

SUMMER 2016

PLUS.



**William Adams** 

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# Welcome to our Summer 2016 edition of William Adams' Plus magazine. We hope you will enjoy the new format of Plus, which has seen some modernising over the recess.

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Despite the advent of on line communication, including our regular E News, our various social media communications and the evolution of the digital era, we remain convinced that many of our customers and our Plus readers continue to enjoy flicking through the diverse range of articles typically featured, and we value the broad readership achieved through Plus magazines located in customer reception areas, lunch rooms, site offices and other workplace environments.

Plus provides an opportunity for us to share Caterpillar and William Adams news, from the introduction of new products and services, to the recognition of our people, commentary on machine health and service tips, and a look into who is doing what with new Caterpillar machines going to work every day in a myriad of various environments and applications.

One particularly interesting machine delivery occurred from our Hobart branch in October where two Challenger MT865C Traverse Special tractors were supplied to the Chinese National Antarctic Expedition (CHINARE), following on from four units supplied in 2007 and one in 2014. These machines are rated just shy of 600 horsepower, and join a fleet of some 30 Challenger tractors now operating in the Antarctic by the Australian, French, Italian, Korean and United States Programs.

Almost 35% of the tendered price of the Challenger machines is made up of local content, and with over fifty years of expertise in preparing Caterpillar equipment for Antarctic conditions coming to the fore, William Adams is now recognised in many countries around the world. Our Antarctic operations, led by William Adams' Polar

Manager, Peter Fewkes has evolved into a significant business opportunity for our Hobart branch, whilst the broader community in Tasmania has benefitted as Hobart cements its position as the global centre for the supply of goods and services to Antarctic operations.

2015 has been a year which again has thrown up its share of challenges for many industries which we serve, and whilst there are some highlights and several market segments have enjoyed a solid year of growth, the fact remains that Victoria in particular needs to fast track major project activity following the void created with the dumping of the East West Link project.

We have seen an industry opportunity for the machines we sell continuing to grow overall, however the sector associated with bulk earthworks activities remains depressed and needs an injection of confidence and activity.

However with work commencing on the road – rail separation projects, the Tullamarine Freeway / CityLink widening project, and increasing noise around the M1 upgrade and metro rail, we are starting to see the shoots of confidence returning to this critical sector.

The residential housing, building & construction segments have recorded strong performance and reasonable prosperity throughout the year, with continued population growth and a buoyant property market fuelling much of this activity. The Tasmanian economy has seen evidence of a significant bounce, with state and federal government investment in road and water infrastructure projects, and like Victoria, a welcome return to a healthy forest industries market. We have enjoyed supplying new, innovative forestry

products to many Victorian and Tasmanian operations during the course of 2015, several interesting examples are featured within the pages of Plus.

We are delighted, despite a challenging environment, to announce further investment in resources to enhance our level of customer support. This outcome will see our product support team increase direct customer contact to over 60% of our active customer base by way of ISR or PSSR activities. (The ISR is a representative combining parts, service or operational experience, and who make regular telephone contact with owners of smaller Caterpillar fleets who perhaps traditionally have not enjoyed a dedicated product support resource to work with them on the very same issues as our mobile PSSR's engage our larger fleet owners).

Whilst you may have seen us close our Docklands and Campbellfield Cat Rental outlets during this past year, and reduce our rental fleet inventory in some regional centres, we have maintained a strong regional branch footprint throughout Tasmania and regional Victoria.

In addition to our branch network, William Adams boasts a total of seventeen (17) resident field service personnel in Victoria. We have residents based in Bairnsdale (2), Ballarat, Benalla, Bendigo, Echuca, Kyneton, Leongatha, Myrtleford, Portland, Shepparton, Warrnambool, and the Yarra Valley to complement our branch network.

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**NEW EQUIPMENT  
PAGE 10 - 41**



**ON HIGHWAY  
TRUCKS  
PAGES 50- 53**



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**UNDERWATER WONDER**  
PAGE 18



**D SERIES**  
PAGE 10



**CAT NEWS**  
PAGES 6-9



**PRODUCT SUPPORT**  
PAGES 48, 56



**CUSTOMER SOLUTIONS**  
PAGES 42-45



**PLUS CAMERA**  
PAGE 58-59



**MOODY BUOYS**  
PAGE 54

**SUMMER 2016**  
**PLUS.**

# 1. STEAM-POWERED TRACK-TYPE TRACTOR

Benjamin Holt tested his steam-powered track-type tractor prototype for the first time in 1904. His goal? Make it easier to plant crops in soft, boggy California soil where both horses and other kinds of tractors often got stuck.

# 2. THE AUTO PATROL

In 1931, Caterpillar released the industry's first true motor grader – the Auto Patrol. Who doesn't love a smooth road?

# 3. D9900

The D9900, Caterpillar's first diesel engine, went into production in 1931 and earned notoriety for being the world's first mass-produced diesel engine.

# 4. "LOW GROUND PRESSURE" UNDERCARRIAGE

In 1955, Caterpillar introduced a special modification called "low ground pressure" (LGP) undercarriage, allowing our machines to work in extreme weather conditions on Antarctica. It's still available on our machines today.

# 5. ELEVATED SPROCKET

One of Caterpillar's hallmark engineering innovations – the elevated sprocket – was designed in 1977. It allows machines to work harder and last longer while providing a much smoother operator ride. Today, it's standard on medium and large Cat® track-type tractors.

# 6. CAT DIFFERENTIAL STEERING SYSTEM

Track-type tractors can spend up to 50 percent of their work time turning. The Cat Differential Steering System, designed in the 1980s, allows machines to turn "on a dime," increasing productivity so customers can get more done in less time.

# 7. CAT D7E

The Cat D7E with electric drive technology, introduced in 2009, gets more work done with less fuel. Since its introduction, we estimate customers have saved more than 12.2 million liters of diesel fuel with the D7E compared to our previous model.

# 8. ACERT™ TECHNOLOGY

Cat engines with ACERT Technology, unveiled in 2001, dramatically reduced harmful pollutants and waste emissions while maintaining engine performance, efficiency and durability. A cleaner world? You bet.

# 9. TIER 4 FINAL SOLUTION

Caterpillar's 2014 Tier 4 final solution will deliver a 90 percent emissions reduction over a 20-year period.

# 10. CAT 336E H

Unveiled in 2012, the Cat 336E H was the first machine to use a novel hydraulic hybrid technology developed internally by Caterpillar. Hybrid technology? Conserving fuel and reusing energy while optimizing performance.

## 10 WAYS

## CATERPILLAR CHANGED THE WORLD

### LEGACY OF INNOVATION

Caterpillar was founded by two families of innovators from the agriculture industry: the Bests and Holts. After joining forces to form Caterpillar, they were first to market with diesel-powered track-type tractors, essentially inventing the industry we know today. Caterpillar employees have followed in their footsteps, turning their passion for product development into innovations that create customer value and make the world a better place.

# CAT NEWS

## CATERPILLAR IN CUBA? MAYBE SOMEDAY

A message From Vice President Kathryn Karol

**Earlier this month, the American flag was raised over at the United States Embassy in Havana, Cuba, for the first time in more than 54 years. As part of Secretary of State John Kerry's U.S. delegation attending the Embassy opening, I was proud to represent Caterpillar and witness this event.**

The excitement and energy of the opening of the U.S. Embassy in Cuba matched the significance of this historic moment. I was surprised by how well known and loved Caterpillar is in Havana. In meetings with the Ministries of Trade and Foreign Affairs, it was clear that they are anxious to have Caterpillar return to Cuba. Caterpillar continues to press the U.S. government to end the embargo and let us get to work in this once familiar market.

As the U.S. inches toward fully re-establishing relations with Cuba, including ending the embargo – a move Caterpillar has supported for nearly 20 years – many wonder how Caterpillar will be impacted. The U.S. embargo against Cuba has prevented open trade between the two countries since its inception more than five decades ago.

With over 11 million Cuban citizens seeking modern lifestyles and most of the country's aging infrastructure in disrepair, it seems likely that loosening trade restrictions between the two neighbours could present a variety of opportunities for our company and the Cuban people.



Cuba was once known as an advanced Latin American country with its lush tropics, pristine beaches and a tourism industry. But decades of inaction has left the nation without infrastructure. As Caterpillar has noted in its public outreach, most people think of the 60-year-old cars – we're focused on the 60-year-old roads.

Many of the country's roads are in significant disrepair, and only 64 of the 133 Cuban airports have paved runways. Add to this what many are calling Cuba's crumbling housing crisis, and it's easy to see why a repeal of the U.S. embargo would give Caterpillar an opportunity to serve new customers close to home – a situation already enjoyed by many of our non-U.S. competitors.

So while Caterpillar officials are optimistic about the restoration of free and open trade between the two countries and what it would mean for improving the lives of those in Cuba, caution remains. The road to normalizing relations is long and complex.

**The U.S. embargo remains in effect and travel restrictions for U.S. citizens continue. Change won't occur overnight. But through diplomatic effort, Caterpillar continues to support free trade and other changes that will promote human rights and increased engagement with the Cuban people.**

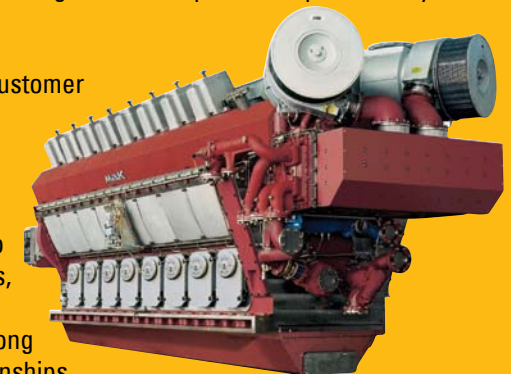
## MaK – WHAT YOU DIDN'T KNOW ABOUT MaK

The MaK line of heavy fuel oil, marine diesel, gas and dual fuel engines is used in a wide variety of marine applications. In the medium speed propulsion MaK is one of the top engine brands. MaK engines, based on a long-stroke philosophy to improve fuel consumption and exhaust emissions, are also capable of running on economical Heavy Fuel Oil. The MaK product line offers main propulsion engines from 1,020 kW to 16,000 kW, and generator sets from 970 kWe to 15,360 kWe. Because of these factors, the MaK brand holds significant importance for customers in the cruise, ferry, cargo, inland waterway, offshore, tug and salvage, fishing, governmental, and dredge segments.

The distribution channel for MaK product and product support is through a small number of MaK dealers, all of which except one are owned by Cat dealer principals. The exception is APD (Asia Pacific Division) where all MaK sales and product support are handled directly by the Caterpillar Marine Power Systems-owned MaK dealership based in Shanghai and Singapore.

