

SUMMER 2019

# PLUS.



**William Adams** 



**Glen Slocombe**  
Regional Sales Manager

**In my capacity as Regional Sales Manager with responsibility for the Global Construction & Infrastructure (GCI) segment of Caterpillar's product line, I have had the privilege to oversee the New Product Introduction (NPI) of the Next Generation Caterpillar excavator range, with the first launch on Australian soil being to William Adams customers in February 2018.**

With the first significant wave of Next Gen units arriving in May and June, customer confidence and pre-orders resulted in subsequent deliveries that ensured Caterpillar restored its market leadership position within the 20-30 tonne excavator segment of our market, so to the customers that embraced this industry first technology platform I certainly express our appreciation.

The roll out of the complete line of Next Gen excavators continues with the 336 & 336 GC models now released, and we will see the 330 & 330 GC early in 2019.

Speaking of the GC strategy of providing a reduced specification model variant, with less integrated technology and often less complicated emission hardware, Caterpillar will extend this to other product lines like articulated trucks and vibratory soil compactors as part of over 20 new GCI models to be released in 2019 as we attempt to meet all customer's needs. This will also be combined with the release of a new range of Cat designed and built micro excavators. It is certainly an exciting time to be part of the William Adams sales team!

Our 2017-18 financial year produced a record company result for retail unit deliveries, and we further extended our overall market leadership position within the GCI product line, while doubling our sales of mini excavators (308E2 down) to elevate ourselves into 2nd position within the highly competitive and price sensitive Building Construction Products (BCP) market. This success is testimony to Caterpillar products and the value of the technology they are releasing, as well the investment that Dale Elphinstone and the Executive Management group are making within the William Adams business to ensure we have adequate

# WELCOME

inventory, people, facilities and the tools to deliver on the differentiated Caterpillar product support promise.

There is no doubt that the rapid growth of the industry and our business has challenged our capacity in some areas. We have recently embarked upon an aggressive recruitment program to further invest in our most valuable asset - our people. Initiatives like for the first time taking a mid-year apprentice intake in addition to our standard January intake demonstrates our commitment to build the capability we need to meet your needs.

We are also focusing heavily on building our technology sales and support capabilities.

On the other end of the technology scale, and on a personal note many of you are aware I have a personal interest in the history and legacy of Caterpillar and William Adams. It certainly makes me proud to represent Caterpillar as they approach their centenary in 2025 and represent an Australian owned business that has been operating continuously since 1884. William Adams is the sixth oldest Caterpillar dealer globally having represented Caterpillar since 7th April 1926. The local Chapter of the Antique Caterpillar Machinery Owners Club (ACMOC) of which I am a founding executive member, now boasts the highest number of members of any Chapter around the world including the USA, further testimony to the integrity and legacy of the Caterpillar brand in Australia.

While the technology may have differed back in 1925, our core values remain the same and it is with these values I look forward to being part of the team to 'transfer the belief' and help our customers succeed every day.

**CLAYTON  
(HEAD OFFICE)**

17-55 Nantilla Road  
Clayton VIC 3168  
**(03) 9566 0666**

**DANDENONG**

2-4 Fowler Rd,  
Dandenong South VIC 3175  
**(03) 9767 3600**

**MILDURA**

345 Benetook Avenue  
Mildura VIC 3502  
**(03) 5018 6100**

**HORSHAM**

81-83 Dimboola Road  
Horsham VIC 3400  
**(03) 5362 4100**

**SHEPPARTON**

7847 Goulburn Valley Highway  
Shepparton VIC 3631  
**(03) 5832 5500**

**TRARALGON**

25-27 Standing Drive  
Traralgon VIC 3844  
**(03) 5175 6200**

**SWAN HILL**

36-38 Curlewis Street  
Swan Hill VIC 3585  
**(03) 5036 3900**

**BENDIGO**

11a Trantara Court  
East Bendigo VIC 3550  
**(03) 5434 2100**

**PORTLAND**

167 Garden Street  
Portland VIC 3305  
**(03) 5521 5100**

**WODONGA**

200 Melbourne Road  
Wodonga VIC  
**(02) 6051 5800**

**GEELONG**

Cnr Fyans & Crown Street  
Geelong South VIC 3220  
**(03) 5223 5223**

**LAVERTON**

32-42 Spencer Street  
Sunshine West VIC 3028  
**(03) 9931 9666**

**TASMANIA**

**LAUNCESTON**

308 George Town Road  
Rocherlea TAS 7248  
**(03) 6325 0900**


**HOBART**

2 Chardonay Drive  
Berriedale TAS 7011  
**(03) 6249 0566**

**BURNIE**

Bass Highway  
Somerset TAS 7322  
**(03) 6433 8888**



Designed by meg annabelle design 

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Advertising and Promotion Department  
William Adams PTY LTD PO. Box 164,  
Clayton 3168, Australia

**(03) 9566 0666**

**1300 WADAMS**

**williamadams.com.au**

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# SUMMER 2019

# PLUS.



**WILLIAM ADAMS LAUNCH  
GEELONG CAT COMPACT  
CENTRE**



## Build your future with us – this is key message being conveyed surrounding the launch on Saturday August 4, of the Geelong Branch “Outdoor Showroom”.

As identified in the Geelong branch “history lesson” featured elsewhere in Plus, we first began serving our customers in Geelong and Victoria’s south west from a facility in Geelong in 1982. The Geelong branch has during this period, offered parts and workshop facilities, a Cat Rental Store, and machine sales personnel based at the branch, and residing locally.

Early in 2018, plans commenced to transform the existing facility into a dedicated “Cat Compact Centre”. In addition to the parts shop and warehouse, the relaunched facility will specialise in the sale and servicing of new and used Cat Building & Construction Products, comprising small

excavators up to 8 tonne operating weight, skid steer, multi terrain and compact track loaders, and small wheel loaders. Cat Work Tools designed to complement the same model range will also be held in inventory in Geelong, so when looking for an auger, a broom, a hydraulic hammer or perhaps a cold planer, our aim is to get your new Cat machine to be as productive and versatile as possible, and delivered fast.

Our Geelong Parts team have provided local support for many years to the complete range of Cat earthmoving, quarrying, industrial and marine products, supported from our Melbourne facilities and Caterpillar’s Melbourne Parts Distribution facility.

In addition, effective August 2018, we have added dedicated sales personnel based full time at the branch, a large inventory of new and used Cat BCP models, as well as service support for new and existing Cat BCP machines. A customer friendly reception area will enable prospective

customers to learn about our offers, and get up close to a comprehensive range of machines on site.

When your Cat BCP machine is in need of service, drop it off in Geelong for a fast turn around and fixed rate service, no surprises. If you can’t afford to be without a machine, then grab a low hour “Courtesy machine” at low rental rates, and keep your job running whilst we ensure your machine is running at its best. Check out our courtesy rates on models such as the 301.7, 305E2 CR, 226B3 or the 259D - you will be pleasantly surprised.

Drop into our revitalised Cat Compact Centre, corner of Fyans & Crown Street, enjoy a good cup of coffee, see what’s changed since 1982, and look over our range of new and used machines, as well as our Cat partstore.

**Cat Compact Centre Business Hours**  
**Monday – Friday 7.30am – 5pm**  
**Saturday 8am – 11 am**

# WILLIAM ADAMS GEELONG - THE EARLY YEARS



▲ The 'Bottle Depot' - 1982



▲ Geelong Branch - 1987



▲ Can you pick the identities? A Cat Care night, 1987.



▲ Coonil Crescent 1985



## RECOLLECTIONS OF GEELONG BRANCH AND ITS EARLY YEARS FROM “OUR OWN” IAN COLLINS.....

### The Bottle Depot

With four resident servicemen plus Ted McGrath helping out from Colac we needed a place to base ourselves so the first William Adams Depot in Geelong was established in 1982 in the old bottle recycling business on the corner of Barwon Terrace and Yarra Street which is now the site of Fagg’s Mitre 10. At the time the bottle depot was owned by Hoare Bros one of our valued customers.

Business in Geelong continued to grow over the next few years with our work coming mainly from the Anglesea mine, two cement works, local quarries, local government, marine, and on highway trucks.

### First Parts and Service Branch – Coonil Crescent North Shore

By 1985 we had outgrown the bottle depot and moved to a new facility with a 10t overhead crane in Coonil Crescent North Shore. Initially the facility included just the workshop, but another shed was constructed and leased next door where a parts facility was later established. Further improvements included fencing, wash facilities and a triple interceptor.

The Branch Manager at that time was Ian Collins (1985 – 1991), famous for introducing our first tool box meetings, which were legendary and included the obligatory egg and bacon rolls for breakfast !

The parts facility was manned by Peter Upston who was later joined by his brother Michael and they serviced our customers from Western Victoria including Warrnambool, Mortlake, Colac, the Otway region, Bacchus Marsh, Ballarat, Werribee and the western suburbs of Melbourne.

Service personnel included up to 12 workshop and field servicemen including-

Mark Huntley, Ted McGrath, Gary Barkley, James Gedye, Rodney Armstead, Jason Barry, Malcolm McLellan, Andrew Hill, Randal and Rod Miller, Rodney Rankin, Shane Walker, Paul O’Toole, Joe Buttigieg, Ralph Nordin, Rob Beardsley and Mark Bongiorno.

As the branch grew Rob Beardsley took up the position of service supervisor and after a brief stint at AKD Ted McGrath returned to look after the warranty and administration for the branch.

The branch in those days employed around 16-18 people full time.

During this period Dale Elphinstone purchased William Adams (1987) and soon after (1989 – 1991) we experienced a reasonably severe recession which saw severe cutbacks across the company.

### Diesel Power Products

Diesel Power Products was originally a Roche Bros business headed up by Michael Leyden and was taken over by William Adams in 1991. At this point the William Adams business was relocated to Grayling Street, Belmont in the Diesel Power Products facilities. During this time Maurie Haeusler relocated from the Horsham branch and became the manager until his retirement.

The new branch was established as a full regional branch with Machine Sales (Martin Williamson), Product Support (Gary Barkley), Parts Manager (John Klowss) and Service Manager (Ian Collins), followed in later years by Eddy Kontelj (current William Adams’ Managing Director).

William Adams operated from the Grayling Street premises through until 2000 when a new branch was built at Laverton. This saw the sales and service functions delivered from Laverton with only a parts presence at the Grayling Street warehouse managed by Garth Deller through until 2007, and the Geelong area serviced by several resident servicemen

including Rob Beardsley and Shane Walker.

In September of 2007 William Adams Geelong moved to a new purpose built facility that included The Cat Rental Store, sales, parts and service on the Corner of Fyans Street and Crown Street, South Geelong - not far from the original bottle depot!!

William Adams still operates from this branch with parts, service, sales and product support after nearly 35 years servicing Geelong and the western district, providing employment and adding millions of dollars to the local economy while running a respected local business that has become part of the fabric of Geelong.

### Some early identities that moulded William Adams’ Geelong in its formative years.....

#### Stan Walker –

Resident Serviceman in the 60’s (literally died on the job as the story goes!!)

#### Denis Hogan –

Resident Serviceman from Lara in the 70’s through to around 1978.

#### Ted McGrath –

Resident Serviceman from Colac in the 70’s and beyond

#### Mark Huntley –

Resident Serviceman working from Grovedale in 1978

#### Gary Barkley –

Resident Serviceman 1979

#### Greg Evans –

Resident Serviceman 1981 (relocated from Portland)



**Ian Collins –** (Today), above  
Resident Serviceman 1982 (relocated from Portland)



▲ Pictured at delivery of the new D7E, a real family affair....  
The Newearth team including the potential fourth generation (products of Cam and Louise, and Mick and Jules).

## PROUD OF THE HERITAGE, PROUD OF THE COMMUNITY THEY SERVE..... NEWNHAM EARTHMOVING - ROMSEY

**Founded in 1927 by Colin Newnham, and still in family hands today, Newearth Constructions has grown to become one of the most successful civil contractors in Central Victoria and one of the most respected contractors in the state. Newearth have grown a business now employing over 40 staff, and have constructed some of the most significant projects in the region.**

Doug and Carol Newnham, their family, management team and staff celebrated the companies' 90th birthday in 2017. In 1927, at 19 years of age, Colin Newnham tendered for a job with the Country Roads Board to seal one and half miles of road south of Romsey. He was successful in winning the business, but was not old enough to sign the contract! The local newspaper editor stepped in and signed the contract on his behalf. With two Clydesdales and a lot of back breaking work, the job was successfully completed, and so began Newnham Earthmoving.

During the 1930's and 1940's, Colin continued working for the CRB and local shires during the Depression years, and

during the war, volunteered for the Civil Constructions Corps on the construction of airfields in Ballarat, Sale and Swan Hill.

Due to Colin's ailing health in the early 60's, his son Ken came to assist, steering the company back towards road construction. In the mid-1960's his youngest son Doug joined the expanding family business. In 1967, the company was renamed as C.A. Newnham & Sons.

Colin passed away in 1978 leaving a family legacy and thriving business that continues to this very day. During the 1970's and 1980's Newnham Earthmoving won several major

sub divisional contracts in the Romsey area, including water storage reservoirs and sewerage treatment lagoons. In 1984, the company was again renamed as Newnham Earthmoving Pty Ltd.

**In 1990 Ken retired from the business and Doug's wife Carol became an active partner.**

Their son Cameron joined in 1998 making it three generations in the family business. Newearth Constructions Pty Ltd commenced as the project delivery arm of the business. Newearth continues to be based in Romsey in Central

Victoria, and boasts a management team blessed with a hands-on practical understanding of construction issues and project management.

Doug Newnham has been with the company throughout his working life, and whilst now retired from daily management of the business, Doug still retains a deep involvement as Managing Director.

Mick McCarthy was appointed General Manager early this year, and brings a wealth of industry experience to the organisation after holding several senior positions over many years with Vic Roads. Mick grew up in the District, and within the industry, his father Ged serving as Construction Superintendent for the local Macedon Ranges Shire for many years. The family connection continues, with Mick's sister Louise married to Cameron!

