

ENGINE ROOM

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HOW CAT IS POWERING THE LAST FRONTIER



Driving to and from Port Keats. Downpours and creek crossings are all in a day's work.



A supplementary 100KW DX air conditioning unit being lifted to the second floor of Darwin's Skycity Casino to provide cooling during the venue's refurbishment.

Flooded roads, treacherous river crossings, the occasional croc (not to mention three decent cyclones in the last six years). Welcome to a day at the office in the Northern Territory.

In any one week, EPSA's Phil Brushett can clock up 2000 kilometres, if not more, visiting Caterpillar's customers in Australia's red centre. "The remoteness of this region is the greatest challenge," Phil admitted. "Not only is it time consuming travelling from one site to another, it's logistically difficult to get yourself and equipment to some of these locations."

Earlier this year, two Caterpillar 1100 kVA stand-by generator sets were delivered to Compass Resources, a mine site in Batchelor, 100 kms south of Darwin. "We started negotiations in October, delivered end of January," Phil said. "We could deliver so quickly because we had the generators in stock but normally an order like this could take up to six months to fulfil."

In the Northern Territory, delays are to be expected. The climate, especially during the wet season, can make areas inaccessible. But there is also the indigenous culture to consider. "You have to get a permit to enter Aboriginal land," Phil said. But this does not guarantee access. "If there's a funeral on in the community you're visiting you may not be allowed in," explained Phil. "Whole communities close down for sorry business and of course you must be respectful of this."

Two Caterpillar 350 kVA rental generators are now also up and running at the Gas Plant camp in Wadeye (Port Keats), southwest of Darwin on the Joseph Bonaparte Gulf. As Phil told us: "When the camp grows after the wet season, we'll be returning to add a third generator. This way they'll have two running continuously and one on stand-by."

Phil elaborated: "Because of the heat, we have to allow a de-rate factor with our generators. We automatically over spec for the high ambient temperatures".

In these parts good working relationships are essential. "I work very closely with Hastings Deering. They come to me for assistance and visa versa. I don't have an electrical technician so I also rely on EPSA's national network and call in help when it's needed."

Just recently when a technician was required, one had to fly from Brisbane to Darwin before catching another flight inland. As Phil recalled: "He seemed a little taken aback when we eventually arrived on site. He reckoned this was the last frontier".

HELPING CASELLA KEEP COOL

It's a first! CAT Rental has long provided the mining industry with its temperature control equipment. Now it is also supplying the wine industry and, in particular, Casella Wines, the business that produces the hugely popular [yellow tail] brand.

Casella Wines is a family business which first produced wine in 1969 in the small town of Yenda, NSW. It has made a real splash in the US market with over 8 million cases of [yellow tail] exported annually to the US market. The success of this Australian product is testimony to the passion of the family and their winemaking expertise. Also, their dedication to quality control at every stage of the production process is key.

For most of the year, Casella Wines relies on its existing plant of nine Mycom 250 VLD Ammonia Fluid Chillers to provide its temperature control requirements. However, during the vintage, the winery requires additional capacity to cope with the peak cooling demand from the grape fermentation process. To satisfy this demand, Casella Wines is now enlisting the services of CAT Rental Power.

For up to 12 weeks a year, CAT Rental Power supplies two VSD Centrifugal Water Cooled Fluid Chillers, along with Forced Draft Cooling Towers, Fluid Pumps and associated ancillary equipment. For this year's package we have also provided two 450 kVA Caterpillar Generators to power the fleet.

CAT Rental Power's Marcel Heijkoop said that as this equipment is only required during the vintage, it makes sense to rent rather than invest. This way, the company avoids the economic outlay of purchasing equipment that would be unused for most of the year. They also benefit from technical, product and service support - 24/7.

As Marcel elaborated: "For this application CAT Rental Power provided the site refrigeration and electrical contractors with



The Cat Rental Temperature Control Fleet in action at Casella Wines in Griffin NSW.

operation and product training. If assistance is required, it is hoped this preliminary training will further minimise response times".

CAT Rental Power's existing temperature control fleet did not need to be adapted.

"Our temperature control fleet has always had the capacity to operate at negative output temperatures for brine cooling, which makes it ideally suited to the wine industry," Marcel explained. The specifications of this equipment were already designed to accommodate a range of conditions, just by adjusting parameters and set points through the control panel. But Marcel concedes that CAT Rental added high capacity, small footprint units to the fleet this year, specifically for the wine industry.