For engineers, architects, builders, and owners of ocean-going and commercial marine vessels worldwide, the MaK brand is a premium engine that marries outstanding reliability, performance, and customer support for superior life cycle value. Exceptionally engineered, innovative products, combined with our 'anywhere, anytime' product support, provide confidence and peace of mind for our customers by ensuring maximum uptime and productivity.

With a focus on understanding customer needs, then designing and manufacturing the very best diesel engines to fulfil those needs, MaK enjoys uncommonly strong customer relationships.



## CATERPILLAR AGAIN NAMED TO DOW JONES SUSTAINABILITY INDICES

**Caterpillar Inc. has been named to the 2015 Dow Jones Sustainability Indices (DJSI), recognizing Caterpillar as a sustainability leader in the Industrial Engineering sector. This marks the 16th time Caterpillar has been included in the DJSI list.**

The annual DJSI process involves a thorough analysis of corporate economic, environmental and social performance factors, assessing issues such as innovation management, supply chain management, climate strategy, product stewardship, labour practices and health and safety. "Sustainable products, services and solutions are very important to our employees and customers," said Doug Oberhelman, Caterpillar Chairman and CEO. "And we've been improving and integrating sustainable practices and solutions for a very long time because – in addition to being important – we know that creates value."

**Caterpillar's score improved in 2015 due in part to its:**

- Strong Code of Conduct, which names sustainability as a core value for the enterprise.
- Comprehensive enterprise policies, specifically antitrust and risk management.
- Updated climate strategy and transparency of that strategy within the annual Sustainability Report.
- Commitment to community support.
- Continued progress in the sustainability of its supply network.

For more on Caterpillar's focus on sustainability, read the 2014 Sustainability Report at [caterpillar.com/sustainability-report](http://caterpillar.com/sustainability-report).



# CATERPILLAR®

## TAKING WEAR MEASUREMENT TOOLS TO THE NEXT LEVEL

**Imagine a day when you can take wear measurement data you collect on a Cat® or competitive part and sync that data with your Cat dealer to receive an instant, reliable analysis. You can even get a quote, part shipment confirmation or an inspection appointment using one mobile tool. And imagine all this taking place before lunch.**

That's the vision that inspired a new strategic alliance between Caterpillar and Modustri – a Grand Rapids, Michigan-based provider of measurement tools for the heavy equipment industry. Caterpillar and Modustri announced they will work together to take customers' ability to measure wear on parts to the next level, and, in turn, help them optimize their fleets more effectively. That's something Cat customers like Dale Losh don't take for granted.

"Being able to predict when that one major component is going to be to the end of its life cycle, that's pretty important to me ... because then I can schedule my maintenance, schedule my downtime and, in turn, that really affects the bottom line, and that's what it's all about," says Losh, fleet manager for Gradex Inc.

The new tools will be able to do that and much more by leveraging innovative, emerging technology to give customers a direct way to quickly access information on their parts and components.

"Our parts monitoring and management tool has been a leader in the equipment management industry for 75 years, but we're always looking for ways to step up our game," says Doug Hoerr, vice president of the Reman, Components & Work Tools Division of Caterpillar. "Our relationship with Modustri will allow us to take advantage of emerging technology that gives our customers more information on parts and components to maximize uptime. The days of being reactive are over."

By utilizing web-based and mobile platforms, the companies will deliver simplified processes that provide customers accurate, immediate access to useful, real-time data while still in the field. This technology could save customers hundreds of hours and millions of dollars by proactively helping Cat dealers and customers better measure wear rates and manage wear parts replacements – including those of non Cat branded products.

"We've seen how mobile technology can change the behaviours of customers. Now we can see ground breaking hardware and software that can help dealers interact with customers, build trust and plan ahead for repairs and parts replacements," says Brian Steketee, founder and CEO of Modustri. "Together, Modustri and Caterpillar will provide customers with revolutionary tools and field processes that will ensure Cat customers are the most efficient in the industry."

***"We're in a very competitive field, so anywhere we can get an edge, we need to take advantage of it," says Curtis Tipton, equipment manager at Harvey Construction, another Cat customer.***

In the coming months, Caterpillar will collaborate with Modustri and the Cat dealer network to create the latest Cat equipment wear management tools through web-based and mobile platforms for customers.

## ▶ OBERHELMAN ON CNBC: A RENAISSANCE IN MANUFACTURING



**Caterpillar Chairman and CEO Doug Oberhelman, along with Honeywell Chairman and CEO Dave Cote, was featured on CNBC's Squawk Box on its "voice of manufacturing" day, in mid September. "We're in the very beginning of a renaissance," Doug said about manufacturing.**

### **Innovation is the Past and Future**

Caterpillar has a long history of innovation and using leading edge technology to provide customer solutions. "We are seeing a lot of things happening inside our factories that are really cool," said Doug. "It's exciting." Through Cat® Connect and other leading products, Caterpillar machines are connected to each other, our factories, Caterpillar engineers and the equipment owners. "In the next twenty years, they will be more so," Doug explained. "That generates more opportunity." Caterpillar is constantly pushing forward, researching ways to move more dirt with less fuel, developing products that generate lower emissions and creating autonomous vehicle solutions. Doug repeated the message he's telling employees every day: Innovation is key, now and in the future.

### **Market Access Means Sales and Growth**

Caterpillar delivers its very best products and services, but that alone doesn't ensure success. Laws and regulations around the world directly affect our operations and financial future. Doug underscored the need for pro-growth policies, including trade agreements. "We need access to markets. If foreign markets are opened even further and if the international playing field is level, we can expect even more opportunities for Caterpillar," Doug said. "If we can ... be on a level playing field, we win."

### **We've Got to Win in China**

Doug addressed the importance of China to Caterpillar for many reasons, including that it is the largest construction equipment market in the world. "We've got to play and win in China." He went on to advocate that we need to manufacture and sell where our products are in demand, rather than "chase cheap labour. ... If we're not in China, we jeopardize our future for the long term."

### **The Future of Manufacturing**

It's an exciting time to be in manufacturing. "We've managed for 90 years to pull through cycles," said Doug, and Caterpillar is built for this renaissance in manufacturing.



## D SERIES COMPACT TRACK LOADERS FEATURE SEALED CAB, MORE POWERFUL ENGINE, INTELLIGENT LEVELLING SYSTEM, AND ADVANCED DISPLAY

### TWO NEW D SERIES MODELS ARE THE LATEST ADDITIONS TO THE CAT COMPACT TRACK LOADER (CTL) RANGE.

**The 239D and 249D both incorporate the design innovations of larger D Series machines, including a sealed/pressurized cab, electro-hydraulic controls, redesigned lift arms, premium seat choices, and optional Advanced Display (available with rear-view camera). Both machines use an electronic Cat C2.2 engine.**

The 239D and 249D are engineered as strong contenders in the general construction and rental markets. The 239D, with its suspended steel-embedded rubber track, replaces the 247B3 Multi-Terrain Loader (MTL) and delivers lower owning and operating costs for machine owners not requiring the capabilities of the rubber-wheeled, softer track system of the MTL. Operating weights of less than 3,600 kg for the 239D and 249D, allows for easy transportation.

The radial-lift 239D and vertical-lift 249D have standard rated operating capacity (ROCs) of 930 and 1,043 kg, increasing to 1,020 and 1,134 respectively with the optional counterweight. The 50 kW C2.2 engine uses a high-pressure/common-rail fuel system, direct fuel injection, and a maintenance-free diesel oxidation catalyst as the only required exhaust after treatment. The new models have 10 percent more horsepower, 10 percent more torque, and deliver a

14 percent increase in fuel efficiency, compared with predecessor models. A demand fan is standard, ensuring optimum cooling and reduced horsepower draw.

### New cab

The D-Series cab is completely modular and self-sealing, leaving no part of the cab attached to the chassis when the cab is tilted. A redesigned HVAC system supplies 20 percent more airflow and an approximate 50 percent increase in heating and cooling rates.

The standard control monitor has a single-code security feature to deter theft and unauthorised operation. The Advanced Display monitor expands security (operator) codes to 50 and can store and recall operating preferences for each code, allowing individual operators to tailor the machine to experience level and application.

Preferences include response rates for the hydrostatic drive and implement-hydraulic systems, as well as settings for ride-control, creep speed, and top-speed limit. A master code allows review of operator-specific machine information, including hours of operation, fuel burn, operating events, and diagnostic codes.

### Intelligent self-levelling

The new D Series models feature the Intelligent Levelling system that includes dual self-levelling, electronic snubbing, return-to-dig, and work tool positioning.

The dual self-levelling system electronically and automatically levels the loader linkage when raising and lowering the lift arms, assisting with optimum material retention when loading trucks or using forks. Electronic snubbing automatically cushions the descent of the lift arms, slowing downward motion as the arms reach the stops.

The return-to-dig feature allows the operator to set the digging angle of the bucket and then to automatically recall the setting by depressing a trigger switch on the joystick as the lift arms lower. The work tool positioning feature allows the angle of the tool to be pre-set, as when positioning a trencher for the proper depth, and then to automatically recall the setting if the machine is repositioned. Both features contribute significantly to productivity.

### Lift arms, coupler, track choices.

Lift arms for both D Series machines are a tubular design that provides optimum lift characteristics and strength, while presenting a narrower profile. The lift-arm design enhances sight lines to the sides of the machine, tracks and to the work-tool/coupler interface.



The automatic work-tool coupler is electrically actuated, replacing the previous hydraulically actuated coupler. The new coupler is simpler in design, eliminates hoses and connectors, and is easier to install in the field. High-flow auxiliary-hydraulic system provides flows to 97 L/min. and pressures to 3,336 psi (23 000 kPa). Both standard and high-flow auxiliary systems use connect-under-pressure quick disconnects.

The new CTL models are equipped with a suspended undercarriage and are available with standard, 320 mm wide, block-tread tracks or optional 400 mm tracks with a wide-bar tread that provides low ground pressure, minimal ground disturbance, added flotation, and more traction in poor underfoot conditions.

### **Serviceability**

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The new models feature ground-level access to all routine service points, including filters, battery, and engine-oil fill and check points. The air conditioner condenser is mounted to the inside of the engine compartment door and is easily accessible for cleaning or service.

The new models also feature an electric priming pump with automatic air bleed for the fuel system, easing the task of replacing and priming the fuel filter/water separator. For added safety, a dead-engine/boom-down actuator is repositioned for easier access, the boom arms incorporate a one-person safety brace, and a battery disconnect is optional.

The 239 and 249 D Series have now landed. So talk to your William Adams representative today for more details or go to [www.williamadams.com.au](http://www.williamadams.com.au)

## ANNOUNCING THE CAT E2 SERIES - FEATURE UPDATES

### 305E2 – 305.5E2 – 308E2

**WILLIAM ADAMS IS PLEASED TO ANNOUNCE FEATURE UPDATES IN THE 305E2 AND 305.5E2 MINI HYDRAULIC EXCAVATORS, AS WELL AS INTRODUCTION OF THE 308E2.**

The E2 series was introduced from the Athens, Georgia, USA manufacturing facility. The machines have a Tier IV Interim engine solution.