As Construction Manager, Cam oversees construction of all projects, co-ordinating the works and liaising with authorities, clients and consultants.

Cam's sister Donna has recently joined the team in the administration office, whilst sister Megan, although not involved in the daily running of the business, is highly engaged sitting on the company board along with other family members.

**William Adams and Caterpillar have been almost "joined at the hip" with two generations of the Newnham family, developing wonderful relationships which extend far beyond business. It has been our privilege to have been such a close partner over such a long period of time.**

The Caterpillar presence continues to grow, and forms a significant component of the Newnham fleet which comprises graders, backhoes, wheel loaders, excavators (from 5 – 45 tonne), dozers, articulated trucks, belly dumpers, skidsteer loaders and a significant number of on highway truck & trailer combinations.

The most recent purchase was of a new Cat D7E Track Type Tractor, replacing the workhorse D7R which had been purchased by Doug in 1997 and now has clocked some 16,000 hours.

The D7E is built around a revolutionary electric drive system that delivers excellent dozing efficiency and performance, up to 30% more efficient than the D7R2. Since the introduction of the D7E, Cat customers worldwide have saved millions of litres of fuel, and reduced emissions. The machine is also 10% more productive.

**Beyond the power and performance benefits, the D7E was designed to provide an improved operator environment, integrated technologies, serviceability and safety enhancements.**

Following the reliability of the old D7R, the productivity increase, the efficiency gains and the time proven reliability of the electric drive D7E, the team at Newnham's found it tough to look anywhere else.



## SEVENTY YEARS IN QUARRY INDUSTRY

**DE QUARRY SOLUTIONS IS A PRIVATELY OWNED, FAMILY RUN COMPANY THAT HAS BEEN IN THE MATERIALS HANDLING INDUSTRY FOR OVER 70 YEARS. DE QUARRY SOLUTIONS SERVICES SOUTH WEST VICTORIA WITH AN ARRAY OF CRUSHED MATERIALS, AND THE WHOLE OF VICTORIA, SOUTHERN NSW AND SOUTH AUSTRALIA WITH ITS CONTRACT CRUSHING, SCREENING AND CONVEYING SERVICES.**

**DE Quarry Solutions has widespread knowledge and experience in materials handling across a large variety of materials. Commencing as L D Eldridge Cartage Contractors in 1946, the company concentrated its energy on road construction and pit run materials. Since then it has established itself as an industry leader in the materials processing and quarrying industry.**

With a change of trends, local Shire's began undertaking the majority of their own road construction. From this Lindsay Eldridge transitioned to processing, supply and construction of road materials from Mt Elephant, Derrinallum. As David Eldridge transitioned into ownership of what was to become David Eldridge Pty Ltd, the demand from the Mount Elephant quarry grew significantly and the company became renowned for its supply of gravels to South West Victoria.

To complement the quarry, David Eldridge Pty. Ltd. had a large fleet of trailer mounted mobile crushing equipment that serviced Southern NSW, Eastern S.A. and the whole of Victoria. The mobile crushing fleet has grown significantly to incorporate a large variety of track mounted, modular and trailer mounted crushing and screening equipment.

Still family owned, the company now known as DE Quarry Solutions focuses its business on servicing Western Victoria from the Skipton Quarry with a wide variety of Basalt and Scoria materials. Whilst doing this DE Quarry Solutions continues to complete quality mobile crushing contracts across South Eastern Australia.

Late last year David and his Commercial Manager, Lavinia Knight completed a business planning review, which, amongst many other outcomes, identified the need for expansion of the mobile plant fleet.

A new STIC steer 972M Wheel Loader was first to arrive, selected due to its high performance and class leading efficiency and productivity. It also featured many of Caterpillar's most recent advances in on board technology, such as the integrated CAT Payload Management System. To complement the 972M, DE Quarry Solutions also forward ordered a new CAT 352FL Hydraulic Excavator, which was delivered early in 2018. This unit represented the first new 352FL in Victoria, and is pictured here with operator Brendan Carr. The 352FL is mounted on a Heavy Duty variable gauge track frame and is built to take a life in hard rock thanks to the undercarriage and Heavy Duty boom, stick and bucket linkage.

David has several other large Cat excavators up to the Cat 390, and knows the stresses placed on these machines working in hard rock. The company has 70 years of experience in the field!

DE Quarry Solutions have been providing excellence in the quarrying industry since 1946.



## THERE'S WIND IN THEM HILLS .....

**In June of this year key project partners joined Goldwind Australia at a Ground-Breaking Ceremony to mark the commencement of construction for the Stockyard Hill Wind Farm project.**

Goldwind Australia's Managing Director Mr John Titchen, said he was pleased to celebrate this significant milestone for the project.

Origin Energy has underpinned the development of the project through a long-term power purchase agreement to buy all the power generated by the wind farm and the associated renewable energy certificates until 2030.

Origin Energy's Chief Executive Officer Mr Frank Calabria said "Having been involved in the project's development for many years, we're delighted to see the Stockyard Hill Wind Farm move a step closer to reality and congratulate Goldwind on reaching this significant milestone.

The Stockyard Hill Wind Farm will comprise of 149 Goldwind advanced technology turbines with a total capacity of 530 megawatts (MW).



The project is expected to create up to 300 jobs during construction peaks on site and employ up to 25 permanent maintenance staff once the wind farm is complete.

Once operational, Stockyard Hill Wind Farm will produce clean energy to power approximately 391,000 Victorian homes. Located approximately 35 km west of Ballarat the Stockyard Hill Wind Farm has the potential to harness one of Victoria's best wind resources and will provide substantial environmental, community and economic benefits.

The project commenced construction in May 2018, with David Eldridge and his team from DE Quarries, based in Skipton in western Victoria gearing up in support of the project. Our Winter 2018 edition of Plus featured David taking delivery of a new 972M Wheel Loader, and he has since taken delivery of a second, along with a new Cat 336FL (pictured). A second 352F was also scheduled to go to work late this year.



## CIVILINK BOOSTS PRODUCTIVITY WITH A NEW 315FL



Civilink Pty Ltd Director Rick D'Ovidio has recently become a first-time Cat machine owner after purchasing a 315F L Hydraulic Excavator. With more than 20 years' experience in the Civil Contracting industry, Rick and his team at Civilink are working on renewing of services at Caterpillar's Headquarters in Tullamarine.

**And the 315F L is exactly what they need to get the job done.**

"The 315F L is a complete package; providing great productivity and good fuel consumption compared to other products," Rick said. "It's fit for purpose, given we are so close to building surrounds, and the zero swing works a treat, while the rubber tracks protect the existing pavement."

Rick was also impressed with the William Adams sales team, and the service from Cat Financial. "Right from the start, the Cat experience has been seamless, from our dealings with Chad Duquesne from William Adams, right through to the processing of Cat Finance and delivery of the machine."

In fact, Rick was so pleased with his first Cat, that he quickly seized the chance to secure another. "Not long after taking receipt of the 315F L, we had an opportunity to replace an existing machine in fleet, which we did with a Cat 336F L Hydraulic Excavator."

The addition of two Cat excavators to Civilink's fleet has increased productivity, safety, and power at the work face; all the ingredients needed for a successful Civil Contracting job.

# SAFETY, EFFICIENCY, INNOVATION & QUALITY KEY FOR RTL FOR OVER 25 YEARS

In 1992, Thiess Pty Ltd, Roche Mining Pty Ltd (now Downer EDI) and Linfox Resources Pty Ltd created the Roche Thiess Linfox Joint Venture (RTL).

Initially formed to execute one of the first major outsourcing contracts for the State Electricity Commission of Victoria, RTL is now an established engineering, mining, earthworks and infrastructure maintenance service provider based in the Latrobe Valley, employing up to 500 employees during peak season.

In October 2011, the former Joint Venture (JV) was replaced by a corporatised entity: RTL Mining and Earthworks Pty Ltd, with the former JV partners becoming Shareholders. RTL provides contract mining, civil construction, heavy earthmoving plant hire services and over-dimensional and general transport services to key clients including the Latrobe Valley Power Generators.

Whilst the current primary source of work is the Latrobe Valley Power Generators, RTL has also maintained a successful history as the lead contractor or as a major subcontractor on a number of civil construction and

earthworks projects including the Torrumbarry weir, Victoria desalination plant, Sale defence facility, Longford gas plant upgrade, Princess Highway duplication, Strzelecki Highway upgrade, Morwell River diversions and local land fill projects.

RTL delivers value to clients by ensuring a strong focus on safety, efficiency, innovation, quality and cost control. RTL continues to reinvest in the business and have recently undertaken a major fleet upgrade by engaging William Adams in the supply of fifteen new Cat Articulated trucks with nine new 745's supplied to the Yallourn mine site and six new 30t trucks supplied to the Loy Yang mine site. In addition to trucks, another key item of plant across both Yallourn and Loy Yang mine sites are D6T LGP track type tractors with six units currently being replaced with a mix of three new D6T LGP T4f machines and three low hour used D6T LGP T4i machines.

The existing fleets of D400, 740, 730 and D6 machines served RTL well over many years in terms of reliability, performance and operator acceptance. Pricing and prompt supply were important considerations for the fleet replacement and

along with major improvements in drive train, cabin, single transmission and hoist controls plus new technology like the payload system on the 745's, it made sticking with Cat an obvious choice.

Having the local William Adams branch at Traralgon less than 30 minutes away has made it convenient for RTL to have ongoing involvement during the build-up and pre-delivery process. It also enabled William Adams to use local Latrobe Valley businesses who were RTL preferred suppliers in the build-up and supply of required modifications and attachments.

On the service and support side, William Adams Traralgon branch staff and RTL have regular engagement via fortnightly meetings to discuss upcoming projects, work in progress, parts stock and general product support matters to ensure the Caterpillar equipment in RTL's fleet is well supported.

RTL and William Adams have a long and trusted association, continuing to work together to produce positive outcomes with a focus to deliver value to their clients.

# KEYSTONE CIVIL MOVE UP TO 3D CONTROL



▲ The first of six new 730C2 trucks being prepared for delivery at our Traralgon branch.



Keystone Civil are a progressive earthmoving and construction company based in South Geelong.

Pictured taking possession of the new platform 12M is Keystone Civil plant operator, Paddy Giddings. The 12M is equipped with a full 3D Auto control system incorporating the very latest in machine control technology.

Paddy has been quick to appreciate the advantages of the twin stick electro hydraulic operation and the hydraulic response offered by the 12M to perform everything from high precision final finish grading to high production operation all with the best operator comfort in the industry.



▲ One of nine new 745 trucks at work with RTL.



▲ Cat D6T LGP Track Type Tractor.

# CUMMINS UPDATES M SERIES ALL WHEEL DRIVE

A big thankyou to Adam and Sonia from Cummins Civil Pty Ltd in Gippsland who recently took delivery of a new Cat 140M AWD grader. This replaced an aging 140M AWD that had clocked up many trouble free hours. Adam specialises in GPS/UTS final trim grading and is extremely busy around the state with many major road upgrades being completed.

Cummins Civil are based in Traralgon.



## HEADING TO BAUMA?

### bauma at a glance....

All branches of industry, all leading manufacturers, all important innovations.

Those who have been here before always come back. bauma is the leading platform for those who deal with construction and building-material machines, construction vehicles, construction equipment and mining machines. The 32nd Edition of the World's Leading Trade Fair bauma takes place in Munich from April 8–14, 2019. Once again, the 2016 exhibition set several new records—confirming yet again its leading role as the largest trade fair in the world.

#### Key facts about bauma 2016:

- 605,000 m<sup>2</sup> of exhibition space
- 3,425 exhibitors from 58 countries
- 583,736 visitors from 219 countries
- 138,929 visitors from the mining sector
- 1,423 journalists and media representatives from 47 countries

Since 1995 William Adams have been hosting customer groups to this amazing showcase of the world's latest construction and mining technology.

Whilst we are now at capacity and unable to accept additional registrations given the limited accommodation available in Munich, we would very much like to know if you are planning to attend, so we can ensure we share some William Adams' hospitality whilst you are in Munich, and visiting the show.



### Contact bauma hosts:

Ryan O'Doherty (0417 307107, or email [ryanodoherty@wadams.com.au](mailto:ryanodoherty@wadams.com.au)) or

Bruce Edwards (0418 349517, or email [bruceedwards@wadams.com.au](mailto:bruceedwards@wadams.com.au))

.....and let us know your plans. We will make arrangements to meet up, and ensure that you maximise the time spent at bauma, you see what you want to see, and perhaps get to share some William Adams and Cat hospitality.

We look forward to seeing you in Munich in April.





# GARRAWAY GROUP EXCEL WITH WHEEL TRACTOR SCRAPERS

**Caterpillar Wheel Tractor Scraper demand around the world has had its highs and lows since the products' inception back in the 1950's with production figures falling to very low levels in the early part of the 2000 – 2010 period. Through 2016/17, scraper sales in Australia have grown 100% over the 2008 – 2015 average, and within William Adams' territory, more like 300%.**

Along the way none of our competitors stayed with production line manufacturing of scrapers while Caterpillar has stuck with the product and continued to develop the WTS as a most efficient earthmoving tool across numerous applications.

With the right machines, good roads and a well-managed operation in the right application nothing else will move material faster over shorter hauls for a lower cost.

Following the demise of the mining boom back around 2013, the opportunity to purchase Caterpillar scrapers of all types and ages meant a buyer's paradise, but limited projects were on offer to work them on! However this is not the case today as construction and a revival of sorts in mining have seen a large number of scrapers go back to work and demand increase for new scrapers.

One earthmoving company based in Mildura, Garraway Group and owner Russell Garraway, are big supporters of Caterpillar products with over sixty five Cat machines in the fleet, including twenty three scrapers. Specialising in mine rehabilitation, overburden removal, dam construction and civil projects in the Murray Basin and Queensland using predominantly scrapers, Garraway Group have developed a reputation as one of the best scraper fleet operators in the industry.