CAT Rental is pleased and proud to be of service to Casella Wines, knowing that its temperature control fleet is helping to process a great Australian-made product.

SYDNEY FERRIES RUN ON CATERPILLAR



Sydney Ferries were so impressed more Caterpillar engines were commissioned.

Caterpillar was chosen again when Sydney Ferries refurbished its Freshwater Class vessels. "These are double-enders that ply between Circular Quay and Manly, one of the ferry operator's most prominent routes," Roger elaborated. As the vessels are built to Lloyds Society Class (the insurer's criteria), the new generators also needed to comply. As such, Caterpillar's 3406 factory packaged, certified generator sets proved ideal.

The company's Lady Class catamarans were next. Sydney Ferries opted to have two Caterpillar generator sets, fitted to each of the vessels. They are continuing to perform well, making many trips per day up to Watsons Bay and across to Taronga Zoo.

Finally, last financial year yet another request for Caterpillar engines came from Sydney Ferries. In fact, in Roger's time with EPSA (some 15 years) the company has gone from two Caterpillar engines to over 30, with the most recent order being

for nine small, industrial sound-attenuated Caterpillar GEP22 generator sets.

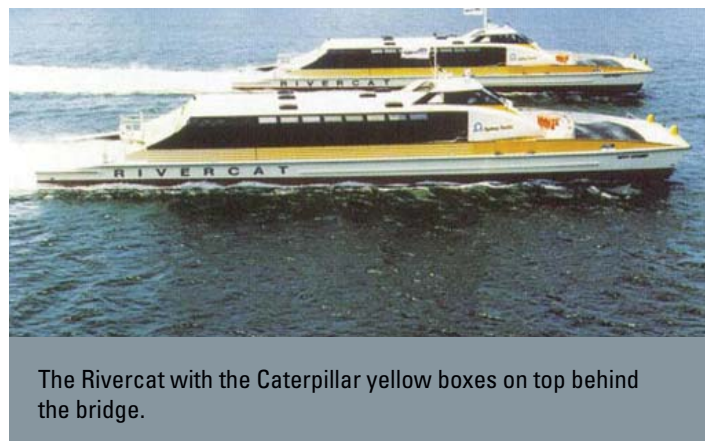
"Next time you're in the harbour city and you see the Sydney Ferries' catamaran, be sure to take a look," Roger suggested. "There, just behind the bridge, you'll see the generators' casing. You can't miss the Caterpillar yellow."

Almost three decades ago, Caterpillar re-powered one of Sydney Ferries' First Fleet, a vessel named Alexander. Since then 'this fellow' has clocked up around 70,000 hours. It was the first of many Caterpillar engines Sydney Ferries would employ for their extensive fleet.

In the 1990s EPSA won a contract to replace ageing two stroke engines with Caterpillar 3406E electronic 500HP marine engines, delivering 373KW at 2100RPM. This time, the refit was for the ferry operator's Rivercat fleet that plies between Circular Quay and Parramatta.

"The application is a very arduous one with the vessels constantly stopping and starting all the way up and down the river," explained EPSA's Roger Davey. "They also accumulate some 4000 hours per year. That's an average of 10 hours daily, 365 days of the year."

From the very first it was obvious that this Caterpillar package was destined to be a success. As Roger recalled: "Noise levels were down which meant improved passenger comfort. Exhaust smoke had gone making them environmentally better. Fuel usage was reduced, effectively cutting the vessel's running costs. While breakdowns became almost non-existent". In fact,



The Rivercat with the Caterpillar yellow boxes on top behind the bridge.

CAV POWER PROGRAMMED FOR TRAINING



Some of the 64 apprentices being trained by Cavill Power.

Rather than complain about the skills shortage in South Australia, Caterpillar dealer Cavill Power has implemented a multi-tiered technician training program.

As Cavill Power's Shane McEvoy explained: "The role of the technician has changed dramatically in recent years. With most engine diagnosis now done via software, today's technicians must be computer literate with an in-depth understanding of electronics and hydraulics. Our training program ensures these skill sets".

Cavill Power's program covers training, up-skilling and advanced applications. Also advanced applications. In addition to offering apprenticeships to school leavers, Cavill Power is re-training adults who were employed in related industries, working for the likes of Electrolux and Mitsubishi. Intensive on-the-job training is supported by TAFE-run classes, conducted at the dealership every Friday, with all graduates awarded certificates.

"We've just put on another 18 apprentices which now gives us a total of 64 trainees of all ages ranging from year 1 to year 4," said Cavill Power's Joanne Jones. "We will be having another large intake in April and also again in June," Joanne elaborated.