### E2 Series Overview

E2 machines include a new cab design and the High Definition Hydraulic (HDH) system which is currently in the 305E2, 305.5E2 and 308E2. The pin back door cab offers a wider entry into an operator environment with industry leading comfort, ergonomically designed 100% pilot controls, adjustable arm rests, updated air and heat controls, and excellent visibility for superior productivity and safety on the job site.

**The High Definition Hydraulic system is a load sensing, flow sharing hydraulic system which provides improved efficiency, controllability, and reduced operating costs.**

The valve is a simple architecture with fewer components to cause hydraulic instabilities. This generates less heat load which makes the valve more fuel efficient. High Definition Hydraulics offers the flow sharing capability of a closed centre system while producing the control and feel of an open centre system.

### Feature Updates

Several feature updates have been incorporated in to the E2 series machines to offer a competitive advantage and increased value to customers.

These updates include:

#### SITE REFERENCE SYSTEM

**Value:** Improved efficiency and job site finishing incorporated into the COMPASS monitor to provide output from pitch & roll sensors which aid in grading and level trenching.

#### POWER ON DEMAND

**Value:** Optimal efficiency and performance the moment you need it.

Automatic system ensures optimal fuel efficiency through appropriate engine rating to meet all operational requirements as needed.

#### ADJUSTABLE AUXILIARY RELIEF

**Value:** Enhancements to support work tool versatility Ability to adjust pressures allows for customized and improved performance of work tools.

#### REAR VIEW CAMERA (OPTIONAL)

**Value:** Visibility leading to improved efficiency and productivity. Operator productivity and efficiency increases through enhanced visibility of the job, applications are easier to execute (standard offering on 308E2).

#### COURTESY LIGHT

**Value:** Optimal job site safety . Cab and boom lights remain illuminated for X seconds (programmable in the COMPASS monitor: 1-99 seconds) following machine shut down. Operator has a clear view of job site when exiting the machine in low light conditions.

#### AUTO ENGINE SHUT-OFF

**Value:** Improve efficiency Engine automatically shuts off when inactive for X minutes (programmable in the COMPASS monitor: 1-15 minutes), provided hydraulic lever is up. Electronics remain powered after shut down.

**For further details or machine specifications, go to [www.williamadams.com.au](http://www.williamadams.com.au), or contact your nearest William Adams sales representative.**



# **THE HISTORY CONTINUES...**

**The MONTDAMI name is very well recognised in the civil construction space in metropolitan Melbourne and has a long historical relationship with William Adams that started back in 1976.**

Angelo D'Amico (snr) founded the company in February 1976 and was a pioneer in the civil construction industry where he was continually building the Montdami reputation to supply quality work on time. The relationship between Montdami and William Adams grew stronger over the years and the proof is on display in the Montdami office with photos of all the new Cat purchases hanging proudly on the walls.

As Angelo continued to grow the business through the 80's and 90's there were two young boys that showed a passion for equipment and the civil construction industry that was very similar to their father. Angelo (jnr) and Sam still remember going in to William Adams Clayton as children, seeing all the new equipment in the back yard. They also spent many hours on site operating machines as teenagers building their knowledge and skills.

Fast forward to 2015 and Montdami Constructions still has the same level of professionalism and commitment as Montdami did in the 1970's and is owned and managed by Angelo (jnr ) and his brother Sam D'Amico. The brothers purchased the business from their father in 2009 when he retired and continue to deliver civil construction projects across Melbourne and surrounds.



The Montdami fleet is mixed and consists of 27 machines, which includes artic trucks, rollers, dozers, backhoes, excavators and graders. 18 of these are Caterpillar with several new excavator additions over the last 12 months.

New 314DL CR, 308E 2, 320DL and a low hr 324DL are the recent additions to the Montdami fleet, and the 3yr premier warranty with total machine coverage is an ideal package for Montdami Constructions.

“ We still run some older Cat equipment that has lower utilization than some of our other machines, but being able to purchase parts for these older machines and have them in stock or at the latest overnight is ideal for us. ”

**William Adams would like to thank Sam & Angelo for their continued support and we look forward to continuing to grow the relationship with the next generation at Montdami Constructions.**

# FOUR GENERATIONS OF MACHINES, SECOND GENERATION OF MANAGEMENT FOR ELTHAM EXCAVATIONS

Long-time Cat supporter, Bob Whortley of Eltham Excavations, recently shared with Plus his experiences over four generations and twelve years of ownership of Caterpillar's 12 tonne excavator, the 312. We thought readers of Plus might enjoy Bob's unedited commentary of his observations of four successive models of the Caterpillar 312.



Left to Right - Caterpillar District Manager, Jeff Fitch, alongside Bob and Nick Whortley of Eltham Excavations, and William Adams' Nick O'Doherty.

## 2003 312B

Sold privately in 2007, 4 years later with approximately 5,600 hours.

### Repairs

- 2 x cylinder reseals
- 1 x engine sensor
- 1 x heater fan

### Observations

First Caterpillar 312 excavator - totally reliable, smooth operation, good breakout, but by today's standards "a bit timid", even doughy operation but very smooth. Excellent climate control.

## 2007 312C

Still own this machine, 8 years later, but now relegated to a back up unit, approximately 10,000 hours.

### Repairs

- 1 x cylinder reseal
- 1 x stick to boom pin & bush
- 1 x water pump
- 1 x radiator
- 1 x engine sensor
- 1 x throttle link joint
- 1 x fuel tap

Still on original track gear

### Observations – I still just love it !!

Aggressive & fast performer, well balanced. Some operators found them too aggressive however it suited me (and still does), a marked improvement for me over 312B. Much improved slewing & travel power.

### Summary - A "Hero Machine".

# 2012 312D

Traded back to William Adams in 2015 3 years later at approximately 3,400 hours.

## Repairs

- Nil

## Observations

A marked improvement over the 312C, digging action much modulated. Totally smooth, it seems slower but is in fact faster than the C, and greater break out. Improvements in cab very good, air seat excellent, larger grips with rest ledge on levers are sensational. Thumb scroll on levers very good in operating feel for thumb & tilting bucket. Improved air flow in cab, engine fan noise too high, CCTV useful.

**Summary – “Wish we could have kept it”.**

# 2015 312E

Hours – Minimal

## Observations (initial thoughts)

Amazingly so, even smoother in operation – linear movements between actions are excellent. Engine noise is much improved over our 312D, sound levels are excellent. Cab lay out improved again – rear of cab vision is challenging. CCTV vastly improved over D Series in clarity & display. Work tool selection has been simplified. Servicing & operation of CAT quick hitch vastly improved.

All our excavators have been fitted with ECH hydraulic thumbs, hammer piping, track guides & heavy duty under guarding. The 312D is our first machine fitted with a blade (we wouldn't buy any future machines without one).

## Work Scope

All of our 312's have been worked to their maximum capacity. They have all been serviced with CAT oils & filters every 250 hours & kept clean and tidy.

The ECH thumbs have been used a lot in landscaping rock placing, many times lifting & shifting landscape rocks, often well exceeding the machines expected capacity.

Whilst we don't take on straight hammer work, all machines have done a reasonable amount of rock breaking, mainly in mud stone which is a difficult material to break. All 312's have worked an Indeco UP1500 hammer which is the largest Indeco unit recommended for a Cat 312.

## Work Application

We say as long as it doesn't hurt ourselves or the machine we will have a go!! Mainly general earthworks, ie: housecuts and shed sites – menages – dam construction & rebuilds. Landscape works including rock placement. Civil works – tennis courts – sports fields & drainage.

## Conclusion

Over the journey we have not lost any time with breakdowns on site, and the machines have required minimal maintenance.

The 312 series has been good to our family as the main bread winner. It's a good well balanced general earthworks machine.

Eltham Excavations have been dealing with William Adams for nearly 30 years, and as Bob heads towards wearing out his fourth Cat 312, he is now well advanced in his planning to transition the business to the second generation, son Nick.

## EQUIPMENT OWNED

- CAT 312E
- CAT 312C
- Sumitomo SH 210L
- CAT 953C
- Mack CH Tipper

## TRACK LOADERS OWNED OVER THE YEARS

- International BTD8
- International 125B
- CASE 850B
- CAT 943
- CAT 935II
- CAT 953C

# STEEP SLOPE CHAMPION, CAT 527 TRACK SKIDDER

IN LATE SEPTEMBER 2015, **TEN MILE DEVELOPMENTS PTY LTD**, A COMPANY OWNED BY THIRD GENERATION LOGGERS OLIVER AND KENNETH PADGETT TOOK DELIVERY OF A NEW **CAT 527 TRACK SKIDDER**.

Photo credit: Hamish MacDonald



The grapple skidder has been delivered and put to work on their clear fell cable operation for HVP Plantations approximately 5 km's out of Myrtleford in north eastern Victoria. Eventually the 527 will be working on Ten Mile Developments new contract thinning job for HVP Plantations.

This is the first new Cat 527 that has been sold in Australia. Previously we have seen several used Cat 527's imported and put to work in a limited number of forestry locations. In Australasia a number of these highly specialised forestry machines are currently operating including a good number of machines in New Zealand and many in the forests of Indonesia.

**The Cat 527 is designed and built from the ground up as a no compromise log skidding machine for mountainous and soft underfoot logging operations.**

Features and benefits of the 527's unique design include a weight-forward machine bias with an extended eight roller track frame and very high ground clearance (712 mm) that gives the machine exceptional log skidding performance for its size and operating weight (app' 22 tonnes). Oliver studied the performance and specs of a number of 527's in New Zealand before deciding on the exact configuration for their new machine.

The Ten Mile Developments tractor is fitted with all the standard 527 components including a PAT blade (power angle and tilt) and all the usual safety equipment plus an extended eight roller track frame, Caterpillars' swing boom arch arrangement with a Cat 2.79 metre bunching grapple, a ROPS air conditioned cabin and a Recon fire suppression system.

On the cable operation the 527 was put to work skidding bunches of approximately 20 year old pine on slopes of up to 26 degrees (too steep for a person to comfortably walk on). Highly skilled operator David (Tom) Nichols showed everyone on site why the 527 is such a potent skidding machine. Controlled by David's very experienced hands the 527 travelled up the steep slopes with ease and by using it's sure footed stability combined with the substantial reach of the swing boom and the bunching grapple it positioned itself on the slope, picked up the pre bunched logs and headed back to the landing to unload.

Also on this logging site is a recently purchased Cat 584HD Forwarder that is really impressing the logging crew. The Cat 584HD's 20 tonne capacity, rock solid strength, excellent stability and operator comfort makes it a real asset on the job.