Operating a variety of scraper models including 611CWC, 623K/G, 627G, 633 EWC, 637G and 657G they pretty much have the product line covered.

Garraway Group are the only contractor in Victoria and possibly Australia who currently operate a D10T with a cushion blade for push loading scrapers. The cushion blade is a heavy duty narrow blade with an inside mounted C frame and cushion springs designed to transfer machine power without damaging the blade or the tractor. The inside mounting keeps the frame narrow and rigid to resist flexing and limit loads on the tractor frame, and has a profile that helps maintain good cutting edge and rear tyre ground control during push loading.

Caterpillar offer cushion blades in two sizes, a 3,048mm wide blade for the D9T and a 3,505mm wide blade for the D10T2. The cushion blade can knock several seconds off per cycle when push loading the likes of 631G open bowl scrapers. This might not sound much but to be efficient with scrapers you need to save every second you can.

Russell also sees the value of good haul roads as critical in scraper efficiency and in keeping operating costs low. Bad haul roads slow cycles down and increase wear and tear on scraper components, not to mention the impact they have on operator comfort. To support this philosophy Russell never skimps on graders and runs a fleet of Caterpillar graders including 16H, 14M and 140H graders.

Garraway group recently took delivery of their first new K series scraper with the addition to the fleet of a new 623K. The features of the machine include a new cab layout and controls, factory Accugrade, sequence assist, new elevator design, increased visibility with three camera system and wet disc brakes, all combining to make a very versatile machine an even better machine.



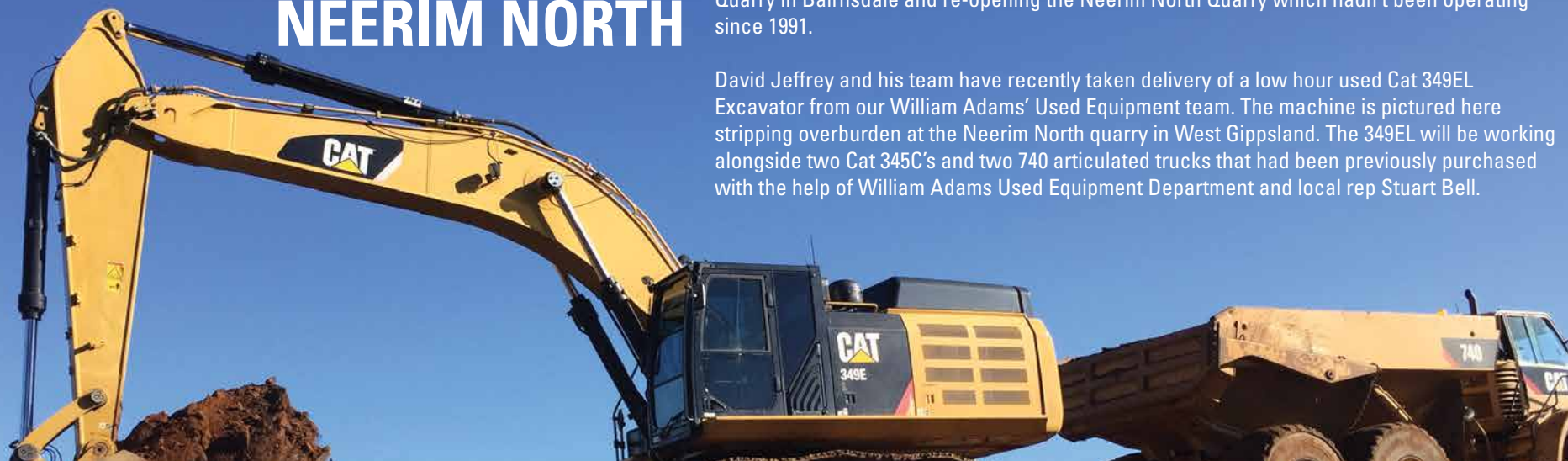
Russell said he heard reports from contractors utilising K series scrapers and they were claiming a 10% increase in production due to the improvements of the K series machines. "I must admit I was somewhat sceptical of these claims. Since delivery of the K series scraper and looking at our cycle times and production numbers I now understand that these initial claims were quite accurate particularly when cutting and filling to a design. The technology improvements in regard to operator assistance are of great value. Couple this with an ever decreasing pool of skilled scraper operators and these new technologies will play a vital role in our future earthmoving operations", said Russell.

# CASACIR EXPANDING IN NEERIM NORTH

For almost thirty years CASACIR has been building its business as well as building highways, driveways and roads throughout Gippsland.

CASACIR began operations in 1989 with the opening of their Mount Speed Quarry in Trafalgar. The business has evolved and grown with CASACIR since purchasing the Granite Rock Quarry in Bairnsdale and re-opening the Neerim North Quarry which hadn't been operating since 1991.

David Jeffrey and his team have recently taken delivery of a low hour used Cat 349EL Excavator from our William Adams' Used Equipment team. The machine is pictured here stripping overburden at the Neerim North quarry in West Gippsland. The 349EL will be working alongside two Cat 345C's and two 740 articulated trucks that had been previously purchased with the help of William Adams Used Equipment Department and local rep Stuart Bell.



## Cat Design Pays Dividends for Warrnambool City Operator

After careful consideration Warrnambool City Council recently took delivery of a new Caterpillar 12M Motor Grader.

Neville Scouler (Leading Operator) found the ergonomics and ease of use of the joy stick controls along with supportive seat and exceptional vision of the work area excellent for council's operational requirements while retaining operator comfort and safety.

Warrnambool City Council is very focussed on operator fatigue, safety and wellbeing, and takes these very seriously.

Caterpillar have designed the M series with a 78% reduction in hand and wrist movement to reduce operator fatigue and we are delighted that Neville has noticed this when operating the new 12M Grader.

William Adams would like to welcome Warrnambool City Council back to the Caterpillar family and thank Council officers for their purchase of the new Cat 12M.

Pictured – William Adams' Territory Manager, Allistair McKinnon and City of Warrnambool's Neville Scouler.



# GLENELG SHIRE VALUE LOCAL SUPPORT



◀ Pictured – William Adams' Allistair McKinnon handing over the new 12M Motor Grader to Glenelg Shire staff.

**Glenelg Shire is located in South Western Victoria some 360 kilometres from Melbourne, and boasts a population of just under 20,000 people. It also includes 1,508 kilometres of unsealed roads.**

The new Cat 12M joins a fleet of 5 Graders tasked with maintaining and constructing the shires' road infrastructure assets.

Operator Alistair Hollis enjoys the new joystick controls on the 12M compared to the older models - he is also very impressed with the visibility and the ease of servicing.

Pat Jones Workshop/Fleet Manager likes the local availability of parts and servicing, with local resident field service and the William Adams' Portland branch close by.

**It's great news to have Glenelg Shire back in the "Caterpillar family".**

## NEXT GENERATION EXCAVATORS PROVE POPULAR

Glen Slocombe provides his thoughts on the exciting release of Cat Next Generation excavators this past year.....

**“In my capacity as Regional Sales Manager with responsibility for the Global Construction & Infrastructure (GCI) segment of Caterpillar’s product line, I have had the privilege to oversee the New Product Introduction (NPI) of the Next Generation Caterpillar excavator range, with the first launch on Australian soil being to William Adams customers in February 2018.**

With the first significant wave of Next Gen units arriving in May and June, customer confidence and pre-orders resulted in subsequent deliveries that ensured Caterpillar restored its market leadership position within the 20-30 tonne excavator segment of our market, so to the customers that embraced this industry first technology platform I certainly express our appreciation.

Just like your iPhone, those Next Gen excavators already in the field will receive at least an Annual Product Update that will address any operating system updates and feature enhancements to exploit the power of the on-board and integrated hardware systems. Current owners of Cat 320 & 323 excavators will shortly receive their 2019 update, featuring several enhancements like automation of the reversing fan feature and the ability to store predetermined target depths within the 2D Grade system. Included in this update will be a completely new app called LIFT ASSIST, adding a 5<sup>th</sup> base level technology to the standard suite already offered. This will allow operators to easily determine load centre and the mass of a suspended load, while also

providing a graphical representation of where that load can be lifted to remain within the working load limit of the machine and appropriate onscreen warnings when you reach these limits. This demonstrates the power and value of the Next Gen strategy whereby the machine you purchased earlier this year now includes a lifting indication system – updated at no cost several months after delivery (a third party supplied system would cost well over \$20,000 to purchase & install locally).

There is so much inherent value in the Next Gen excavator range at the point of sale. Like fuel consumption figures our customers are experiencing below that of competitive hybrid excavators, without the complexity, maintenance or premium price tag, right through to the value that future proofing your machine purchase with the ability to install new apps and annual product updates. You really do need to check out or test drive one for yourself.

The roll out of the complete line of Next Gen excavators continues with the 336 & 336 GC models now released, and we will see the 330 & 330 GC early in 2019”, Glen recently told Plus.



# CAT BLOOD FROM

**Montdami was first established in 1976, formed by its previous managing director, Angelo D’Amico (Senior) and the late Peter Montanaro.**

It all started with a vision and Peter and Angelo taking the plunge acquiring their first earthmoving machine, a Cat 955 track loader. A major step forward for the business was winning their first project, a 30 unit residential subdivision. Their first office was opened in Bayswater, before it was moved to Carrum Downs and subsequently the current headquarters at Dandenong South.

In 2009, Montdami welcomed the next generation of the D’Amico family, Directors Angelo junior and Sam, into the business.

Sam is Angelo’s oldest son and joined the family business full time after finishing his degree in December 2007. Before obtaining his honours degree in engineering from the University of Melbourne Sam had been working for Montdami part time for 8 years.

Angelo Junior is an accredited civil engineer, graduating from Swinburne University. Prior to this Angelo has been working at Montdami since 2001 and has been actively involved in the operations of the business for the last 8 years.

As boys growing up during a time where their father was aggressively growing the business and buying plant and equipment on an increasingly regular basis, both Sam and Ang Jnr were regular visitors to Clayton looking over new machines, or on job sites with their Dad – when you hear the term, “the business was in their blood’ it could never be more appropriate than when describing Sam and Ang Jnr.

# A YOUNG AGE



**The arrival in the first quarter of 2018 of the Next Generation of Cat excavators contained commentary surrounding the fact that this launch was the most significant for Caterpillar in 25 years, since the 1992 launch of the Cat 320, 325 and 330 models.**

Back in 1992, Ang Jnr, then about 7 years old, was sent home after one Clayton visit with a mounted poster of the “All New 325 – A New Direction On A Proven Path” (pictured), which still hangs on his old bedroom wall today.

How appropriate that this second generation are now making their own purchase decisions, and have secured one of the first Cat 320GC machines to be delivered in Australia.

## MONTDAMI ADD A SECOND CAT 320GC

**Plus recently caught up with Montdami Director and Operations Manager, Angelo D’Amico, who was happy to share his thoughts on the company’s two new Cat 320GC Next Generation hydraulic excavators.**

“We are primarily involved in infrastructure projects and subdivisional land development, including industrial and commercial but primarily residential projects.

Some of the biggest challenges in having a large fleet of equipment is down time for servicing. Cat’s Product Link data gives us plenty of lead time when major services are required, so we find that we’ve eliminated a lot of down time. The differences that we have noticed between the 320GC and our previous D Series models are the savings due to improved fuel efficiency, operator comfort and safety, particularly in relation to increased visibility, and increased power. They are all major factors for us.

As a result, this machine can be applied to trenching and drainage applications, and can be used for detailed excavations or bulk excavations - we find these machines quite versatile amongst these different applications. One of the safety features we really like with this model are the reverse cameras on the back, just increasing the operator’s awareness of their surrounding environment.

Feedback from our operators has been fantastic about the 320GC, particularly comfort levels and the power of the machine - even simple things like reading the oil levels from ground level. You definitely feel a lot safer in that environment.

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**I think reliability is absolutely paramount in what we do. We haven’t had even a minor mechanical malfunction, and maintenance is nice and easy. In my opinion, you are going to see good advantages very quickly - you are going to have increased operator comfort, you’ll save on fuel and we love the enhanced safety of the machine.**

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We have had a lot of success in the past with the previous generation of D Series Cat Excavators. Judging from the results we are having now from the two 320GC’s already in our plant we intend on buying future Cat NextGen models once they have been released, which will add to our capabilities in construction.

We’ve chosen Cat because of our really long term relationship with William Adams. They have dealt with my family for in excess of 40 years. We’ve got a good, strong, healthy relationship with William Adams”.



# WELCOME TO A QUANTUM LEAP IN CAT EXCAVATOR DEVELOPMENT

Designed for you, these revolutionary excavators will totally transform your job sites by providing more model options, more standard technologies and more price points - delivering lower cost of acquisition and fuel burn, higher levels of productivity and unrivalled performance in the toughest applications.

Caterpillar has completed the first ground up redesign of its hydraulic excavators in 25 years. The new Cat 320 GC, 320 and 323 were built on input from over 1,000 customers globally.

The Cat® Excavators are built on a common platform. This streamlined manufacturing process help improve parts availability and each platform is designed and manufactured to be updated easily with tomorrow's new developments.

## RAISING THE STANDARD

We understand that maximising productivity whilst minimizing cost is vital. It's why every model in our game-changing new range includes a host of standard features that enhance comfort, increase connectivity and drive efficiency at every turn.

## CAT® LINK™

This intelligent feature makes it easy to improve your productivity and lower your costs by providing real-time access to machine information. Track asset location, hours, fuel usage, idle time and more.

## TOUCHSCREEN MONITOR

Easy to reach from the seat, the high-resolution 10" touchscreen monitor provides access to most machine settings.

## CUSTOMISABLE JOYSTICKS

Use the touchscreen monitor to customise joystick pattern and response to match operator preference. All preferences are saved with the operator ID and restored at login.