In recent years, South Australia has seen a significant uplift in resources exploration. In the not too distant future, the state should experience enormous growth in surface mining and already Cavill Power is prepared.

Qualified technicians, with no less than 9000 hours on-the-job experience, are undergoing 12 months training at Finnings in Canada, one of northern hemisphere's biggest Caterpillar dealerships. "The program involves workshop and field work, assembling trucks and ancillary equipment, testing these for surface mine applications, as well as providing support on-site," explained Shane. "As many as 80 technicians will receive this off-shore training in the next 12 months alone."

Through its extensive training program, Cavill Power is well placed to meet any increased demand from a new surface mining sector, while delivering exceptional after sales support to all its Caterpillar customers.

GETTING OLYMPIAN OUT TO MARKET

In the next few months a new radio campaign will hit the airwaves in regional Queensland and New South Wales. The message will come across loud and clear that now Olympian Package Generator Sets are being distributed through a dedicated, 30-strong agent network.

To raise the profile of Olympian in regional Australia, shop-fronts were required to increase our presence.

The Olympian brand is manufactured by Caterpillar and, as such, purchasers have come to expect uncompromising quality. Now,

in addition, there will be the ease and convenience of walking in to an Olympian agent and virtually buying off the shelf. Stocks of Olympian will be stored in most capital cities and a lot of regional centres, so if any Generator Set is not available in store, it can be quickly ordered in.

Olympian Generator Sets range from 10 kVA to 550 kVA, with 58 models in all to choose from. This product also comes with market-leading levels of service and support, backed by Caterpillar's Dealer network, the biggest dealer network of its kind in Australia.

BUILDING BUSES IN QUEENSLAND

Back in 1995, the directors of Surfside Buslines were frustrated with the lack of innovation and limited bus body options available. So in addition to operating a fleet of some 350 buses, they opened a factory.

Initially located in Ernest and later in Calabro Way Reedy Creek, Bustech now builds up to 250 buses annually. That is one bus coming off the assembly line every working day.

Bustech is the industry's design innovators. Bustech specialises in using a stainless steel chassis and body frame that is corrosion-resistant. The company is also leading the way with low floor buses that easily accommodate wheelchair access. Not surprisingly, demand for Bustech's design excellence continues to grow.

"When Bustech was first developing these low floor buses, they needed tier 4 engines and ordered 40 Caterpillar C7s straight up,

and they recently ordered another 40," said EPSA's Dave Smith.

Director Joe Calabro first began using Caterpillar with his Surfside fleet. "Back then, they were repowers," explained Dave. "But it was the start of a long working relationship."

Today Bustech produces three low floor bus versions. Its 'VST' is the only dedicated low floor city bus with ADR59 rollover approval. Also the 'MDI', a fully integrated midi-sized low floor model with specifications not previously available in a bus of this size. Further to these is the new XDI, a fully integrated full-sized low floor model, as well as a standard school/charter bus.

Now with plans to sell buses to operators in the wider Asia Pacific region, Bustech can count on the full support of Caterpillar, EPSA and the CAT dealer network.



For coastal areas, Bustech incorporates a stainless steel chassis.



Bustech's bus building innovations are continually in demand.



Bustech's midi engine hatch fitted with a Caterpillar C7 ACERT engine.

A WINNING CONFERENCE

Over two days in March, EPSA's national field sales team met with their Caterpillar counterparts to discuss the Industrial, On-Highway and Petroleum business segments.

'Make Every Post a Winner' was the conference theme with senior managers presenting a state of play including performance reviews, product updates and new developments, as well as future projections from EPSA's and Caterpillar's perspective, with an emphasis on meeting the manufacturer's 2010 and 2020 targets.

Delegates were divided into two teams to workshop areas of the business that are critical to the success of the Caterpillar brand in the Australian market. One team concentrated on inventory and on-highway engines, the other focused on small engines from CAT's Peterborough plant and opportunities in the 251 to 500kW power bands. A SWOT analysis identifying strengths, weaknesses, opportunities and threats was developed and discussed at length, before being formulated into an action plan.

While each of the teams elected a spokesperson, all delegates

actively participated in the sessions, sharing their knowledge and experiences. In fact, the enthusiastic contributions of the delegates, along with the input from Caterpillar and EPSA senior management, made this a most successful meeting of minds.



The benefits of these workshop sessions will be seen in the months and years ahead.