Oliver Padgett, Michael Quirk the job boss and operator, Tom Nichols are all delighted and extremely impressed with the performance of the new Cat 527 Grapple Skidder. Oliver can't wait to get it working on their Ten Mile Developments thinning contract, but Michael isn't keen for it to leave the cable job. Maybe another 527 is needed?

Plus congratulates Oliver and Kenneth on their big decision to invest in the Caterpillar 527 Track Grapple Skidder and we have no doubt that this machine will raise the standard for steep slope ground based skidding performance and productivity on this, or indeed any other forestry job that it may be working on.

**Plus supports Australia's working forests and salutes the many loggers like Oliver and Kenneth and their crews that go to work in them every day. May they always be safe.**

## MORE CAT FM'S FOR ORANA.

**Logging and cartage contractor, Orana Enterprises Pty Ltd (owner Robert Kerrison) based at Riverside in Launceston, Tasmania has recently taken delivery of his fifth New Cat Model 320D FM.**

Robert is a big fan of the Cat FM's and he is very pleased with their on the job performance, ease of operation, fuel economy and serviceability, Three of the 320D FM's are equipped with Waratah 618C Harvesting Heads (18" heads) and two are equipped with Waratah FL85 Directional Felling Heads. The machines work on Orana's various Forico plantation harvesting jobs in Northern Tasmania. In addition to the already delivered machines Orana have on order another Cat 320D FM to be set up as a Harvester and a larger Cat 324D FM that will be fitted with a 22" Waratah Head.

Caterpillar's FM's (short for Forestry Machines) are purpose built for forestry applications with features like H/D (heavy duty) high and wide undercarriage, extensive H/D machine top and bottom guarding, cab risers with ex Factory forestry cabins, two boom and stick options and various hydraulic options including harvester or log loader.

Plus congratulates Rob on his fleet of Cat FM's and long may they harvest Forico's valuable Tasmanian plantation forests.





# UNDERWATER WONDER

**IN THE DEPTHS OF TASMANIA'S RUGGED WEST COAST HYDRO DAMS, ENTIRE FORESTS ARE JUST WAITING TO BE HARVESTED. IT SOUNDS UNLIKELY, BUT AS I RECENTLY DISCOVERED IT'S TRUE – SOMETIMES YOU CAN RESURRECT FROM THE PRESUMABLY DEAD.**

This is the story behind SFM Forest Products, Hydrowood project, a soon to be Tasmanian logging operation that involves harvesting trees from underwater.

This story starts in the lovely colonial suburb of Battery Point in central Hobart, speaking with Hydrowood's General Manager Darryn Crook about the company's ambitious underwater harvesting venture.

Darryn and I sat down to discuss the project, how the concept came about, and what's next for this underwater resource that was, for so long, forgotten.

## Lost in the past

Many would remember the big push for hydropower across Australia in the 1970's and 80's, particularly in Tasmania. Dams were being created primarily for hydropower generation. In Tasmania, the Lower Gordon dam and Lake Pedder dam were by far the biggest, amongst many others, that were located so remotely that many weren't harvested prior to the flooding or only partly harvested around the edges.

As a result, Tasmania now has large hydro dams and lakes with timber still underwater, sitting stagnant and perfectly preserved, just ready for the picking.

"We've now got large dams with the timber standing underwater, and because it has been down there, out of

the sunlight but with the tannins in the water, the timber is still as good as it was when the dam was flooded," Darryn explained. Seemingly frozen in time, specialty timbers including Huon Pine, Sassafras and Myrtle, as well as Eucalyptus and Blackwood, have laid dormant on some of the dam floors for many years.

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## Now, the timbers which were once thought to be all but lost are set to be sustainably salvaged by SFM's Hydrowood division.

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Darryn explained that the idea originally came to the SFM Directors after they were inspired at a timber trade show in Canada, where underwater harvesting was being showcased.

"One of our Directors also happens to be a commercial pilot, and he flies over the lakes quite a lot during his trips over Tasmania, and he joined the dots and thought 'Well, they do it in Canada, why can't we do it here?'," he recalled.

Following consultations in 2012 with the lake and dam owners, Hydro Tasmania, as well as the State Government, it was agreed that SFM would investigate the prospect for recovering wood from the lake floor.

## Soon enough, Hydrowood was born.

Photo credit: Samuel Shelley



***"We go out with a barge, using a New CAT 568 FM (Forest Machine) that has a 26 metre telescopic arm fitted to it and a Satco 630 Felling head.***



## **Dam, that's good timber**

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Investigations and feasibility studies ensued, and it became clear very quickly that this product, located sometimes up to 50 meters underwater, was quite special.

Sample timber such as the Black Hearted Sassafras was taken out of the lake early in an effort to prove that the resources sitting at the bottom of the dam were worthy of the harvest.

The University of Tasmania's School of Architecture hopped on board, with Associate Professor Greg Nolan overseeing a feasibility study of the timber alongside Tasmanian furniture designer Simon Ancher, who was one of the first to get a chance to work with the product.

Darryn explained that early indicators that this product would be valuable became obvious during the study and from the design feedback Simon provided them.

"They all raved about it, I think because it has been underwater it appears to be smoother to work with and easier to manipulate.

"The timber appears to not have the same shrinkage characteristics as timber harvested normally above water," he explained.

"We think this product will settle into the niche, craft market, because essentially this is timber that tells a story – and not to beat around the bush – but it's an expensive product to harvest, at more than double the price of conventional harvesting," Darryn added.

## **A unique challenge**

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Looking at the potential now, ahead of the first round of harvesting production, which is set to commence mid to late -2015, Darryn explained that there is possibly 15 years' worth of work ahead.

Remarkably, within two years of SFM considering the idea, the project is not far away from being a commercial reality. Initially, the short-term goal for Darryn and SFM Hydrowood is to successfully execute the first harvest of Lake Pieman.

"Part of our government funding arrangement is that we are on the water by mid to late 2015, for four years on Lake Pieman," he said. The project is funded by the Federal Government, under the Tasmanian Jobs and Growth Package.

Darryn and SFM Hydrowood are confident that following the initial four years, the demand for this quality product will be strong enough to continue harvesting long-term across the other Tasmanian hydro dams and lakes for another ten years, or more.

**"It's not just Tasmania that has the potential for this type of harvesting to work. Queensland has several lakes, and there are others across Australia that have a lot of potential," Darryn added.**

The bonus is that all machinery being utilised during the Hydrowood project is completely transportable, adding to the potential for this type of project to be conducted Australia-wide.

## **Getting technical**

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The technology involved in the project is what enables Hydrowood to be a reality. SFM Hydrowood joined forces with William Adams Pty Ltd in Tasmania, enlisting their machine sales and engineering expertise to ensure that the machinery would be suitable and underwater-ready for this unconventional timber harvesting operation.

"We go out with a barge, using a New CAT 568 FM (Forest Machine) that has a 26 metre telescopic arm fitted to it and a Satco 630 Felling head.

.....continued next page



“The way I often tell people to visualise it, is to picture a crane, and tip it upside down, because essentially – that’s what it is,” Darryn remarked. Using the latest underwater sonar technology, the components all work together in perfect harmony without the aid of divers, and are all controlled from above the water.

### Fruits of the labour

The flow on effect for jobs, and the local support for the project, in some of Tasmania’s most remote locations, is an added bonus for the Hydrowood project.

Darryn and his colleagues at SFM hope to see the once forgotten timber resource from the depths of the hydro dam waters continue on in many forms including furniture, flooring and designs that showcase the unique characteristics of the product.

Hydrowood has commenced a marketing plan rollout, to generate the avenues for how the logs will be sold.

“We’re looking for saw millers who are interested in the value adding of that product and in the story, because really, it’s just a great story,” Darryn added. “We have had three major Tasmanian sawmills expressing interest in the Hydrowood logs already, and we are in the final stages of signing up a sawmill as a contractor for the milling of some

of the timber,” Darryn said.

He also explained that since the project was publicised earlier this year, SFM has been contacted by the Green Building Council of Australia regarding the product achieving a Green Star rating, due to the sustainable – yet unique – harvesting process.

We can also report that there has been a significant amount of buzz surrounding the product from architects, locally and nationally, as well as some interest from the European high-end boat building market.

### Now the Hydrowood harvesting project is very close to starting.

The New Cat 568 FM is now equipped with the special telescopic arm and the Satco 630 Felling Head and it has been positioned on the specially built harvesting barge for final testing. The main barge is a very interesting piece of equipment in its own right. Designed by Taylor Bros in Hobart and built by Haywards it is powered by a Cat C9 Diesel Engine power pack arrangement that powers three Thrustmaster hydraulic drive units.

On either side of the main barge are two smaller log barges that will be loaded with the harvested timber by the Cat 568 FM. These loaded barges will then be pushed to the shore

based unloading area by Hydrowood’s specially adapted push vessel.

The logs will be unloaded from the barge and then taken ashore by a specially built trailer. A shore based Cat 325D Log Loader has been purchased to handle the on shore log handling duties. Darryn said that “Hydrowood currently have their survey vessels out on the lake now doing a 3D survey of the dam, in preparation of the harvest boat being ready”.

He explained that the set up will take a few weeks before the logs will be brought to the surface.

“It will take two days to put everything together on Lake Pieman, and then we will have to travel 27 km up the dam to commence harvesting – but first we will need to clean out the bay, which will take a few weeks,” he said.

Darryn has advised that by the time that this article is being read in the William Adams Plus Magazine the harvesting will probably be well and truly underway at Lake Pieman. Plus congratulates Darryn and the SFM Hydrowood Project Team on this very exciting forestry venture and wish them all the best for the future.

Original story written by Megan MacDonald, published in Plus courtesy of TimberTrader News <http://timbertradernews.com/>

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# CATERPILLAR IS PLEASED TO ANNOUNCE THE CAT 525D, 535D, 545D AND 555D WHEEL SKIDDER RANGE.

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## THE D SERIES BUILDS ON CATERPILLAR'S 40+ YEARS' EXPERIENCE DESIGNING AND MANUFACTURING SKIDDERS.

The D Series program had a number of critical development objectives to become the premium Wheel Skidder in the market, including:

### Lower Owning and Operating Costs

Customers will burn less fuel and get more power from the Cat C7.1 ACERT™ engine because of advances in engine technology combined with machine design. In addition, service intervals have been extended.

### Powerful Performance

The D Series has a six speed transmission with more gears in the working zone and a lockup torque converter to maximize groundspeed and efficiency. Operators also will notice a difference in the pulling power when skidding in adverse conditions. Multi functioning, cycle times and lift capacity have improved as a result of the hydraulic system enhancements.

### Rock Solid Stability

Better weight distribution and a longer wheelbase give the skidder solid stability. The engine was moved forward in the nose to balance a heavy drag, so the skidder stays on the ground, even making turns on hilly terrain.