## KEYLESS PUSH START

Designed to increased security, the keyless push-button engine start uses operator ID to limit and track machine access. Machine start up and operator identification through Passcode, Bluetooth Key and Mobile Phone App (Android & iOS)

## THINK YOU KNOW SAFETY? THINK AGAIN

Product development teams at Caterpillar strive to incorporate features and technologies into our designs to reduce safety risks.

**TO AVOID COLLISIONS, ELECTROCUTION AND INTERFERENCE WITH OTHER OBJECTS**, we made E-fence technology standard on the Cat 320 and 323. It allows the operator to set up to five electronic boundaries around a machine.

### E-WALL SWING –

Prevents a machine from swinging into side obstacles such as traffic or other equipment.

### E-WALL FORWARD –

Stops the excavator from running into obstacles in front of the machine.

### E-WALL CAB –

Prohibits contact between the cab and a work tool.

### E-WALL CEILING –

Keeps the boom and stick from contacting overhead obstacles such as power lines.

### E-WALL FLOOR –

Sets an automatic depth boundary, so cables, utilities and other underground hazards can be avoided.





# GOUGHS LAUNCH NEXTGEN EXCAVATORS WHAT A BACKDROP.....

Our Winter edition of Plus included images of the Australian launch of the Cat 320 and 323 Next Generation Excavators by William Adams held at Riva in St Kilda, in February.

New Zealand Cat dealer Goughs followed in mid-May with their launch held outside Queenstown in New Zealand.

Goughs catered for over 100 customers, generated ten orders, and arguably orchestrated a superior backdrop to our Port Phillip Bay launch with the snow-capped Remakables ski fields in the background.

Well done to the team at Goughs, and to William Adams' own John Merlo, who responded to Goughs call for assistance by attending their launch and in field demonstration days.

# TRANSFORMING A PIECE OF VICTORIAN HISTORY

In a ground breaking new project, Cave Hill Quarry, Lilydale will be transformed in one of the most spectacular development opportunities ever to be seen in Melbourne. The Kinley vision is set to become Melbourne's newest Eastern suburb, encapsulating a series of well connected neighbourhoods – including a village centre with specialty shops, cafes and public spaces. Every home will enjoy easy access to leafy streets, green parkland and a network of walking and cycling trails.

## Looking back at where it all began

Established in 1878 by prominent businessman and father of Dame Nellie Melba, David Mitchell, the Cave Hill Quarry site was one of the primary sources of limestone in Victoria. The site consisted of a quarry pit, limestone processing area and farmland, including dairy and bacon factories and the silage store. David Mitchell was known for being innovative and entrepreneurial and as such, the heritage listed tunnel within the quarry is believed to be the most extensive battery of pot kilns in Victoria and also home to one of the earliest continuous mixed-feed vertical shaft kilns in Australia.

In addition to the Cave Hill site, David Mitchell also built many of Melbourne's landmark buildings including the World-Heritage listed Royal Exhibition Building. With a rich and vibrant history, there is no doubt that the Mitchell family was prominent in shaping Melbourne's early history and culture.

The Mitchell family sold the quarry in 2002, and in 2015 the quarry ceased operations entirely. The site was purchased by a consortium that is undertaking the joint venture redevelopment and the Kinley vision was born. Bayport is part of the joint venture development and the company's Managing Director, Richard Torossi, explained that, "In keeping with the history of the site, the redevelopment will endeavour to restore and revive the site's heritage."

## From the ground up

The size of the project is enormous – the largest single urban-infill site in Australia. The quarry itself is large enough to house the Melbourne Cricket Ground and that alone makes up less than one-sixth the development area. The scope and size of the redevelopment is certainly not a small undertaking and filling the 125-metre-deep, 9-million cubic-metre hole is not without challenges. Water seepage at the bottom of the quarry is significant and requires a heavy-duty pump to operate 24 hours a day, seven days a week, pumping 1.8 million litres of ground water per day.







▲ Bayport Managing Director, Richard Torossi, and daughter Jasmine, were quick to look over the new 390F L on delivery day

The engineering methodology for filling the hole involves placing the material in certain layers combined with detailed geotechnical testing, to make sure each layer is compacted and able to provide a strong foundation for future housing and facilities. The hole will be filled with native overburden material and the filling process is expected to take approximately seven years.

### **Bring in the big trucks**

The quarry is a flurry of activity, with big yellow trucks transporting what is likely to total 400,000 truckloads, carrying 20 million tonnes of fill over the course of the next seven years. Caterpillar was selected as the best choice for this demanding application due to their superior performance and technology driven equipment management. In fact, Bayport has enjoyed a longstanding relationship with William Adams.

Richard explained that this relationship with Caterpillar started back in the late 1960's with his father, Mario, and uncle, Wally. "William Adams has always provided the right equipment for the specific task at hand.

There are about 30 pieces of predominantly Cat equipment on the Cave Hill site alone including seven large Cat 773 50 tonne dump trucks carrying material from the top through to the bottom of the quarry."

Photo Credit: Rachel Dere Photography

## ► NEW EQUIPMENT - GCI

The largest of all machines onsite is the Caterpillar 390F L Hydraulic Excavator. One of two 390's on site, this machine helps to keep production numbers up and reduces owning and operating costs while providing all the power, fuel efficiency, and reliability to maximise productivity. Used in conjunction with the new fuel-efficient Cat 773 G trucks, haul material can be loaded at a lower cost per tonne.

The latest addition to the Cat fleet at Cave Hill is the D8T Dozer. The D8T joins the latest Cat 982M Series Wheel Loader, two 825K Compactors, and two Cat 19 tonne vibratory rollers - a CP76 padfoot and a smooth drum CS78 are also used at the site to provide superior compaction as each

layer of the quarry is filled to a specified density. These compactors have a GPS record for ease of operation, helping operators to distinguish between areas that have been compacted and those that still require attention.

### **A new lease on life**

It would be hard to find a site that comes close to Cave Hill's rich 140-year history. Throughout its lifetime, it has provided limestone for landmark Victorian infrastructure projects, farming products for government and households alike and was also home to one of Australia's most famous opera singers.

As the site now enters another new and exciting era, its past will not be forgotten but preserved, respected and celebrated. Once complete, the 163-hectare site will be home to thousands of Victorians with a 4000-lot subdivision, commercial centres, retail, cafes and a proposed train station. Once again, life will go on at Cave Hill as the Kinley era begins.

***"The reliability and performance of the Caterpillar equipment makes it the perfect choice to successfully transform this site from a once proud industrial site to a new and exciting residential development," said Richard.***

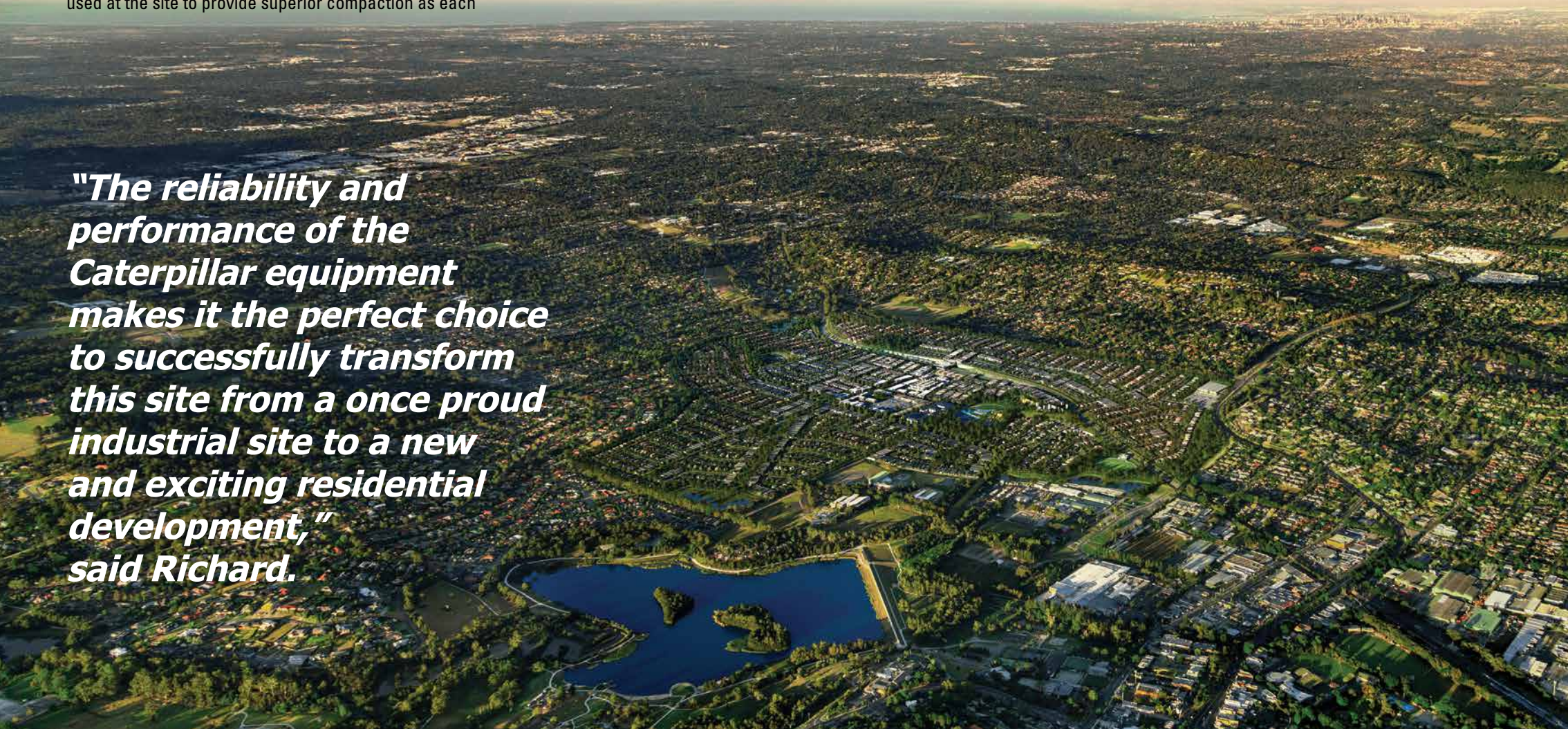




Photo Credit: Rachel Dere Photography

◀ An aerial view looking over Lilydale lake in 2030!!

## TOMMY ESTCOURT MARKS 3RD GENERATION

Tommy Estcourt is a 3<sup>rd</sup> Generation Cat owner who like many of our customers has operated machines as long he can remember. It was only a couple of years ago when Tommy upgraded his old 312C and teamed up with William Adams by purchasing a used 312E for a Lend Lease subdivision job and channel work near Echuca.

Since then Tommy has purchased 7 more machines and is known for having the latest technology and good operators. His ability to work hard and meet deadlines has landed him on many of the state's major infrastructure projects including Peninsula Link, Mernda Rail, Melton Rail, Chandler Highway, Thompson's Road and Skyrail projects, to mention a few.

"If you have good machines and good operators who can get the job done, combined with market leading technology you'll always have work, but you've got to run a good fleet to keep good operators and be willing to work all night with them if that's what it takes to get the job done", says Tommy.

Tommy has grown up with Caterpillar machinery so it's no surprise that he bleeds yellow, but it's the parts and service support that make the difference and keeps him as a loyal customer. Tommy will continue to run his machines on the current sections of rail upgrade and is another contractor ear marked to send his Tier 4 Final Caterpillar machines into the Melbourne Metro Tunnel project.



▶ WORK TOOLS

# THERE'S A CAT WORK TOOL FOR THAT

Innovative Caterpillar owner Chris Allchin from Allchin Agriculture has recently purchased a Cat Bale Spear for his Cat 216B Skid Steer Loader.

Images show the bale spear demounted from the machine, the other showing the bale spear in operation.

Chris is delighted with the ease of use and the performance of the Cat bale spear, handling round bales and silage on his farm, which is located on the banks of the Tamar River, north of Launceston.

Brief specs of the 475-6074 bale spear are as follows:

- 1285 mm overall carriage width
- 990 mm long main spear.

The Cat bale spear attaches to the 216B by using the machines' quick coupler.



▶ BCP

# TRADIE PACK

One of the more picturesque shots of our team delivering a new Cat 301.7D Tradie Pack, snapped overlooking Lakes Entrance on a "typical East Gippsland winter morning!"

Stuey Bell putting his new Ford Ranger to work.



## AUSWIDE INVEST IN A PAIR

**Auswide Plumbing & Maintenance are loyal Geelong based Cat supporters, owned by Simon and Kellyanne Sheehan.**

Following a decade of civil construction and civil earthworks experience in Western Australia's mining industry, where Auswide built a strong reputation for quality, Simon has returned to his hometown of Geelong and invested in two new Cat machines to complement his growing Cat fleet, a 246D and a 305 E2.

Auswide now provide professional civil services for a wide range of projects including housing sub divisions, commercial warehouse sites and roadside drainage installations, as well as comprehensive wet and dry hire of a large range of earthmoving plant and equipment.



▶ Simon pictured with two members of his Auswide team celebrating the delivery of the company's new Cat 305E2 with Tilting hitch and suite of buckets.

# HARCOURTS INVEST IN HORSHAM GROWTH



Pictured are Mark (left, Principal) & Matt Clyne (Property Management & Sales Support) of Harcourts Horsham alongside their new Cat 259D Multi Terrain Loader, fitted with a Cat BB124 Box Blade.

This machine will be assisting in subdivision and landscaping levelling work for the company's real-estate business.

Cat® Box Blades are designed for grading and leveling of large commercial properties, housing pads, roadways and parking lots. Two models are available, a 2.1 metre or a 2.4 metre width, and are designed to operate both manually and automatically with the use of Laser or GPS grading systems.

## Dual Laser with Standard Fixed Masts:

Dual slope control or slope and elevation control providing high levels of accuracy for flat, slope work and finished grading.

## Single or Dual 3D GPS:

GPS systems can be integrated with other machines on the job site and provide full grading capability. Line of sight to the sky is required for functionality of GPS systems.

