and Shakers.

Three new faces have joined the Trident Australia team.

Matthew Hamilton has been appointed as Mechanical Engineer and will be responsible for the planning and overseeing the construction of major projects. Matthew hails from New Zealand (all NZ jokes should be emailed to info@tridentaustralia.com.au), and had recently spent two years implementing food and dairy systems in the UK. For the past four years, Matthew was employed as a Design Consultant for a mineral processing plant in Western Australia.

John Devellerez joined our Internal Sales team and has brought a wealth of knowledge and experience with him.

John was previously with Rycroft Hydraulics and has risen to the challenge and proved himself to be a consummate professional.

Christopher Manning is virtually straight out of school and has been offered a golden opportunity to work his way up within the company. It's all part of the Trident Australia programme to introduce young people to the industry and groom them for the future.

Matthew, John and Christopher join the Trident Australia team which now consists of 17 industrious and hard working folk who are passionate about what they do and proud to be a part of a Western Australian owned company.



Top Left:
Matthew Hamilton



Bottom Left:
John Devellerez

Bottom Right:
Christopher Manning



Hundreds of metres of high pressure tubing.

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Every night, Harold would go down to the liquor store, get a six pack, bring it home, and drink it while he watched TV. One night, as he finished his last beer, the doorbell rang. He stumbled to the door and found a six-foot cockroach standing there.

Continued over page...



Catalogue Update

Now 12 months later, our colour catalogue is almost ready for the printer.

It started as a 300 page catalogue, and has now grown to be nearly 600 pages.

It equates to over 2,200 hours of sourcing information, design, copywriting and artwork.

With over 1,600 images including generic photos, product images and schematics, the catalogue has become an informative reference journal displaying our entire product range.

We are in the final stages of production, it only requires proof reading and post production.

There is still a little way to go before the catalogue can be delivered. We envisage probably a May 2009 release, depending on the printers requirements. At this

stage, the printer expects it will take approximately 4 to 6 weeks to complete. A book of this size requires a great deal of manual labour to form the pages together and prepare them for binding.

The catalogue contains detailed information including dimensions, pressure specifications, schematics, part numbers, individual 'how to order' examples, technical information and guides, photos references and illustrations of the product.

Our manufacturers have been more than helpful in supplying the information contained in the catalogue.

We have a reserved list for people requiring a copy of the catalogue and if you have not already reserved your copy, you can email our marketing department. The email address is: marketing@tridentaustralia.com.au



Renting makes sense.

If you require a chart recorder, gas booster, hydrostatic test unit, in fact anything, maybe you should consider renting instead.

Trident Australia has a range of equipment ready to use, either on a short or long term arrangement. The rates are extremely attractive

and all equipment is serviced and maintained at no cost to you.

Phone our Rentals Manager, Steve Hansen and discuss your requirements or email him on:

service@tridentaustralia.com.au

We have equipment available right now and ready for delivery.

SURVEY SHEET

Surveys play an important part in our marketing to improve our services. Please take a few minutes to answer these questions.

We have intentionally made it easy for you to answer the survey.

Simply type a **X** in the option boxes and email this Newsletter to: info@tridentaustralia.com.au

We realise of course there must be an incentive and offer this highly sought after water bottle as a prize for five contributors. (It was the only thing our Marketing Department could come up with. It was either this or a hat).

All feedback is greatly appreciated and will be acknowledged and addressed.



MINI SURVEY

Name:

Company:

Question One:

How would you rate our response to queries and quotations?

Bad
 Fair
 Good
 Excellent

Question Two:

How would you rate our overall service level?

Bad
 Fair
 Good
 Excellent

Question Three:

Have you seen or read any advertising for Trident Australia?

Yes
 No

If Yes, please indicate the medium below.

Oil and Gas Magazine
 Petroleum Magazine
 AAPSI Service Directory
 Other ie: Newsletter

Continued from front page...

The bug grabbed him by the collar and threw him across the room, and left. The next night, after he finished his 3rd beer, the doorbell rang. He walked slowly to the door and found the same six-foot cockroach standing there. The big bug punched him in the stomach, then left.

The next night, after he finished his 1st beer, the doorbell rang again. The same six-foot cockroach was standing there. This time he was kneed in the groin and hit behind the ear as he doubled over in pain. Then the big bug left.

The fourth night Harold didn't drink at all. The doorbell rang. The cockroach was standing there. The bug beat the snot out of Harold and left him in a heap on the living room floor.

The following day, Harold went to see his doctor. He explained events of the preceding four nights. "

"What can I do?" he pleaded.

"Not much" the doctor replied. "There's just a nasty bug going around."

Just Hire It!

Chart Recorders, Hydrostatic Test Units, Gas Boosters and Hoses.

It makes sense. Why buy when you can hire. Short or long term hire, all our hire equipment is maintained, serviced, calibrated and ready to use. Don't wait. Trident Australia stock pressure testing and injection equipment and can usually supply next day.

Chart Recorders	from \$35 per day*
Gas Boosters	from \$95 per day*
Hydrostatic Test Units	from \$75 per day*
Hoses	from \$20 per day*

Before you consider buying, check with Trident Australia and compare the advantages of hiring.

Get connected and contact Trident Australia today for the complete range of fluid system and component solutions to suit your needs.

Reserve your copy of our 600+ page colour catalogue due January 09. Email: info@tridentaustralia.com.au

TRIDENT AUSTRALIA
FLUID SYSTEMS & COMPONENTS

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*Depending on configuration.