### Clean, Cool Operation

The high capacity cooling system and on demand hydraulically driven reversing fan keep the machine

running at the proper operating temperature in both hot and cold environments, optimising performance, durability and fuel efficiency. The cross flow configuration and compartmentalisation of the engine and cooling system reduce debris collection around the engine. The cooling system pulls external air in the side—not through the engine compartment—and exhausts it out the opposite side.

### Easy Maintenance

Serviceability of the D Series is significantly improved. The cab tilts for access to hydraulic hoses and pressure washing. Access to grapple head components is improved. Everything in the cooling package is within reach, and the engine can be serviced with “boots on the ground”. Better hose routing—especially from the arch to the boom—protects hoses so they don't need replacement as often. Debris doesn't collect inside the skidder, so less time is needed for pressure washing and blowing it out.

### Comfortable Cab

The new cab is roomy, quiet and cool with great visibility, especially through tall, wrap around windows in the rear. The high back seat can be adjusted for the operator's height, weight and ride preferences for even more comfort. The sealed cab keeps engine and job site noise low.

### Durability

Robust frames provide a solid foundation for a machine designed to provide long life. Higher axle ratios in the D Series reduce torque on the transmission and drivelines, so they last longer. Both the upper and lower sections of the centre hitch feature dual tapered roller bearings. A new, stronger grapple head, pin mounted blade, streamlined hose routings and friction style clutch winch are other examples

of improvements built into the D Series to increase uptime and machine life.

**William Adams' first D Series skidders have already gone to work in both Victorian and Tasmanian forests, with additional supply of the new 535 and 545 models set to land late 2015 and the new 555D arriving mid 2016.**



## **GREEN'S TO TAKE FIRST D SERIES SKIDDER IN TAS.**

Well established and long term logging and transport contractors AG & KJ Green Pty Ltd (owners Tony & Craig Green) have taken delivery of Tasmania's first all new Cat D Series Log Skidder.

### **The machine is a New Cat 535D Grapple Log Skidder which replaced an older Timberjack skidder.**

Over the years Green's have owned a number of Cat Skidder models including 515's and 525's. The new Cat 535D is currently working on Green's, Forico plantation harvesting job near Frankford in Northern Tasmania.

Tony and Craig are very pleased with the new Cat 535D's performance and they are looking forward to many years of high production skidding.

Features and benefits of the Cat 535D include a Cat C7.1 ACERT engine with high power and excellent fuel economy, a state of the art cooling system for cool running in all forestry conditions, proven Cat power train and hydraulic system for pick up of large loads and quick skid cycles, and a long wheel base for rock solid stability.

### **A very quiet and modern cabin that tilts for servicing and maintenance has also been incorporated into the new Cat D Series skidders.**

Green's are also well known in the industry for their innovation and willingness to try new machines and methods in their logging business. Included in this innovation is a soon to be delivered extensively modified Cat 314E CR that has been converted into a short tail swing Feller Buncher for working in tight spaces between plantation trees.

# **NEW ADDITION TO BURNIE PORT SKYLINE.**

A welcome new addition has appeared on the Burnie ports skyline. In August 2015 Tasmanian Ports Corporation put to work their latest Caterpillar Track Type Tractor. The machine is a Cat D8T equipped with all the usual standard equipment plus a fire suppression system and a William Adams Burnie Branch manufactured 55cubic metre wood chip blade.

The 233 kw (312 hp) Cat D8T is ideally suited to its working life on the chip heap with features like Cat's differential steering that allows for infinitely variable power turns and its bogie undercarriage system for a smooth ride and better traction on the chip heap. These and other performance

features allow the Cat D8T to get the job done when the pressure is on for the various wood chip vessels to get their load and depart for their next overseas port.

**Tasmanian Ports Corporation and the Cat D8T play a vital part in the export of high quality fibre for a number of companies from the Burnie port to various locations in Asia and beyond.**



# HAULMAX W35 WATER TANK TO SUIT CATERPILLAR 740 ARTICULATED TRUCK



## The Module

- Custom designed to fit the Caterpillar 740 Articulated Truck.
- 35,000 litre water capacity.
- The tank structure has been engineered with specialised design features, including internal baffles to reduce water surge and improve machine stability.
- The top fill point is fitted with a hinged trash screen to filter debris.
- The ground level fill point includes quick connect fittings for fast filling.
- Upper and lower covers are included for easy inspection and cleaning. Internally, the tank is epoxy coated for added corrosion protection.

## Rear Watering System

- Five (5) fully adjustable and individually controlled spray head valves.
  - Three (3) are mounted horizontally on a rear spray bar.
  - Two (2) are mounted vertically for side (batter) spray.
- Rear spray head valves are double acting, hydraulically controlled units.
- The spray head delivers a flat, dense and variable spray pattern. The spray fan pattern, volume, width and direction can all be customised.
- 20 metre hose reel with hydraulic powered extension and rewind.

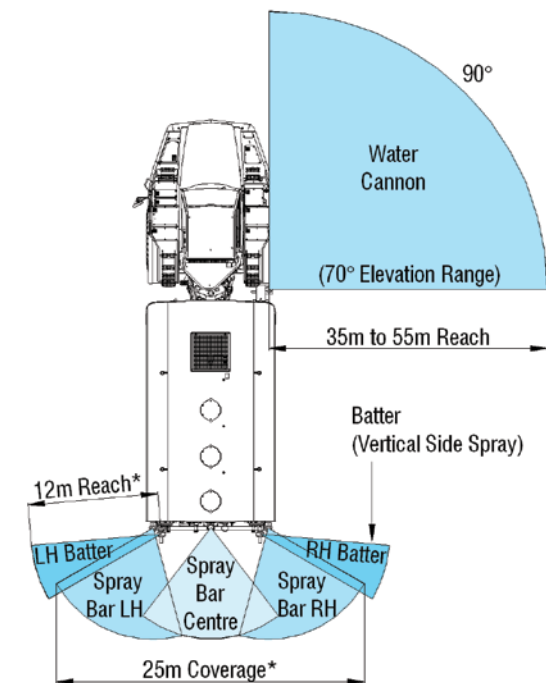
## Water Cannon

- Capable of supplying 1,200 litres per minute.
- Spray distance of 35 to 55 metres.
- Spray coverage follows a 90° arc rotation with a 70° elevation range.
- Water cannon operation is hydraulically controlled and actuated.

- Mounted forward on its own platform, the cannon can be lowered and raised hydraulically.
- With the cannon lowered the machine is below transport height restriction requirements and can be transported freely throughout most states of Australia without the need for an approved transport escort.

## Operator Controls and Systems

- Individual switch controls for each rear spray head and the water cannon.
- Joystick control for water cannon rotation and elevation.
- Tank water level indicator lights, showing full,  $\frac{3}{4}$ ,  $\frac{1}{2}$ ,  $\frac{1}{4}$  and empty.
- Operator controlled high flow pump, with auto low level pump cut-out.
- Tank hydraulics are integrated





Surf Coast Council take delivery of their new Cat CW34 from William Adams' Michael Mattiacci and Heath Sewell.

# CW34 – THE NEW MEMBER OF THE CAT PAVING TEAM

**THE CW34 PNEUMATIC ROLLER HAS BEEN RECENTLY ADDED TO THE CATERPILLAR PAVING PRODUCTS FAMILY OF MACHINES AND IS IDEALLY SUITED TO THE WORKS CARRIED OUT BY MANY COUNCILS THROUGHOUT VICTORIA.**

The CW34 is an eight wheel roller with an operating range from 10 to 27 metric tonnes. This machine performs well on granular materials as well as all types of asphalt mix designs and can be used on all phases of compaction due to its high contact pressures. Typical applications include highways, city streets, country roads, lane additions, industrial sites, overlays, airport runways, and other production-sized jobs.

A number of councils were represented at a demonstration/machine launch held at Sheaphills in north west Victoria on the boundary of Yarriambiack Shire Council. One of those councils was Surf Coast Shire who have since taken delivery of the first CW34 Pneumatic Roller in Victoria.

The CW34 delivers compaction with flexible ballast, oscillating front and rear wheels, front suspension, and optional air on the run, making this machine extremely productive. Rear ballast options include modular and non-modular steel, sand, and water.

**The modular steel ballast system can be added or removed, making it easy to adjust operating weights and match job site requirements.**

The oscillating front wheels deliver vertical and horizontal forces that reduce air voids, ensuring uniformity across the surface, while the air on the run option allows the operator to quickly adjust wheel pressures in order to increase or decrease static loads for optimal surface quality.

This machine offers exceptional visibility due to the new console design and standard sliding station that rotates 90° to either side. The operator can easily view wheel edges as well as a one by one meter in front of the machine. An LCD display and push button machine controls simplify operation for an all-around comfortable operating environment.

The optional Cat® Compaction Control system provides an easy to use interface, employing infrared temperature sensors combined with mapping software which keeps the operator informed of current mat temperatures, machine position, and where coverage has taken place.

This intuitive system greatly enhances night-time performance, while also recording information for future data analysis and quality control documentation.

The CW34 powertrain functions much like an automotive-type system with continuously variable engine speed adjustment at the propel lever. An automatic speed control feature enables the operator to tune the system for a

maximum speed within each of the three ranges including low, intermediate, and high.

**When operating in intermediate and high, the system shifts smoothly through the speed ranges and offers a maximum speed of 19 km/h for quick movement around and between job sites.**

The CW34 utilizes the Cat C4.4 engine with ACERT™ Technology and is capable of operating at temperatures up to 49° C with maximum engine load, due to the high volume cooling and hydraulic systems and large fan. The new ECO-mode feature not only conserves fuel, it also reduces sound levels. The standard 500 hour engine oil service interval maximizes uptime and minimizes lifetime operating costs.

Eight 13/80 R20 rubber tires provide an overall compaction width of 2090 mm with 42 mm overlap. Each wheel is equipped with self-adjusting scrapers in order to prevent asphalt from adhering to the wheel surface. Optional cocoa mats can be utilized for better water retention, ensuring the wheels stay wet.

**Reliable water spray systems are a must in order to keep up with production and maintain pace with the paver. The pressurized Cat system includes a single water pump, triple filtration with filters located at the fill point, and spray nozzles offering excellent protection against clogs.**

The adjustable intermittent mode conserves water and minimizes re-fills for optimal efficiency. An optional emulsion spray system with dedicated tank, lines, and spray bars enables releasing agents to be utilized on the wheels for additional protection against adhesion.