## VERSATILE, AND EQUIPPED FOR ALL CONDITIONS

Kingfisher Environmental Services provide an important service to the Geelong and districts areas.

Matt Lamana, pictured taking delivery of his new 305E2, concentrates on vegetation management in an ecologically sensitive manner. If it's small or large scale weed control, re vegetation or waterway and land rehabilitation solutions, Matt and his new 305E are the team to call.

**To complement the versatility and productivity of his new 305, Matt ordered the machine with a five finger mechanical grab.**

It's sometimes a very hot and dusty environment to work in, but Matt can operating in comfort with standard 50 degree ambient cooling system and the CAT Comfort Cabin, standard on the Cat 305E2.



# MORE CAT EXCAVATORS IN THE TASMANIAN BUSH



**As most of our Plus readers know there are already many Caterpillar Excavators and Purpose Built Cat Forestry Machines going to work each day in Tasmanian and Victorian forests. In Tasmania recently, two New Cat 330FL's joined this large group of hard working Caterpillar bush machines.**

The first one was delivered in June 2018 to Les Walkden Enterprises Pty Ltd (owner Les Walkden). This Cat 330FL is pictured working near Dee Lagoon in Tasmania's central highlands.

The next Cat 330FL was delivered in July 2018 to Taslog Pty Ltd (owner Scott Arnold). This 330FL is pictured working near Mount Barrow in N/E Tas.

Both of these forestry operations are supplying timber to Sustainable Timber Tasmania.

The Cat 330FL is an ideal size for this type of forestry log loading work with an approximate operating weight of 32 tonnes and a powerful Cat C7.1 ACERT Tier 4 Final Engine rated @ 175 kW Net Power. The 330FL is powerful, smooth and economical. The machines are both equipped with Cat Reach Booms, R3.2 metre plated sticks, extensive forestry guards and William Adams Talon Log Grabs that are manufactured with pride at our Burnie Branch fabrication shop.

Les Walkden Enterprises & Taslog are both very happy with their new Cat 330FL's and they are looking forward to many years of productive and reliable operation.

# CAT FORESTRY BUSINESS SALE WON'T EFFECT WILLIAM ADAMS' CUSTOMERS



**A DECISION BY CATERPILLAR TO SELL THE SPECIALISED FORESTRY EQUIPMENT PART OF ITS BUSINESS WON'T HAVE ANY MATERIAL EFFECT ON WILLIAM ADAMS' CUSTOMERS, SAYS RYAN O'DOHERTY, GENERAL MANAGER, SALES, FOR WILLIAM ADAMS.**

Caterpillar announced in September it has entered into a preliminary agreement with Weiler Inc to sell the Cat purpose - built forestry business, except for forestry excavators. The sale is subject to negotiation of a final agreement but is expected to be concluded by early 2019.

O'Doherty says William Adams remains strongly committed to supporting its forestry customers and the forest industry. Caterpillar will continue to provide forestry excavators designed for log loading, processing and other forestry applications, in addition to supplying core Caterpillar equipment to the forestry industry.

"The sale of the purpose – built forestry business enables Caterpillar and Weiler to serve the complete forestry industry, while William Adams will continue to provide customers with the same outstanding sales and service support they've come to expect", says Ryan O'Doherty.

**The proposed sale includes the purpose – built forestry product line consisting of wheel skidders, track feller bunchers, wheel feller bunchers, knuckleboom loaders and related operational facilities, including the manufacturing plant and warehouse in LaGrange, Georgia, the demonstration and training centre in Auburn, Alabama and the legacy Prentice parts distribution centre in Smithfield, North Carolina.**

Founded in 2000, Weiler has a long – standing history of successfully manufacturing purpose – built equipment distributed through the Cat dealer network and currently produces an extensive portfolio of products, such as paving machines.

Ryan says "Weiler has a proven track record of working with Cat dealers like William Adams all over the world to respond rapidly to customers with specialised product needs. We are confident this provides the foundation to successfully serve our customers in the purpose – built forestry segment".

Pat Weiler, owner and founder of Weiler Inc., says, "We believe that the purpose – built forestry product line is the ideal addition to our current portfolio. We are confident that our existing line-up, our flexible manufacturing systems and our unrivalled customer focus will differentiate us within the forestry segment".

Weiler anticipates retaining the approximately 270 employees supporting the business, adding to the nearly 500 currently employed at its Knoxville, Iowa corporate office and manufacturing facility.

"Utilising the capabilities of LaGrange and Knoxville facilities, we have plans in place to expand the existing product line to further meet customer demand", adds Mr Weiler.



## FIRST CAT 538 LL FM FOR TASMANIAN FORESTS

**IN SEPTEMBER 2018 TASMANIAN LOGGING AND TRANSPORT CONTRACTOR ORANA ENTERPRISES (OWNED BY ROBERT & DWAYNE KERRISON) PUT TO WORK THEIR 14TH CATERPILLAR FOREST MACHINE (FM). THEIR LATEST FM IS A NEW CAT 538 LL (LOG LOADER) AND IT IS ALSO THE FIRST 538 FM TO BE DELIVERED IN TASMANIA.**

Orana's new Cat 538 LL FM is designed and equipped for the demanding task of log loading. The 538 LL has an approximate operating weight of 32 tonnes and its Cat C7.1 ACERT Tier 4 Final engine delivers 122 kW of rated power. Configured specifically for log loader forestry operations the extensive list of standard features on this machine include a certified forestry cabin with a 48" cab riser, heavy duty high & wide undercarriage with 600 mm double bar grousers, under / under log loader boom, stick and heeling rack equipped with a Randall's rotating grapple.

Robert Kerrison has been very happy with the outstanding performance and reliability of his 14 Caterpillar FM's and he is looking forward to more of the same from his new Cat 538 LL FM.

Plus thank Robert & Dwayne Kerrison for their continuing commitment to Caterpillar FM's and we wish them all the best for the future.



▲ The New Cat 538 LL FM is pictured working in a forest off Oonah Road not far from Highclere in north west Tasmania.







# NEW 545D FOR SKM

**SKM Contracting based in Gippsland are the proud owners of a new Cat 545D grapple skidder, pictured here with a 326DL and 336D prior to starting this year's logging season.**

Plus thanks Kathy and Simon McConachy for their continued support. This machine is working for Vic Forests harvesting native forest "re-growth" which is a renewable and sustainable industry supporting thousands of families throughout regional Victoria.

## BOSS LOGGING UPDATES WITH CAT

Matt Van Dam of Bairnsdale (Vic) based Boss Logging, recently took delivery of his first new Cat 330FL. The new machine pictured on delivery day with Matt and operator Cameron, is equipped with a locally produced HFPA log grab and SAMBA forestry guarding package.



# CAT SKIDDERS SET INDUSTRY STANDARD FOR PRODUCTION, PERFORMANCE AND RELIABILITY

**BUILDING ON MORE THAN 40 YEARS OF EXPERIENCE** designing and manufacturing industry-leading skidders, Cat D Series Wheel Skidders deliver greater productivity at lower operating costs. The rock steady machines enable your operators to haul more wood to landings faster with industry leading comfort. Not only are cycle times faster, easy access to service points helps keep uptime high.



## 525D, 535D, 545D, 555D

<b>Gross Power:</b>	151Kw to 205Kw
<b>Grapple Capacity:</b>	14.4 sq ft <sup>2</sup> – 23.8 sq ft <sup>2</sup>
<b>Wheelbase:</b>	5670mm – 6340mm
<b>Weight–Dual Function:</b>	20,550kgs – 21,560kgs

Advanced hydraulics speed cycle times and deliver greater lifting capacity.

D Series skidders run cool and quiet while the enclosed hood and compartmentalisation prevent debris from collecting inside the machines.

More gears in the working range and a lock-up torque converter transmission maximise ground speed and pulling power.

Tilting cab and easy-access service points cut daily maintenance and servicing time.

Grapple Tongs provide increased capacity of up to 9.5% and greater tip-to-tip opening of up to 14.2% for greater efficiency and productivity.

All models can be equipped with a logging winch for increased versatility when the ability to do both grapple and cable skidding is required.

### Key customer value delivered by HRS cab includes:

- The HRS cab offers a full 100° of seat rotation and features the Cat ARM seat suspension. This semi-active suspension is a revolutionary development in seat suspension technology. “Semi-active” means that the suspension can adjust the rate of damping in real time to respond to changing ground conditions.
- Improved ergonomics and efficiency with the ability to rotate the seat when picking up multiple bunches, working around the deck and backing down long skid trails.
- Electronic seat release / lock and well balanced seat allows easy rotation, even in uneven ground increasing utilisation.

- Ride quality of the integrated Cat ARM seat suspension combined with the 4 point seat belt and joystick steering provides best in class ride reducing operator fatigue.
- Enhanced monitor display provides clean and clear digital gauges and intuitive features to help operator monitor machine systems.
- The park brake is utilised to hold the machine during seat rotation and features an automatic release once the operator commands a direction improving safety.



## CAT RENTAL STORE FLEET UPDATE

**And the new equipment just continues to roll on in..... our Cat Rental Store customers have been delighted with the new additions to our fleet with some of our latest deliveries being pictured above - a D6T LGP Dozer and a 432F2 Backhoe Loader.**

Other recent additions to the fleet include our latest NextGen 320 and 323 hydraulic excavators, and larger NextGen units due early in the New Year up to 50 tonnes operating weight. Compact Track Loaders, Articulated Dump Trucks including 730 C2 series tippers and ejectors, Track Type Tractors including D5, D6 and D8 models, and new M Series Motor Graders form part of one of the largest fleet investments for Cat Rental in many years.

This fleet upgrade represents a capital investment of around \$18 million, comprising of some sixty units.

At the William Adams Cat Rental Store we are committed to providing our customers the best quality, most up to date and efficient equipment possible.

# HAINING FARM HABITAT RESTORATION PROJECT

## STATE PLANT HIRE AND STATEWIDE RIVER AND STREAM MANAGEMENT

**Cat Rental enjoyed the opportunity to work again with Peter Higgins and his team at State Plant Hire and its sister company Statewide River and Stream Management, who are one of Victoria's most experienced soil erosion specialists.**

State Plant Hire & Statewide River and Stream Management with its 25 years of industry experience were asked by Greening Australia to construct nine tiered wetland habitat cells, which will facilitate growth of vegetation and provide a habitat for two critically endangered state emblems; the "Helmeted Honeyeater" and the "Lowland Lead Beaters Possum"

The Helmeted Honeyeater is doing so well within the existing Yellingbo Nature Conservation Reserve that they are quickly running out of space, and will desperately need a new home by the time the vegetation is established at Haining Farm. The Lead Beaters Possum is not doing so well and providing some additional high-quality habitat may make all the difference to the survival of this species.

Peter's scope was to recreate a suitable habitat for the Helmeted Honeyeater and the Lowland Leadbeater's Possum. It is hoped that Helmeted Honeyeaters could be released at Haining Farm within 5-10 years. In the meantime, the site will also provide habitat for a number of other native species, as well as a beautiful place for people to visit.

Haining Farm is located between Launching Place and Yarra Junction in the beautiful Yarra Valley just over an hour east of Melbourne.

River and stream rehabilitation projects are a major focus for Peter's company, together with Statewide River and Stream Pty Ltd. They have successfully completed over 1,000 waterway rehabilitation contracts for both local and state government departments, all of which have been completed on time and within budget. These projects have earned them the reputation as leaders within their industry.

Works at Haining Farm are almost complete with the construction of the wetland. State Plant Hire began earthworks in early May with the assistance of a wide range of Caterpillar equipment, and work will continue into the Spring.

**Peter Higgins and his team actively promote and encourage environmental awareness and pride themselves on their involvement in many waterway rehabilitation projects throughout Victoria.**

Peter and his team are valued customers of both William Adams and Cat Rental and we wish them all the best on the completion of this wonderful project.



# LOOKING FOR WAYS TO CONTROL COSTS? FINANCIAL SOLUTIONS CAN ENABLE EFFICIENCY GAINS



When customers look for ways to control costs, improving efficiency is a typical first step. And one of the primary places they seek these efficiency gains is through the performance of their equipment. How can they better train operators to ensure they are working as productively as possible? How can they improve site conditions that may be impacting cycle times? Should they consider newer machines that have the latest efficiency updates?

One thing they may not consider is how financial solutions play a role in making these cost-control and efficiency improvements a reality. The experts at Cat Financial, a captive lender of equipment manufacturer Caterpillar, offer four things to consider:

## **1. Consider machine replacement options.**

While new equipment may be more efficient, sometimes it's not realistic to purchase new machines. Rebuilding equipment maximizes the value of a purchase that has already been made, incorporates efficiency improvements and improves availability — at a lower cost. And financing or deferring payments for rebuilds can make it even more cost-effective. Another option is to purchase used equipment or lease newer machines — both options that can improve efficiency without the significant capital investment of a new piece of equipment.

## **2. Invest in technology.**

While spending money to acquire technology may seem counter-intuitive, it can pay for itself very quickly. In fact, Caterpillar reports that many of its technologies can deliver a return on investment in less than a year. Technologies make it possible for customers to optimize every aspect of their operations. To help customers take advantage of the efficiency gains technology can deliver, Cat Financial offers assistance. The lender can bundle financing for equipment and technology purchased together.

## **3. Consider credit.**

For companies looking to improve cash flow, Cat Financial suggests setting up a revolving line of credit.

## **4. Work with your lender.**

If companies need additional help to improve cash flow, Cat Financial, for example, will work with customers to modify existing contracts, including “skip” payments, to align debt service with an operation's cash flow. That flexibility extends to new machines as well. Sometimes it may take several months before new equipment is up and running on site and lenders may defer payments during that time. Working capital loans are also an option for customers looking to inject cash into their operations.

## **LEARN MORE ABOUT CAT FINANCIAL**

As part of the Caterpillar family, Cat Financial shares a commitment to supporting the industries we serve with capabilities to offer everything from leasing and general financing to project and structured financing, as well as equipment protection plans and extended service coverage. The organisation has industry expertise with a presence in every region and market.

## **For more information contact our Caterpillar Financial Territory Managers ;**

Martin Shacklock , Victoria 0408 084 443  
(Martin.shacklock@cat.com)

David Selleck, Tasmania 0419 368 431  
(David.Selleck@cat.com)

# CAT CELEBRATE 5,000TH 793 TRUCK

**“THE 793 MINING TRUCK IS THE CORE OF CAT SURFACE MINING VEHICLES,” JEAN SAVAGE, CATERPILLAR VICE PRESIDENT WITH RESPONSIBILITY FOR THE SURFACE MINING & TECHNOLOGY DIVISION, SAID DURING A CEREMONY AT THE DECATUR, ILLINOIS, USA MANUFACTURING FACILITY. “THE 793 HAS BEEN AN INTEGRAL PART OF MAKING CATERPILLAR THE LEADING SUPPLIER OF SURFACE MINING EQUIPMENT. I THANK THE ASSEMBLY TEAM AS WELL AS THOSE WHO DEVELOPED THE TRUCK AND THOSE WHO SUPPORT THE TRUCKS WORKING IN MINES AROUND THE WORLD.”**

“The success of the 793 supports our belief that it is the most productive and cost-effective mining truck in a wide range of applications,” said Sudhanshu Singh, global product manager, large mining trucks. “The 793’s success is a direct result of collaboration with customers, Cat dealers and cross functional teams within the Caterpillar organisation—who have worked to optimise the performance of Cat trucks in a wide range of applications. Our very first 793 truck, placed in service 27 years ago, is still in service delivering best-in-class cost per tonne.”

The 5000th 793 truck will be delivered to a mining customer in Australia. The largest populations of 793s are operating in Australia, North America and South America where the trucks work to mine iron ore, copper, coal, gold and other minerals.

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**The 793 has built a strong reputation for durability. One of the longest-running 793s was built in 1992 and has accumulated 173,000 operating hours—nearly 20 years equivalent— as it works in a mine in the United States.**

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The most recent generation, the 793F, has been the truck of choice for autonomous operation. More than 100 793F trucks are now operating via Command for Hauling, the Cat autonomous truck operations system, which is a part of Cat MineStar™. Most of the autonomous trucks are operating in iron ore mines in Western Australia, though Cat autonomous truck fleets are growing in South America and North America.

Interest in autonomous haulage continues to grow, because Cat autonomous trucks have delivered productivity increases of more than 20 percent while improving safety and reducing costs. Cat autonomous trucks have hauled more than 700 million tonnes since the first such trucks started working about four years ago.

## REVOLUTIONISING PRODUCT DEVELOPMENT WITH A VIRTUAL MINE SITE

Cat® Command for Hauling, the autonomous haulage system that Caterpillar developed in partnership with several of its largest mining customers, has been successfully deployed for over five years. In that time, the system has safely moved more than 700 million tonnes of ore, helping mines improve productivity by more than 20% and cutting the frequency of potentially dangerous safety incidents in half.

**Behind the success of this game-changing system is a mine site that has been using Command since before its official launch.**

Operated by Caterpillar, the mine site runs 24 hours a day, providing insight from more than 350 pieces of equipment covering over 25 square miles. Yet it hasn’t produced a single ton of ore. That’s because the mine site is completely virtual, running on a high-performance computing server on Caterpillar’s Mossville, Illinois campus.

From the mine site’s central command centre, the movements of 100 autonomous large mining trucks and over 250 auxiliary vehicles and machines are orchestrated by one or two MineStar controllers. The controllers, with six LCD monitors at their fingertips, see and manage everything on the site. They set up daily production goals, send selected machines and crushers for maintenance, and assign autonomous trucks to the shop to address diagnostics—taking the system through the same scenarios that our customers face.

Caterpillar’s virtual mine site provides development teams with immediate feedback on system performance to validate new software releases and mitigate customer disruptions. The platform provides competitive differentiation in autonomous systems integration and testing to develop leading site solutions for our customers.

# WOULD YOU MIND RUNNING A FEW TRUCK BODIES DOWN THE WEST COAST?

**When Grange Resources elected to update their haul fleet at their Savage River Mine on Tasmania's West Coast, they chose Cat 789D trucks, and Elphinstone - manufactured bodies.**

Manufactured at the Elphinstone facility in Burnie, the trays then had to navigate the 110kms into Savage River, the last 40 kms from the Ridgley Highway via Waratah and Luina, a very tight, tricky piece of highway for a body weighing 27 tonne and measuring 7778mm (wide) x 3500 (high) x 12,317mm (length). The body capacity is rated at 131m<sup>3</sup>.

Josh Fagan, of Fagan Heavy Haulage was entrusted with the responsibility of delivering the bodies from Burnie to site, and all went without a hitch.



▲ Going Down the White Hill to Luina



▲ Safely on site, and mounted to the 789D chassis.



▲ Coming into Waratah



# CAT R1700 IMPRESSES

**In May 2018 our own Chris Munday was asked to assist Caterpillar Underground with a machine demonstration for the release of the new Cat R1700 U/G LHD.**

There were approximately one hundred dealers and customers from around the world present at the Burnie Proving Grounds in Tasmania.

Cat provided two days of conferencing and presentations on the all new R1700 features and concluded with a site visit to the proving ground where two live demonstrations were conducted - each demo ran for approximately 45 minutes showcasing the machine digging in different types of rock and then truck loading an AD45B and an AD22.

Chris said “We then demonstrated the Caterpillar Line Of Sight Remote Controls (LOS) which included the new return to dig function and the auto dig function - the machine is

actually operating the boom and bucket functions itself whilst I was keeping the machine motion forward with the left hand control stick”.

“I must say I was a bit sceptical about the auto dig at the start but this machine has the ability to out dig the best operators – it’s very impressive”.

Chris’ underground skills are well recognised, and in his opinion the R1700 would have to be the best performing underground machine that Caterpillar has ever released, representing a totally new experience from the well-respected R1700G. “The all new R1700 is very aggressive in the pile – the penetration is second to none, and with the machine now equipped with traction control it manages wheel spin which will assist immensely with tyre wear, even for very experienced operators”.

The improved breakout forces and lift with both bucket and boom has improved the bucket fill times and the ability to fill

the bucket. “The operation of the machine is so smooth and it is so quiet in the cab at times I had to question if the engine was still running”!

The “Line of Sight” remotes have come a long way – light, comfortable and smooth to operate in every way. Walking around the R1700 it is very clear the focus has been on safety and making it easy for the operator to perform a walk around pre-start inspection on the machine; all service points are either sight glass or a dipstick which can be reached from ground level – no longer is there a need to even climb one step to reach the engine oil dipstick.

“I was very impressed with the machine performance whether in the seat or when utilising the line of sight remote operation and I look forward to having more time on the machine in the future. Caterpillar have done a fantastic job in designing this machine and bringing it into production”, said Chris.



# CAT R2900'S KEY FOR VICTORIA'S LARGEST GOLD PRODUCER



The Fosterville Mine is a high-grade, low cost underground gold mine, located 20km from Bendigo and features growing gold production at increasingly high grades, as well as extensive in-mine and district scale exploration potential. Fosterville commenced operation in 2005 and, during its initial years, produced gold from near-surface, low-grade mineralisation.

A major inflection point was achieved in 2015 with the discovery of the Eagle zone, containing high-grade visible-gold bearing mineralisation; results of additional exploration progress early in 2017 more than doubled underground reserves to 1.03 million ounces (1,790,000 tonnes).

With continued exploration success over the remainder of 2017, an additional Mineral Reserve and Mineral Resource estimate was released as at December 31, 2017, with Mineral Reserves increasing another 65% from the June 30, 2017 estimate to 1.70 million ounces (2,290,000 tonnes) at an average grade of 23.1 g/t Au.

Kirkland Lake Gold acquired the Fosterville Gold Mine on November 30, 2016.

Fosterville's ore is processed at the mines +830,000 tonnes per year mill.

## OPERATING DATA

Empty	2017	2016	2015
Gold produced (oz)	263,845	151,755	123,095
Ore processed (t)	547,476	693,066	703,787
Gold grade (g/t)	15.8	7.55	6.11
Recovery (%)	95.0	90.1	88.5

## MINING METHOD & PROCESSING

Mining activities at Fosterville are currently focused on the Central, Phoenix and Harrier underground ore zones. Underground mining is conducted using a conventional fleet including jumbos, production drills, loaders, trucks and ancillary equipment. Open Cut mining (when required) is conducted using a conventional fleet including excavators and trucks with the mining fleet and workforce being contract.

Caterpillar products are well represented on site, from surface and support equipment (predominantly motor graders and wheel loaders) to underground mining trucks and LHD (Load/Haul/Dump) loaders, primarily Cat R2900's.

**The latest addition to the Fosterville fleet was delivered in early July, 2018, and will never look better !! This G Series machine will form a fleet of six Cat R2900's working on site at Fosterville.**

The latest G Series went to work at a depth of some 800 metres beneath the surface, and will rarely see the light of day, working on a rotating day / night shift, for approximately 16 hours per day, with the majority of service and maintenance requirements also being carried out underground.

# ELPHINSTONE DISPATCHES FIRST WR810 UNDERGROUND SCISSOR LIFTS TO ARGENTINA

**ELPHINSTONE UNDERGROUND SUPPORT VEHICLES IN TASMANIA'S NORTH WEST DESIGNED AND BUILT THE WR810 ARTICULATED SCISSOR LIFT TO PROVIDE A SAFE, RELIABLE AND FIT FOR PURPOSE SUPPORT SOLUTION FOR THE UNDERGROUND MINING INDUSTRY.**

Utilising majority Caterpillar components, Elphinstone Underground Support Vehicles are sold and serviced by the global Cat dealer network, providing unparalleled aftersales support and parts availability throughout the world. The WR810 Scissor Lift plays an integral role in the sites maintenance and development fleet, ensuring tasks are actioned in a safe and controlled manner with optimal efficiency. The machines are capable of lifting five (5) tonnes, levelled, on a 15 percent grade.

Four of the scissor lifts will be shipped to South America and are expected to be on the ground by December 2018.

#### **Hinged Front Grill**

Allows easy access to windscreen washer bottle, radiator and coolant tank.

#### **Common Front Frame**

The WR810 is available in two cabin configurations – front mounted and centre mounted. Both configurations are fitted to the same non engine end frames.

#### **CANbus LED Lighting**

CAN is a serial bus protocol to connect individual systems

and sensors as an alternative to conventional multi-wire looms. It allows automotive components to communicate on a single or dual-wire networked data bus up to 1Mbps.

#### **Ground Level Maintenance Access Points**

All maintenance points for oil and coolant levels are accessible via ground level.

#### **Hinged Bonnet**

Folds forward allowing access to the exhaust box and engine. The exhaust box is also hinged and folds forward to reveal the top of the engine.

#### **Live sampling points**

Sampling points allow easy top up and evacuation of all oils and coolant. All tanks have low level sensors.

#### **Complete Auto Lube System**

Includes a pressure switch that manages all grease banks and lines throughout the scissor deck and base machine.

#### **Sealed for life drive shafts**

No manual greasing required.

### **Starter Lockout**

Prevents the machine from being started while undergoing maintenance. The battery remains on so you can safely check / test all electrics.

### **Centralised filters**

Easy to access in the one location.

### **Oscillating rear chassis**

Fixed axle and oscillating hitch provides a smooth ride in comparison to machines fitted with an oscillating front axle. Factory, front axle suspension is available.

### **Automatic Ansell Dry Powder Fire Suppression System**

Electronically actuated via detonation line surrounding the engine.

### **Pressure sensing on levelling cylinders**

Determines whether you have the support legs raised or lowered and if the pressure is right within each of the four cylinders.

### **Inclinometer Sensors**

Sense whether the vehicle is in a safe position to raise the scissor lift. If not the lift will not operate.

### **Rear camera with integrated touch screen**

The rear camera provides a large area of clear vision behind the vehicle aided by LED lighting.

### **Scissor deck controls**

The rise and fall of the scissor deck is controlled from both the scissor platform and ground level. The deck can be manually lowered in case of malfunction and for maintenance / servicing purposes.



# FIRST NEW 6015B HYDRAULIC MINING SHOVELS DELIVERED



◀ Pictured - (left) Ditchfield Contracting taking delivery of their first new 6015B Mining Shovel, followed soon after by the delivery of a second unit to Boral (below) for use in their Peppertree quarry at Marulan in the NSW Southern Highlands.

Gavin Handley, Westrac major accounts manager recently delivered the first Caterpillar 6015B Hydraulic Mining Shovel on the east coast of Australia to Ditchfield Contracting.

Ditchfield Contracting is a well know customer to Westrac and Caterpillar, and purchased the new 6015B for an overburden removal project.

The 6015B is a four pass match to the Caterpillar 775E, F and G Series Off Highway Trucks. The mining shovel has a massive 8.1cubic metre bucket, weighs in at 140 metric tonnes and is powered by the ever reliable C27 V12 engine rated at 813 Hp.

William Adams had the opportunity of playing a part in the machine hand over, via our own John Merlo, our highly experienced machine operator/demonstrator who assisted Westrac and Ditchfield Contracting with the machine induction process.



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# VINACOMIN MINING EDUCATION PROGRAM

During May, 2018, William Adams Institute hosted fifteen Managers from the Vietnamese state owned mining group Vinacomin for a mining education program. This was the culmination of a three month trip to Australia of which most was spent studying Mine Management at the Queensland University.



The session at Clayton was built around the Caterpillar “Mining Equipment Management” course and was a great opportunity to introduce the benefits the Cat product and our sister dealership Phu Thai Cat can deliver to their businesses.

The Managers were from a variety of surface and underground mining operations across Vietnam, primarily coal but also some mineral production. This was part of a dedicated education program Vinacomin has implemented over the past year investing a large amount of money into their people development. At least one of the men who attended had been out of the workforce for almost a year studying and was due to return to his duties after this course.

The education program has made headline news in Vietnam.