For more details on the new Cat CW34, please call your nearest William Adams sales representative, or go to [www.williamadams.com.au](http://www.williamadams.com.au)

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# NEW F SERIES PAVERS ARRIVE

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**THE AP600F AND AP655F PAVERS ARE EQUIPPED WITH AN EXCLUSIVE SCREED HEATING SYSTEM THAT QUICKLY REACHES PAVING TEMPERATURES, SAVING TIME AND MONEY.**

Caterpillar announced the addition of the new AP600F and AP655F Pavers to the Paving Products family. These mid to high production pavers utilise powerful engines with fuel-efficient features like Eco-mode and automatic engine speed control.

They are equipped with a powerful new generator that quickly heats the screed plates, leading to lower fuel consumption, reduced labour costs, and increased daily production. In addition, new automated material delivery features simplify setup and make operation more efficient. Whether you choose the wheel or Mobil-Trac™ undercarriage, both provide mobility and high-speed capability when moving around the job site.

Visibility continues to be a focus of the swing-out operating stations, enabling effective communication for smooth truck exchanges as well as providing good views into the hopper and auger chamber.

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## High Return on Investment

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- Higher resale value: long-life components, and latest engine emissions technology
- Exclusive 70 kW integrated generator, designed for long life by the same team that developed the D7E electric drive dozer
- Fast heating screed leads to more daily production, heating time in as little as 15 minutes
- Undercarriage designs limit tow-point movement for excellent paving results
- Exclusive air flow design improves operating conditions for the crew and keeps components cooler for lasting durability

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## Advanced Technology

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- Exclusive screed heating system monitors elements for failure conditions, eliminates unnecessary replacement
- Cat Grade Control option integrated in the tractor and screed displays for optimised operator efficiency
- Propel and feeder system settings transfer between stations with a single switch; a Caterpillar exclusive
- Auto-fill feeder system simplifies setup
- Single touch feeder system activation optimises efficiency
- Automated travel feature; augers and hydraulic mainframe extensions raise with the screed, preventing damage during transport
- Product Link™ remotely monitors machine location, daily hours of operation, fuel consumption, fault codes, and preventative maintenance status, for optimal machine support

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## High Quality Results, Higher Earnings

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- SE-Series screeds deliver excellent ride, density, and mat texture while providing superior adjustment capabilities.
- Tow-point utilizes exclusive linkage design for optimal screed flotation
- Exclusive 2-speed proportional control on the screed Extenders

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## Low Owning and Operating Costs

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- Exclusive Eco-mode and Automatic Engine Speed Control, reduces fuel consumption and lowers sound levels for better comfort and communication
- 4-pump feeder system is designed for high production in Eco-mode, leads to lower fuel consumption
- Keypad switches have been tested to 1-million cycles without failure
- Conveyor bed plates and chain guards designed to minimize labour requirements and provide lower cost replacement
- Heating elements slide-out for easy replacement
- Machined screed frames simplify screed plate levelling

William Adams first F Series Pavers arrived early fourth quarter of 2015, so make a point of checking out the industry leading technology incorporated into the world's top selling pavers.



# NEW CAT MACHINES AT LIMA SOUTH QUARRY



**RECENTLY LSQ TOOK DELIVERY OF A NEW CATERPILLAR 972K WHEEL LOADER AND REVOLUTIONARY 336EL HYBRID EXCAVATOR TO ADD TO IT'S EXISTING FLEET COMPRISING OF TWO CAT 336DL EXCAVATORS AND CAT 972G AND 972H WHEEL LOADERS.**



Spend even a short amount of time with Ashley Day, managing director of Lima South Quarry (LSQ) and you get a real sense of just how passionate he is for site safety and customer service.

**“There’s nothing we’re more passionate about than safety” boasts Ashley, and there’s no doubting that this is more than just a statement, it is demonstrated across the site and in the attitude of the staff.**

Leadership in safety is important but Ashley insists that much of the credit rests with OH&S coordinator Michelle, who has really driven the positive safety culture at the LSQ site.

Located 34 km south of Benalla, the site was opened up by Ashley’s father Geoff in 1997, with the help of a second-hand Jaques 14-24 jaw crusher amongst other plant he brought down himself from the Northern Territory. Predominantly a hornfels deposit LSQ produces a range of screened materials including sealing aggregates, class 2,3 and 4 crushed rock products and 63mm railway ballast as well as specialist rock spalls focusing on delivery throughout north east Victoria.

In 2008 Ashley purchased the quarry site and business from his family and talks proudly of the achievements and growth LSQ has undergone in recent years. “When I took over the business we were producing around 30,000 tons per annum, this year we will exceed 260,000 ton” he confirms.

But you appreciate this even more, and get a real sense of the character of the man behind LSQ when considering what as a then 26 year old who had just taken the largest amount of debt in his life must have gone through purchasing a quarry which needed some immediate investment in the same year as the Global Financial Crisis (GFC) hit!

While established businesses were dealing with the dramatic shift from positive to negative cash flow as the GFC took hold, in true Ashley Day style he says “We just started calling customers, locals and anyone I could think of to drum

up enough sales to keep the new business going during this very tough time.” The keys to his success were clearly the diversity of being able to exploit the mobile nature of his crushing and screening plants by doing contract crushing and screening for other customers when things were quiet at the quarry, a service LSQ still provides today and a real sense for delivering what customers want and standing behind his products.

Former customer and self-confessed ‘tree change’ retiree Brendan Tipple, now acts as the company’s sales and account manager, and after a successful career unrelated to the quarry and aggregates industry, his support and understanding of sales and marketing activities has led to a formidable partnership with Ashley as the face of LSQ.

“Our goal is to be the quarry of choice, to be referred to by name, to have our clients specify LSQ materials” says Ashley. “I regularly jump in the car with Brendan and we visit customers and their work sites, we genuinely care about partnering and delivering positive outcomes for them,” he adds.

You can bet that when you spend every day delivering exceptional customer service, you demand the same from the suppliers you deal with and this has led to a strong relationship with Cat equipment and the local support offered by William Adams Wodonga branch.

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**“I don’t want to let my customers down, so I need equipment I can rely on which is why I continue to purchase new Cat gear and I appreciate the onsite product support service offered by local William Adams representative Ben Petzke” confirms Ashley.**

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*So impressed with the performance of the new Caterpillar 336EL H excavator were LSQ that Ashley and Brendan agreed to provide third party testimonials and be the face of the current national Caterpillar Hybrid print media and video advertising campaigns.*

◀ Ashley Day

"We've been very happy with the performance of the Cat 972G and H loaders, they are an ideal size for us so it was a natural progression to take on the new K series machine which has been performing great, and the operators love the new joystick steering and comfort of the cab" says Ashley.

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**But it was local sales representative Wynton Brown who grabbed Ashley's attention with the new hybrid technology featured on the 336EL H.**

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In two minds about updating one of the current Cat 336DL excavators it wasn't until Wynton introduced Ashley to the Hybrid E series machine and the potential fuel savings it could offer, that the business case for the additional investment began to stack up.

"At the time we were introducing Ashley to the Hybrid machine, we had already delivered three 336EL H units in our local region and the fuel burn rates that were being reported

via our web based VisionLink data system compared to competitive and earlier model 30 ton Cat excavators in like applications, very quickly validated that the claims of up to 30% reduced fuel consumption were achievable" stated Wynton.

**"The numbers don't lie, it really does demonstrate the power of the hybrid system to do more for less, and without the need for expensive or complicated electrical componentry of other hybrid systems" he adds.**

Once on site it didn't take long for Lima South Quarry to start realising the benefits of the new 336EL H either.

"We're running the new Cat in the face, breaking down and loading out - it's the toughest job this machine will ever do on our site, and already we are seeing fuel savings in excess of the promised 30% savings" confirmed LSQ sales manager Brendan Tipple.

At this rate LSQ can expect to see a payback on the Hybrid technology investment in less than 2 years. So impressed with the performance of the new Caterpillar 336EL H excavator were LSQ that Ashley and Brendan agreed to provide third party testimonials and be the face of the current national Caterpillar Hybrid print media and video advertising campaigns.

Ashley was born and bred in the local region, and along with wife Kate they continue to put back into the community, supporting local sporting clubs and charities along with the Good Friday and Peter MaCallum Cancer appeals and have received recognition from the Benalla Business Network for marketing excellence.

William Adams would like to thank Ashley, Brendan and the whole LSQ team for their ongoing support and partnership with Caterpillar equipment, and recognise the professionalism and passion with which the Lima South Quarry continues to operate today.

# BECKETT - TASMANIAN FOR DOZER

**MINING AND CIVIL CONTRACTOR  
DICK BECKETT HAS ONE OF TASMANIA'S  
LARGEST FLEETS OF BULLDOZERS,  
AND IS ALSO ONE OF THE LONGEST  
ESTABLISHED CONTRACTORS IN  
THE STATE.**

**Dick Beckett started with a 122 horse power  
International TD18-181 series bulldozer in  
March 1964.**

This machine was second hand, and its main competitors on the market at the time it was built were the Caterpillar D7C and the slightly more powerful Allis Chalmers HD16.

Dick's machine had a hydraulic blade (cable blades were still available in this era) but did not have a ripper - in that era, crawler tractors were widely used for drawbar work.

It was quite a scramble for Dick in the early days: with a £1700 loan hanging over his head, Dick took on any dozing work available and when he wasn't doing that, he was operating machines for other contractors so that he could service the loan.

It must have worked, because Dick bought a new International LTD20 in 1967. The International dealer in those days was I.S.A.S.

The purchase price of the new dozer was \$32,000 and it worked on Flinders Island doing development work for the Agriculture Bank of Tasmania. The Becketts dozer fleet is now all Caterpillar, with the shift starting in around 1970. The current dozer fleet is 10 units ranging from a D6R to a D11R. The range of sizes allows Becketts to target a range of work and use the machine best suited to that work. In terms of the best and worst dozers that he has used, Dick regards the Caterpillar D6C as the best of the earlier era with the International LTD20 diplomatically placed in the "wasn't the best" category.

Of the modern era, Dick sees the Caterpillar D8N as pioneering modern dozer developments with its high sprocket, differential steering and oscillating bottom track rollers.

While Dick's brand preference indicates his regard for Caterpillar, he doesn't believe that all brands have progressed evenly.

While Becketts does not own any machine control or guidance systems in its own right, (it hires systems as required for projects) Dick regards the technology as "one of the best things to happen to the industry in recent times".

## Maintenance and operation

Scheduled inspection and maintenance is the key to machine reliability, and Dick follows manufacturer recommendations on servicing.

**When it comes to changing out components, Dick believes that the key is to track the work done by a machine as the change out interval can vary greatly depending on whether the machine has had heavy or light work.**

While Dick believes in operator training, he says, "Highly productive operators are born, and need very little training. "Productivity comes from using the correct machine with the correct ground engaging tools, and having a good operator who has a clear view of the finished product before work starts." The attention to ground engaging tools is especially important in a dozer as the blade cutting edge and ripper boots are high wear items due to the nature of dozer work.