Caterpillar Singapore provided assistance with materials from their Mining Equipment Management course and

two staff from the Melbourne office to aid with delivery of the course. William Adams’ Jevan Davenport and Ellemarie Hawkins gave presentations from the Customer Solutions/ Equipment Management perspective, together with WAIT Business Manager, Ross Kelly, who managed the overall delivery of the course program.

A half day was spent at Boral’s Montrose quarry to carry out some practical exercises and view machinery in action.

The course was a great success with the attendees expressing their thanks for the valuable information and experience they had gained on safely and efficiently running a mine site and the associated plant. To highlight this one of the attendees, Mr Trung, was promoted to CEO of Northern Coal Co. upon his return to Vietnam. This has opened the door for WAIT to potentially run similar courses for Vinacomin and other major groups here at Clayton.

## 2018 MID-YEAR APPRENTICE INTAKE

Due to the current buoyant economic climate, William Adams has found itself short on skilled labour and an industry blessed with enormous opportunities. If the labour force you need just isn’t available you create your own, therefore, for the first time William Adams has partaken in a mid-year Apprentice intake.

**A total of thirteen new people have been recruited across Victoria and Tasmania to bolster our pipeline of developing skilled Technicians. In record time HR, Operations and WAIT have worked together to advertise, test, interview and recruit this group.**

The welcome BBQ was held at Clayton on Sunday, 29<sup>th</sup> July for the Apprentices and their families and their induction process commenced Monday, 30<sup>th</sup> July. The intense induction was run at the Clayton branch from Monday, 30<sup>th</sup> July and finished lunchtime Saturday, 4<sup>th</sup> August. All have now commenced work at their respective branches.



**Rear:** Wade Page (Burnie), Riley Watts (Traralgon), Kendyl Collins (Laverton), Jackson Webb (Clayton), Lachlan Horne (Clayton), Joshua Porter (Wodonga), Dalton Poke (Burnie), Mitchell Whiting (Horsham), Bradley Hall (Burnie), Thomas Wilson (Hobart).  
**Front:** Paul Hassan (Laverton), Cameron Duffy (Launceston), Herman Smoors (Clayton).

# 2018 MASTERS AWARD & LEGEND INDUCTION

**WE ARE VERY PLEASED TO ANNOUNCE THE RESULTS FROM THE 18TH ANNUAL SALES MASTERS AWARDS WHICH WERE PRESENTED ON THURSDAY 6TH SEPTEMBER.**

The Masters Awards are a professional development and recognition program aimed to recognise the outstanding achievements of our sales employees, and are based on the achievement of various sales and personal development criteria.

**We are very pleased to announce the following Masters for 2018:**

**Product Support Sales Master –  
Josh Evans (Burnie Branch)**

Josh joined the William Adams team as an apprentice Diesel Fitter in 1998, finding his niche in his current position as a Product Support Sales Representative in August 2013 where he continues to exert his professional customer management skills.

Josh’s awareness of his customer needs, his continued push on online sales and delivering a ‘Can Do’ attitude to every problem presented to him is what contributed to him becoming the 2018 PSSR Master. Josh has demonstrated true diligence and dedication to our customers and we thank him for that.

Josh is a true high achiever who continues to raise the bar across the dealership and accepts nothing less than 100% for our customers.



Pictured, L to R – Eddy Kontelj, Adam Elphinstone, Josh Evans and Justin Byrne.

**Equipment Sales & Rental Master –  
Stuart Bell (Traralgon Branch)**

The past year was a record breaker in so many ways. It saw the highest number of new machines delivered in the history of William Adams, over 670 units. It also saw our BCP Excavator sales double over the previous year & the largest sales revenue in the last 10 years.

A strong contributor to this growth and success has come from our 2018 Equipment Sales & Rental Team Master, Stuart Bell.

Stuart has achieved outstanding results in each of the key qualifying criteria. He sold over \$15 million worth of new and used equipment whilst maintaining excellent customer coverage and market share, selling products in all segments including BCP, GCI, Paving and Forestry.

**Stuart delivered 64 new machines and 47 used machines, a very worthy three time winner of our Masters Award - congratulations Stuart.**



Pictured, L to R – Eddy Kontelj, Stuart Bell and Ryan O’Doherty.

## Agriculture Sales Achievement Award – Brent Gillard (Burnie Branch)

The Ag Sales Award for 2017/18 has been the closest contest on record.

A special mention goes to Travis Macumber from Traralgon who has been in the top two finishers for 8 years, and to Russell Hubbard who is in his second year in Launceston and has done a fantastic job building relationships in this area over the past year.

Brent Gillard, our Burnie based Ag Rep covering all of the North West Coast of Tasmania capped off another excellent year, being awarded his fourth Ag Sales Achievement award after success in 2014, 2015 and 2017.

Brent delivered, in total, 89 units over the past year, including 51 implements and 24 used items of plant.

Brent is a great team player and is always willing to help in other territories. He brings with him a wealth of tractor knowledge which continues to grow as he comes into his 6th year with William Adams.

We would certainly like to congratulate Brent for another great year and on achieving this award.



Pictured, L to R – Warren Young, Jamie Palmer, Wayne Elphinstone and Brent Gillard.

## Our Newest Legend – Alex Bennett (Clayton Branch)

We are very pleased to announce our newest entrant to the prestigious group of past and present company “Legends” – Alex Bennett, Branch Manager, Clayton. Alex has been inducted as our 26th Legend at the Masters Awards dinner.

Managing Director, Eddy Kontelj, announced Alex’s award before an audience of our Equipment Sales, Rental, Product Support and Ag Sales teams and management personnel, together with senior representatives from Caterpillar.

Most significant was the under cover arrival of Alex’s wife Liz, ‘smuggled in’ unbeknown to Alex, to share in his achievement.

Alex commenced with William Adams in September, 1981. After some 11 years Alex took a break, returning to us in 2004 and has now been with us almost 26 years in total.

After completing his Apprenticeship as a Heavy Diesel Mechanic, Alex went on to hold a number of very responsible Service related positions. Some of these include, Fitter/Serviceman in Clayton, Field Service Mechanic, Service Engine Bay Mechanic, Energy Power Group Coordinator and Field Service Supervisor.

Alex was and still is much respected for his mechanical knowledge and technical skills. After taking a break from William Adams he returned with a world of experience to the position of Product Support Sales Representative. He was always keen on the operations side of the business and as such after several years as a PSSR advanced to the position of Branch Operations Manager in 2006.

Since then, Alex has managed the Operations and Product Support activities for several of our largest branches and departments, including Clayton, Laverton, Metro Field Service and Head Hunters. As a previous PSSR Master and Employee of the Year Runner Up, this year’s Legend possesses all the hallmarks of what you would expect in order to achieve this status.



Pictured L to R – Dale Elphinstone, Adam Elphinstone, Alex Bennett and Eddy Kontelj.

**This year’s Legend is the fabric that makes up our industry. We are very proud and honoured to have him join a very elite and distinguished group of William Adams Legends.**

**Our Legend Award was introduced in 2001, and past winners are identified at our Clayton and Burnie branches via the Masters “Honour Board”, along with those who have achieved Sales Masters status.**

**Congratulations Alex, a well-deserved recognition for your considerable contribution over a long period of time.**

**Congratulations to Josh, Stuart, Brent and Alex, and to all those who achieved sales excellence for 2017/2018.**

## MARTY CELEBRATES 40 YEARS

Traralgon branch parts interpreter Marty Taylor, celebrated his 40th work anniversary with William Adams on 17th July, 2018.

Marty completed his apprenticeship with Cat dealer, Goughs (then Gough Gough & Hamer) in New Zealand before moving to Australia and joining William Adams. He has spent all his working life in the Cat family between Goughs and William Adams.

Soon after arriving in Melbourne, Marty moved to Gippsland to support the booming region then in the midst of Thompson River Dam and Loy Yang A power station development, and a strong forest industry.

Forty years on and Marty continues to support our Gippsland customer base in his role as a senior parts interpreter. Marty is pictured with Traralgon Branch Manager, Adam Blackwood, receiving his 40 Year Certificate.

**Congratulations on a fine career Marty, we look forward to many more years of outstanding service.**



# WE'RE GONNA MISS YOU!



▲ Andy, right, pictured with Adam Elphinstone

**Andy McCall started his career as an Apprentice Diesel Technician in Scotland for a civil construction company in 1967. He worked in Scotland for a number of years before making the next step in his career by moving to a little island called Shetland and working for a company called Caledonian Tractors, now known as Cat dealer Finnings, to be their Branch Manager.**

Andy then went to the Middle East for a period of time working as a Field Service Supervisor, returned to Scotland for a few years before making the move to Australia in 1982. Andy had a 2 year plan when he arrived in Australia and started working for William Adams.

He worked in the Clayton workshop as a general mechanic as well as in field service before returning to the workshop as a supervisor and progressing to a Product Support Sales Representative. Andy's 2 year plan has turned into 36 years with William Adams.

During his time with us he has not only provided tremendous service to our business but also to our customers and the industry in general. Andy is well respected by all his colleagues and will be missed by the Product Support team in particular. Throughout his 36 year tenure, Andy has displayed all that the company values in customer service by 'being the customer's needs', having earned respect and a reputation in the industry as the "go to" man. Andy has always performed his role both professionally and ethically.

On behalf of everyone at William Adams, Plus would like to sincerely thank Andy for his dedicated years of service and wish him all the very best as he commences the next stage of his life and his well-earned retirement.

Thank you too Jo!



## MILESTONE FOR SOUTHERN TASMANIAN

Bill Vagg started work as an Equipment Sales Rep at William Adams in Hobart on the 13 May 1993 and on the 13 May 2018 Bill achieved the wonderful milestone of working 25 continuous years for William Adams.

Back in 1993 Bill took over the important Southern Sales Territory from Stuart MacDonald who was transferred to our Launceston Branch as the Branch Manager. Prior to Bill's career at William Adams he first started work with the Public Works Department (PWD). The PWD became the Department Of Main Roads (DMR) before finally becoming the Department Of Construction (DOC). All in all Bill spent 23 years with the various departments and he became a qualified Motor Mechanic and Plant Inspector. This was no doubt a very good grounding for Bill's Sales Rep career at William Adams.

Bill has worked very hard over the last 25 years and he is highly respected by his William Adams work colleagues, Caterpillar personnel and our many valued Southern customers.

William Adams wishes Bill and his family all the best for the future – plenty more machine deliveries left in you yet Billy !!

Bill is pictured, left, with Stu MacDonald (State Sales Manager).



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## CCF TRAINING PROGRAM

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**William Adams Institute has been working with the Civil Contractors Federation (CCF) over the past eighteen months on two projects to increase the supply of trained labour for the civil construction industry.**

This will help our customers source labour for the flood of works that we are enjoying in Victoria at present. One of these projects targets individuals from marginalised groups such as long term unemployed who, without a helping hand, may miss out on the current employment opportunities.

This "job ready" program provides the basic skills and qualifications to step into a labourer role and provides further career opportunities from there. The program is being delivered by the CCF training arm Civiltrain and supported by groups such as Dial Before you Dig and various other contractors.

To provide variety and a glimpse of future potential opportunities the group spends a day at our Clayton branch to experience plant operation on our simulators operating a 20 tonne excavator, a large wheel loader and a rigid haul truck.

The first group of fifteen was welcomed in May and rotated through a session on each of the three simulators. The day was a big hit with the group who enjoyed getting some hands on experience in a safe environment.



Stakeholders from CCF and employment groups also visited to witness the first group and were very impressed with the excitement it created within the team.

The day is funded by CCF and WAIT is proud to be part of this exciting program that is providing life changing opportunities to a segment of our community who quite often miss out and find it difficult to break the cycle they are in.



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# CORANGAMITE SHIRE CATERPILLAR 2D GRADER TRAINING

## Corangamite Shire is no stranger to Caterpillar M Series Motor Graders.

In fact, it was the first Shire in Victoria to buy the 12M and the first to purchase a grader fitted with the 2D Grade Control System.

Corangamite Shire now owns a fleet of five M Series Motor Graders, four of which are fitted with the Caterpillar 2D Grade Control System.

The partnership between the Shire and William Adams has been long standing, so when the Shire asked for some 2D grade control training for their operators, William Adams was only too happy to provide it.

The Shire sees the benefits of the 2D system resulting in consistency in road formation grades to more than 1,440 kms of gravel and formed only roads across Corangamite Shire.

Thanks Corangamite Shire for your continued support.

# HORSHAM CAREERS EXPO

**THE 2018 WIMMERA CAREERS EXPO WAS HELD ON 26TH JUNE AT THE WIMMERA EVENTS CENTRE AT LONGERENONG, WHICH IS ABOUT TEN MINUTES OUT OF HORSHAM. ROSS KELLY FROM THE WILLIAM ADAMS' INSTITUTE SET UP A STAND TO REPRESENT WILLIAM ADAMS AND THE CAREERS WE CAN OFFER YOUNG PEOPLE ENTERING THE INDUSTRY.**

The stand was set up to capture the attention of the students with our electronic engine simulator for an interactive experience, some eye catching iron such as a 3600 series engine piston plus videos on careers and machinery in action. Also a talk was given at the seminar series titled "careers without boundaries" at which 90% of the attendees were female.

It was an amazingly well organised event with over 2,000 students, teachers and some parents attending. Many of the attendees were bussed in from surrounding communities within a 200km radius.

**There was a wide range of exhibitors with many educational institutes, local businesses ranging from agriculture support to fabrication services, "Try a Trade" booths, Victoria Police, CFA, SES, Victoria Forest Fire Services and the Australian Defence Force careers unit.**

We had many interested students stop by for a chat and sparked some interest in work experience at our branch and it was a great opportunity to educate teachers and some parents on what our industry is really like, what roles are available and the expanse of long and rewarding careers they can lead to.



William Adams Institute at the 2018 Wimmera Careers Expo in June.

# PRODUCTS FEATURING QUALITY, RELIABILITY AND VALUE, CONSISTENT WITH THE NEEDS OF OUR CUSTOMERS IS COMPANY POLICY FOR WILLIAM ADAMS... AND WAVERLEY INDUSTRIES IS HERE TO HELP ACHIEVE THIS.

A partnership established between William Adams and Waverley Industries in July 2013 has not only ensured assembly of quality product for customers, but created long term employment opportunities for people within the special needs sector, in particular, intellectually disabled adults.

Waverley Industries is a not-for-profit group with more than 30 years' experience in the packaging and assembly sector. They are a ISO9001 compliant company and through this, deliver high quality products for William Adams. This is achieved by Waverley having created a process control guide that is followed by employees assembling the William Adams SOS Kits.

Waverley Industries employees work with support staff to ensure that the SOS Kits are completed on time and that excellent quality is always achieved.

Waverley Industries Site Manager Tom Houston is delighted that their Hallam employees with disabilities have the opportunity to work with William Adams.

Mr. Houston said "This partnership provides our organisation further diversification in the work we do. It provides some new challenges for our Hallam team that is empowered to do the work. The partnership between William Adams and ourselves enhances our credibility within the assembling and packaging industry. It will also help encourage other likeminded Corporates to have the confidence in future dealings with Social Enterprises like Waverley Industries, as we do have the capacity and abilities to deliver quality workmanship on time. The work we do for William Adams provides our valued employees with a sense of achievement and belonging...those smiles in the photos are genuine. We appreciate the strong partnership we have and look forward to it continuing to grow into the future."





# FIVE MINUTE RULE

DECREASING MACHINE IDLE TIME IS KEY to improving your fleet's fuel efficiency. Idle time cannot be eliminated because of warm up and shutdown requirements, but it can be controlled and reduced.

Following are seven sure-fire methods to reduce idle time:

- 1. Education** – Reviewing fuel consumption data and fuel costs with operators helps educate them regarding idling's effects on equipment and overall fleet operation.
- 2. Limit warm up time** – Equipment warm up time at the start of shifts varies by ambient conditions, but as a rule of thumb, warm-up times should be limited to five minutes.

- 3. Five-minute idle rule** – If a machine idles for more than five minutes, shut it down. Restarting equipment uses less fuel than idling for extended periods of time.

- 4. Limit cool down time** – Machines should be idled when shifts end so that turbochargers and emission systems can cool and purge. In general, idling for two minutes at the end of the shift enables most equipment to reach optimum shutdown temperatures.

- 5. Idle management systems** – Some equipment is equipped with "auto-idle" or "engine idle management" systems. These systems monitor equipment parameters and automatically reduce engine RPM, taking idling fuel consumption down to less than five litres per hour.

- 6. Breaks and lunch** – Don't idle machines during breaks and lunch periods. Some operators do this to keep the cab at temperature. Systems such as engine-off cab heaters and coolers can reduce the "need" to idle during breaks.

- 7. Monitoring asset utilization** – Use telematics, such as Product Link to monitor equipment use and set benchmarks to identify opportunities to reduce idling time.

Talk with the experts at William Adams or visit [www.cat.com](http://www.cat.com) to learn more ways to improve your fleet's fuel efficiency.

# AFTERTREATMENT TECHNOLOGIES



## UNDERSTANDING DIESEL EXHAUST FLUID

Diesel Exhaust Fluid (DEF) is a precisely mixed solution of 32.5% high purity chemical grade urea and 67.5% de-ionized water that is injected into the exhaust system to reduce NOx emissions in Cat® engines equipped with a Selective Catalytic Reduction (SCR) system. DEF used in Cat SCR systems must meet the requirements outlined in the International Organization for Standardization (ISO) standard 22241-1. ISO 22241-1 requirements are met by many brands of DEF, including those that carry the AdBlue or API certifications.

## HOW MUCH DEF WILL I NEED?

On Cat products equipped with a SCR system, DEF consumption is approximately 2-3% of fuel consumption depending on the product and application. The DEF tank has a 1:1 fill rate with the fuel tank. If fuel is added, DEF needs to be added. The DEF fill cap is an industry standard blue and easily identifiable on the product.

## ARE THERE STORAGE REQUIREMENTS?

DEF should be stored in a cool, dry, well-ventilated area. The ideal storage temperature for DEF is between 15°F and 77°F (-9°C and 25°C). It should not be exposed to direct sunlight for long periods of time as the urea will decompose. Refer to ISO 22241-3 for further information regarding DEF handling, transportation and storage.

## IS DEF CORROSIVE?

Yes. DEF is corrosive to many different materials, proper dispensing equipment and practices must be utilised. Failure to use DEF specific tooling and fittings will result in corrosion and contamination of the DEF supply. As few as one incorrect fitting could contaminate the DEF supply and may lead to emission system faults and engine shutdown. DEF spills should be cleaned immediately, and machine or engine surfaces should be wiped clean and rinsed with water.

## ARE THERE RECOMMENDATIONS FOR DISPENSING?

Yes. Automatic dispensing units provide safe guards for DEF dispensing. Every Cat DEF tank is equipped with a magnet in the fill port. The automatic dispensing DEF nozzle has lever protection, if the magnet is not detected, DEF will not be dispensed. This prevents the DEF tank from being overfilled and DEF from being dispensed into the fuel tank, hydraulic oil tank, windshield washer tank, etc.

## IS CONTAMINATION A CONCERN?

Yes. DEF cleanliness is extremely important as contaminants can degrade the life of DEF and SCR system components. Several points to consider are:

- Clean the fill area prior to refilling
- Avoid transfer containers when possible
- If transfer containers are used, keep the container clean and dedicated for DEF

Poor handling practices will contaminate the DEF supply and potentially lead to fault codes and emission system failures.

- **DO NOT** use any other fluid in the DEF tank, such as diesel fuel, water, antifreeze, beverages, etc. Only use DEF that meets ISO 22241-1 standards.
- **DO NOT** use additives to prevent freezing.
- **DO NOT** make your own DEF solution. DEF must meet the ISO 22241-1 standard to prevent potential SCR system damage.
- **DO NOT** use incorrect dispensing materials, such as metal funnels, steel transfer containers, incorrect pumps, steel fittings, etc. Only use materials specifically designed for DEF.
- **DO NOT** use contaminated transfer containers. Only use clean containers that are dedicated for DEF.
- **DO NOT** fill the DEF tank without first cleaning the fill area.
- **DO NOT** store DEF in direct sunlight or in high ambient temperatures.
- **DO NOT** operate Cat products requiring DEF with an empty DEF tank. Always fill the DEF tank when refueling the product.
- **DO NOT** turn off the master disconnect until the “wait to disconnect” lamp turns off, unless an emergency requires immediate battery isolation.

## BUSINESS-AS-USUAL

**Anyone who's been to our Clayton facility will know that the last time our administration building had an upgrade, Elvis was in the charts and our Chief Financial Officer got around in corduroy flares and a gold chain.**

Now we're not confirming or denying whether the current CFO's fashion sense is any better, but what we can guarantee is that the facility itself is about to undergo a significant makeover.

Giving you Great Service is always our number one priority, whether it's over the phone, on the jobsite, or at the front counter, so we're moving our finance, marketing, HR, IS and senior management team out of the Clayton branch and into our facility next door, at 57 – 59 Nantilla Road and sending the builders in !!

Our main reception, parts counter and parts collection areas will continue to service our Clayton customers as usual. Visitors will see these functions relocate a little to accommodate our building schedule, however will remain located at 17 – 55 Nantilla Road.

The renovation will significantly upgrade the facilities for our customers and our team members, and we're also installing an expanded showroom to give you better access to our parts counter personnel, as

well as parts and new equipment displays. Ultimately, the upgrade is designed to lift our service standards and make it easier and more convenient for you to deal with us, as well as incorporating enhanced safety and efficiency measures for our staff, and our valued customers.

In the meantime, it's business-as-usual. While we'll be offering exactly the same services during the renovation, we do appreciate your patience and tolerance whilst our builders are leading the renovation.

So if you're a customer who comes to Clayton to do business, we look forward to welcoming you to our branch albeit temporary until the grand opening of our new facility later in 2019.

Thank you for your ongoing support during this time.

**Alex Bennett**  
Branch Manager  
Clayton



▲ How we will look at our Clayton headquarters later in 2019.

# AUSTRALIAN FIRST – MERRINGREEN FARMING PUT HELIODOR TO WORK

Merringreen Farming and Grazing of West Wyalong NSW have just purchased the largest Lemken Heliodor on the market and the first one ever sold in Australia. Up front the Heliodor is being towed by the Challenger MT855 with a C15 CAT engine rated at 475 horsepower and thanks to the Challenger's torque curve this is able to travel at 15km/h to obtain high quality mixing yet extremely low fuel consumption per hectare.

The German made 16m Heliodor is to be used for stubble, lime and gypsum incorporation and preparation of ground prior to sowing. These machines are becoming increasingly important across Australia as many plants and weeds become resistant to traditional chemical sprays.





## Birthday Cake!

Burnie branch parts interpreter Michael Singleton, went to some effort for his 30th birthday cake recently !!

Amazing job Michael, and hats off to the "cake builder" !!



Another New Cat 301.7D Tradie Pack about to be delivered. Pictured here outside our Hobart Branch and hooked up behind Southern Tasmanian sales rep. Bill Vagg's Ford Ranger and about to be delivered to its excited new owner, Todd Birch from Orielson in Southern Tasmania.



## Civil Connect

Jason Borys, Director of Civil Connect Pty Ltd of Grovedale, Victoria has recently purchased his second CAT Compact Track Loader to assist in the growth of his increasingly busy building business.

The CAT 259D is a high performance 75Hp vertical lift rubber track loader. Jason's machines sport the high spec features like Automatic Ride Control, creep control, integrated rear camera and automatic return to dig.







SLE Excavations have recently taken delivery of a new Cat 315FL fitted with grade control and full 3D system.

The 315FL is pictured working on a basement excavation alongside its bigger brother, a Cat 336DL.

Congratulations to Shane Lindsay and his team at SLE Earthworks, who were also waiting impatiently on the delivery of their new NextGen 323 as Plus was going to press...

Pleasingly for Shane, the 323 went to work in late October.



In early June 2018 Northwest Tasmanian contractor CCG (Tas) Pty Ltd took delivery of a new Caterpillar 323 hydraulic excavator with a reconditioned tilting hitch and forestry cab guard fabricated at our William Adams' Burnie branch. The machine went to work in their White Hills gravel pit south of Smithton.



Hobart based Hazel Bros put their latest Cat 323 to work.

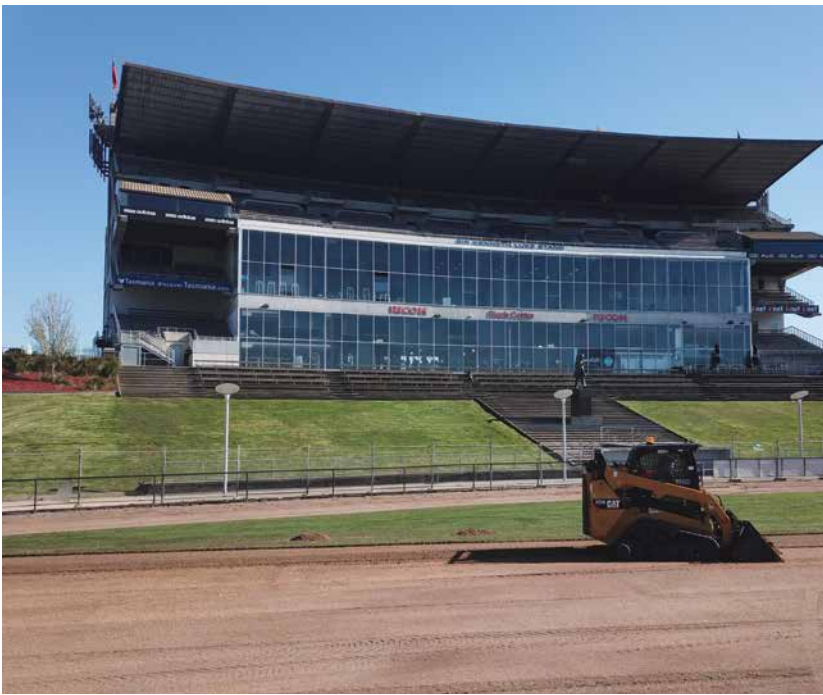


### New Cat 966M Wheel Loader delivered to Fieldwicks Crushing and Screening Pty Ltd.

The machine is loading and carrying screened material in the Central Highlands Council Gravel pit, located at Bothwell in Tasmania.



"The new Ford Ranger 4WD came in handy on the trip to Bothwell early in a Tasmanian winter", says Mick Hardy who was on hand for the machine delivery.



### Home of the Hawks

Waverley Park, home to the Hawthorn Footy Club, enjoying some off season care & maintenance, with the help of a Cat Wheel Loader and MTL – thanks Sam Badcock from the Hawks for the snap from his office window, and the footy club drone !





Our Service Operations teams were delighted to welcome four new Lube Trucks to our fleet in October.

The units are fully manufactured by Western Australia based Shermac and fitted to Isuzu cab chassis 4 x 2 and 4 x 4 vehicles, designed with operator safety and efficiency in mind. The design criteria was all about returning our customer's asset to work more quickly, with features like faster pumping of clean oils and metred extraction of waste oil complete with printed receipts to satisfy prescribed waste requirements.

Shermac enjoy an excellent reputation throughout the industry, and this investment of around \$1.25 million will see our Lube Truck fleet grow to eight units; two units are destined for our Melbourne Metro Field Service Group, and one each to Burnie and Traralgon branch operations.



### **Kaedem Dairies 323FL**

Pictured in the rolling hills of South Gippsland, is the recently delivered Cat 323FL to Kaedem/Inlet View Dairies, who are based in Foster, South Gippsland. The new 323 is seen working alongside their older 320EL. Thanks to Les, Kate and Hannah Bland for choosing William Adams and your continued loyalty.