For ripping, Dick believes that you need to consider what you are going to rip and why. In hard ripping, Dick sees the only answer as using the largest and best machine available, using an adjustable shank and sharp ground engaging tools, and avoiding the temptation to rip too fast for the conditions.

## Success in business

Having not just survived in business for over 50 years but continued to grow, and with a strong core of repeat business, you would expect that Dick would have a formula for his success. However his answer was short and to the point: "Simple - have and give value for money."

Dick's response to his plans for the future was equally succinct: "No plans - just answer the phone when it rings, bid for jobs and hope that the customer calls the next time." Perhaps that's the real secret: to never get complacent and to treat each job as if it is the first, and you want to do the job well enough that there will be a second job ... and a third ... until suddenly you're still going after 50 years.



## MACHINE DRIVE POWER – CAT CONNECT TECHNOLOGY FOR COMPACTORS

**Don Taylor has seen some construction breakthroughs in his day. “The first was the change from cable to hydraulics”, said Taylor, project manager at McAninch Corp., an Iowa highway, heavy and utility construction firm. “Next was GPS”, and the stakeless sites that came with it. Taylor might soon add a third breakthrough to his list: MDP, or Machine Drive Power. “It’s a game changer”, he said.**

### MDP Defined

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MDP is a machine-integrated soil compaction measurement technology. Contractors at several job sites around the world, including Greece, Germany and an interstate on-off ramp being built by McAninch in Altoona, Iowa are testing it.

MDP is one element of Intelligent Compaction (IC), which is gaining prevalence on job sites daily. IC is commonly understood to include:

- An integrated compaction measurement system (an accelerometer, or in this case MDP).
- A system with the ability to tie jobsite positioning location with a GPS.
- A way to record and take gathered data for analysis.
- Machine Drive Power is not a breakthrough in how machines compact. Instead, MDP evaluates the rolling resistance

“It gives an indication of soil stiffness by measuring the rolling resistance on the drum”, said Loïc Le Bellec, Regional Sales Support Consultant for Caterpillar Paving Products. “It correlates the fact that the looser the material is, the harder it is for the drum to roll over the pile of material in front of it.

“That resistance provides an indication of soil stiffness and load-bearing strength, and whether compaction is adequate to hold the road, parking lot, building-or whatever is planned for the site.

MDP, a proprietary technology developed by Caterpillar, is catching the attention of contractors worldwide for several reasons. It works on all soil types, including cohesives. It can enable a compactor to act as a proof roller, even when not vibrating. It can eliminate multiple passes of a compactor and deliver considerable cost savings with them.

But the ultimate benefit-to contractors, quality control lovers, and taxpayers-might be summed up in one word: uniformity

### Uniformity

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Uniformity has always been an issue. Is the entire site compacted the same way, or are there areas of structural weakness?

**Uniformity matters because weak areas ultimately become failures. That means going back and making costly repairs.**

Historic methods of testing can only provide a snapshot and are no guarantee of uniformity.

“It gives you confidence that you’ve reached density and can move on”, Taylor said. He and others testing the technology say it is a more accurate indicator of stiffness and load-bearing strength than anything they have seen to date, perhaps in part because of the high clay content of the Iowa soil-though it works well in other materials, too.

“You can add a lot of road life with (road base) uniformity;” Taylor said. “If the base has no weaknesses, you’ll only have to replace a wear course from time to time”.

### Successful In Europe, too

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**The testing has gone beyond the U.S., with several demonstrations being completed in Germany, France, Sweden and the Netherlands.**

“All feedback from customers about Cat Compaction Control in general and the MDP system in particular have been very positive”, said Le Bellec. “We are confident that this is the right technology for our customers and that it will help them in getting more productivity and more efficiency out of their soil compactors!”

### Changes in Specs?

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There are gains beyond uniformity, and productivity is among them. “With this system (MDP), we were able to reduce the number of passes from eight, to two or three”, said Jesse Boston, project foreman for McAninch.

Reducing passes impacts fuel consumption, machine wear and labour costs.

How could the number of passes be reduced so dramatically? Soil compaction method specs typically require a pass for each inch of material, up to 8 inches. Therefore many jobsites routinely require eight passes (with a movement in one direction considered a single pass).

The belief is that the method specs-in this example the requirement of eight passes- are the best way to ensure the foundation can later bear the load. Without a good measurement technology, method specs were the best approach.

Now that IC and its MDP component are available, the method specs and the passes they require are getting another look.

***"It's a game changer" he said.***

"Most of those passes are a waste", Taylor said. "Many times on job sites, we could probably get compaction densities with haul trucks. We might not even need rollers. But the specs call for eight passes, so we make them".

Many contractors would welcome a change in specs. Some advocate "performance specs", where a compaction goal is assigned to each layer of material. Finding a way to meet that goal would then fall on the contractor.

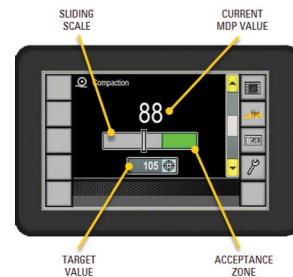
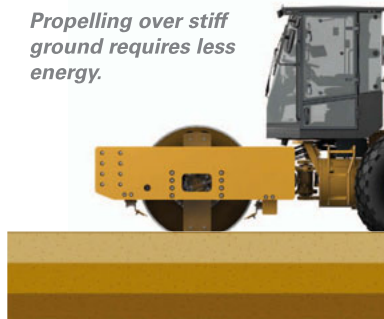
Taylor understands method specs were utilised because they were the best available option, but believes that will no longer be the case with IC and MDP technology, he said.

IC and MDP measurements are being considered in some other corners, with state and federal transportation officials taking closer looks. Changing minds and methods can be a difficult process, yet Taylor believes MDP to be so beneficial that adjustments will have to be made.

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***"YOU CAN'T LEAVE TECHNOLOGY LIKE THIS ON THE SHELF", HE SAID. "YOU WOULD HAVE BETTER MEASUREMENTS, AND BETTER ROADS, AT A LOWER COST. THOSE ARE TOUGH POINTS TO ARGUE."***

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## CP56B VIBRATORY SOIL COMPACTOR

**Landforming to Perfection has recently taken delivery of Victoria's first CP56B vibratory soil compactor equipped with Caterpillar's integrated Machine Drive Power (MDP) compaction and mapping system..**

William Adams Sales Manager, Construction, David Newall said the 12,500 kg, 116kW, CP56B padfoot compactor's innovative MDP system allowed the compaction results to be checked against the job design in real time.

"An in-cabin colour screen details the soil compaction data that is captured by the MDP's unique energy based technology and displays this in relation to GPS mapping meaning the operator can clearly see the compaction results as they work

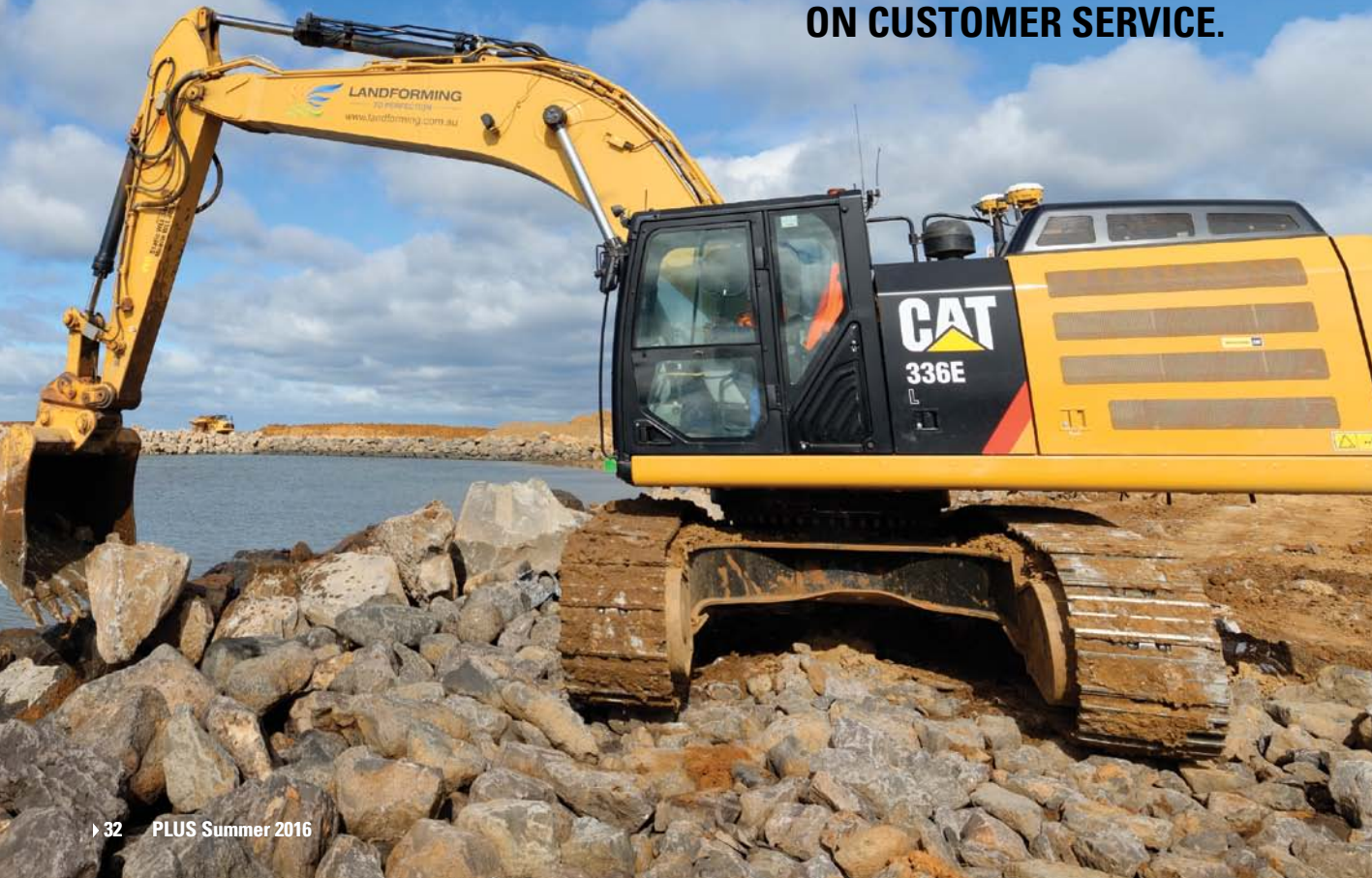
"This reduces the need to carry out soil tests as often and improves productivity by reducing overwork or the need for re-work.

"There is a clear saving in time, fuel and labour costs available to contractors compared to standard roller technology," David said.



# LANDFORMING HARBOURS CLEAR FUTURE

THE LAST TIME PLUS CAUGHT UP WITH ALEX TOUNTZIS OF LANDFORMING TO PERFECTION WE REFLECTED ON THE COMPANY'S COMMITMENT TO PROVIDING HIGH QUALITY CIVIL CONSTRUCTION SERVICES DRIVEN BY A CLEAR FOCUS ON CUSTOMER SERVICE.



**It's good to report that Alex and his team is still singing from the same songbook and reaping the reward of their commitment, their vision and their hard work.**

Landforming's is not a difficult recipe to follow: honesty and integrity as the foundation stone in all relationships, in all business dealings.

It is a philosophy that many companies struggle to implement. Comprehend it they may, understand it they more often than not do; but putting it into practice often sees a struggle emerge with old habits and culture resisting change.

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**Operating for just over a decade, Landforming has made its mark in recent years on the Wyndham Harbour development in Melbourne's outer west.**

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The company cut its teeth on laser bucket levelling to establish and rehabilitate market gardens and vege farms before expanding into the civil earthworks business.

Now Landforming's workload is spilt between that and the key contract at Wyndham Harbour - a lifestyle dream development featuring the construction of retail, recreation and housing infrastructure with a new harbour / marina complex designed to ultimately house up to 1000 wet boat berths and some 390 dry berths.

Marketed as the 'playground' of the west, Wyndham Harbour will offer residents and visitors alike a new marine centric lifestyle experience on the shores of Port Phillip Bay.

Key work has been the construction of the \$440 million marina – set to become a boat haven between Williamstown and Geelong, which is due for completion in 2016. The marina will be the largest in Victoria and second largest in Australia.

Surrounding this is a new community – houses, townhouses and shops, restaurants and cafes as well as wetlands, bike paths and parklands.

The marina is an intricate and complex project that initially involved Landforming to Perfection extending the foreshore some 30 metres utilizing a coffer dam technique. This contract was pre-dated by earthworks for a sub-division component of the residential complex.

This foreshore extension saw Landforming expand its fleet and begin a strong relationship with William Adams. Some 12 months ago they invested in two 735B articulated dump trucks, a CP56 padfoot roller and 320DL and 336D excavators.

While the foreshore extension is now complete, the company was commensurately awarded contracts to build the extensive breakwater network that provides access to the marina berths and protection from the wilds of Port Phillip.

Alex said it was a complex and ultimately satisfying contract. "It is our first time on breakwater style work but it is essentially similar to what we do on land with some modification to process, equipment used and systems to complete the works."

**"There's strong skill sets required for the excavator operators – similar skills to those required by highly competent final trim operators," he said.**

The intricacies demanded by the breakwater design, sees Landforming using underwater GPS systems to place material. "You have to have a good team to do these roles – it's not an environment where you can put blokes in to learn the ropes," Alex explained.

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**"It is essentially the strategic placement of rock and the excavators are fitted with GPS to enable the accurate positioning of material to a 3D design."**

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It also required additional equipment and has recently seen two 740 and one 730 articulated dump trucks, two 336EL and a 349EL (long track) excavators, as well as the latest model CP56 pad foot roller join the fleet.

The breakwater construction is now reaching its final stages, and the Cat equipment is also being used on a dredging component of the development.

"We are now in the dredging phase and using the same machinery and the same methodology to complete the works which is basically deepening the harbour to suit the client's design requirements," Alex said.

This will provide secure clearance for the flotilla of pleasure craft expected to populate the project.

**Landforming has cemented and expanded its relationship with William Adams and Cat equipment throughout the project. Alex works closely with the William Adams sales team including Jim Gedye and David Newall and has built on relationships already enjoyed with William Adams.**

"Last time I spoke with Plus, I was very clear about the importance of the relationship we have with William Adams, "We've now broadened that relationship working with Jim and David to include new and used equipment, product support and the William Adams service departments – all of which has helped us to manage the fleet in a very direct and efficient manner."

David Newall said William Adams was committed to supporting Alex.

"We have stepped up our product support for Landforming as their fleet size has grown.

"Alex is a great operator and we are keen to see his business continue to grow and partner with him to achieve his objectives whether it is purchasing new or used machinery to suit a project, role or budget, or introducing him to flexible approaches to equipment management such as RPO – our rent to purchase offering," David said.

Alex confirmed his support for William Adams was predicated on shared principles, "because the relationship seems as important to them as it does to me."

"It's the same philosophy, we have similar values about the importance of relationships that are built in business and we feel the direction of the support coming from William Adams is in line with our thoughts and our client's focus, that is – support your clients day and night, whenever and however it is required," he said.

***"That helps us achieve our goals and of course helps our clients."***

"We are very proud of the work we are doing at Wyndham Harbour and very conscious of the need to work closely with clients to fulfil the plan in a very important development for this part of Melbourne."

Throughout his decade long career in civil construction, Alex has remained true to his conviction: strong relationships add significantly to the likelihood of success.



# **PASSION FROM A YOUNG AGE LEADS TO SUCCESSFUL EARTHMOVING BUSINESS.**



**Spend only a small amount of time with Tom Kern from Kern Bros Earthmoving and you will soon notice there appears to be more to his business than first meets the eye. Behind the seemingly laid back easy going personality Tom exhibits, you'll notice passion not only for shifting dirt and burning diesel but a much deeper side, a story that includes his brother and a dream that started not long after they both could walk.**

Tom and his older brother Dallas, who was 4 years older, started life in Whittlesea on the outskirts of Melbourne on

their family farm located amongst rolling hills and grassy flats. Tom's father was in the army and Tom remembers clearly many rides on weekends in tanks and trucks which his father drove. Tom and Dallas often wondered how these machines worked and operated which, for two young boys of their age was clearly a sign of future ambitions.

It was when the family began clearing scrub, pushing up roads or building motocross tracks on the farm that Tom laid eyes on his now beloved Caterpillar machines. At the time it was D4 and D5 dozers belonging to local contractors doing the job, some old, some newer models but all with the distinctive Cat symbol and that deep yellow paint which is still the same for Cat machines today. There was many a

day when school was skipped because the boys were far too ill, but seemed to have no issue with standing out in the weather watching an old D5 push trees for the best part of the day.

Both Tom and Dallas naturally became mechanics as they approached their late teens and worked in the industry for several years. Initially it was Tom who decided the attraction of shifting dirt and the sound of a diesel engine under load was where he wanted to be. Tom moved into the construction industry and began operating various machines of different brands and models but always tried to take a job where a Cat machine was included.

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**Tom and Dallas both toyed with the idea and then one day decided that they would pool their efforts and down the track, both burn diesel and push dirt in their own business...Kern Bros was born.**

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In 2008 the Kern family was devastated, Dallas unfortunately had his life cut short in a motorcycle accident at the tender age of 25. After losing his brother, Tom commenced their dream of starting Kern Bros Earthmoving with even greater desire and determination. At the age of 25 Tom purchased his first machine, a Cat 308C Excavator along with a truck and tag along trailer.

"No start is too early, even on a cold winters morning, and the Kern Bros decal on the machines reminds me of why I'm doing it" Tom advised Plus. "Quite often when I'm steering the truck home late at night struggling to stay awake after a long day it's almost like he's sitting in the seat next to me, making sure I arrive home safe".

**Three years and many Cat machines later, and Tom now runs a medium sized fleet of "yellow gear" and plans to continue to expand with the times.**

"Caterpillar to me has always been the pinnacle of machines and growing up in the country it's just what all the contractors used back in the day. They are always the first I look at and the brand I end up with. In saying that, I am always interested to see what the market is producing and what the opposition has to offer. When purchasing a machine I like to compare not only initial purchase price but also parts availability, service, features & benefits, technology, fuel burn and the general capability of the machine".

Kern Bros latest addition to the fleet is a new Cat 312E fitted with Cat Grade Control. This machine was purchased with general construction and site cuts being the prime application. "Cat Grade Control on the 312E is one of the best factory fitted features I have ever seen on any machine.

CGC saves time on every job the machine tackles; there has not been a job the 312E has been to where CGC was not used. Having the ability to do entire site cuts within 20 mm +/- with one man without having to set up a laser light is amazing. I have even found putting less experienced operators in the machine using CGC improves their ability to get the job done faster and with more accuracy".

**Also recently purchased was a new Cat 308E Excavator where Tom looked at 5 competitive machines.**

After comparing all machines, Tom decided again on the Cat product. "The 308E is the fastest 8 Ton machine I have ever operated, mad fast mate," was Toms reply when quizzed on its performance shortly after delivery.

One application the 308E2 was purchased for was to drill pier holes on a regular basis, and Tom found it had the highest hydraulic flow rate out of the five other brands tested.

Now with various machines and operators on different job sites spread across Melbourne's northern suburbs, tracking machines and their location, as well as remote machine monitoring has become easy with Caterpillar's Vision Link system.

"Vision Link helps me keep track of my gears' location - when it was initially started each day, the fuel burned, total idle time and most importantly if there is any mechanical issue. If so, a William Adams staff member from the Solutions Centre will contact me and provide advice before it becomes a problem."

**"The team from the Customer Solutions Group are very good at what they do and it gives good peace of mind knowing there is a second set of eyes watching over every piece of gear in my fleet."**

Plus would like to thank Tom for contributing to this article, and more importantly his support of William Adams and Caterpillar as he continues to grow his boyhood dream.

***Cat Grade Control on the 312E is one of the best factory fitted features I have ever seen on any machine.***



NEW EQUIPMENT



William Adams' Michael Mattiacci with the happy team at Nillumbik Shire on delivery of their new Noram 65E.

## NILLUMBIK SHIRE COUNCIL IS PLEASED TO INTRODUCE TWO NEW MEMBERS TO ITS FLEET.



Nillumbik's new Cat 12M on delivery, fitted with the Broons Graderoll

**AFTER GOING TO PUBLIC TENDER FOR TWO MOTOR GRADERS, NILLUMBIK ANNOUNCED WILLIAM ADAMS AS THE SUCCESSFUL BIDDER FOR BOTH MACHINES, A NEW CATERPILLAR 12M AND A NORAM 65E. ALTHOUGH THE NORAM 65E IS CONSIDERABLY SMALLER THAN THE CAT 12M (APPROX. HALF THE WEIGHT), IT IS BIG ON PERFORMANCE.**

In the case of compact motor graders the challenge for manufacturers is finding the right balance between features customers expect on larger graders while maintaining the compact, cost effective design, but there- in lies the NorAm 65E's strength and the foundation for its success as the compact grader of choice in the North American market over many years.

Touted as the 'Compact grader with the big grader features', the NorAm 65E features a Caterpillar C4.4, 4 cylinder turbocharged engine and at 85kW (114 Hp) it is the heart inside this tidy package. Coupled with an electronic full powershift 6 speed transmission for on the go shifting and

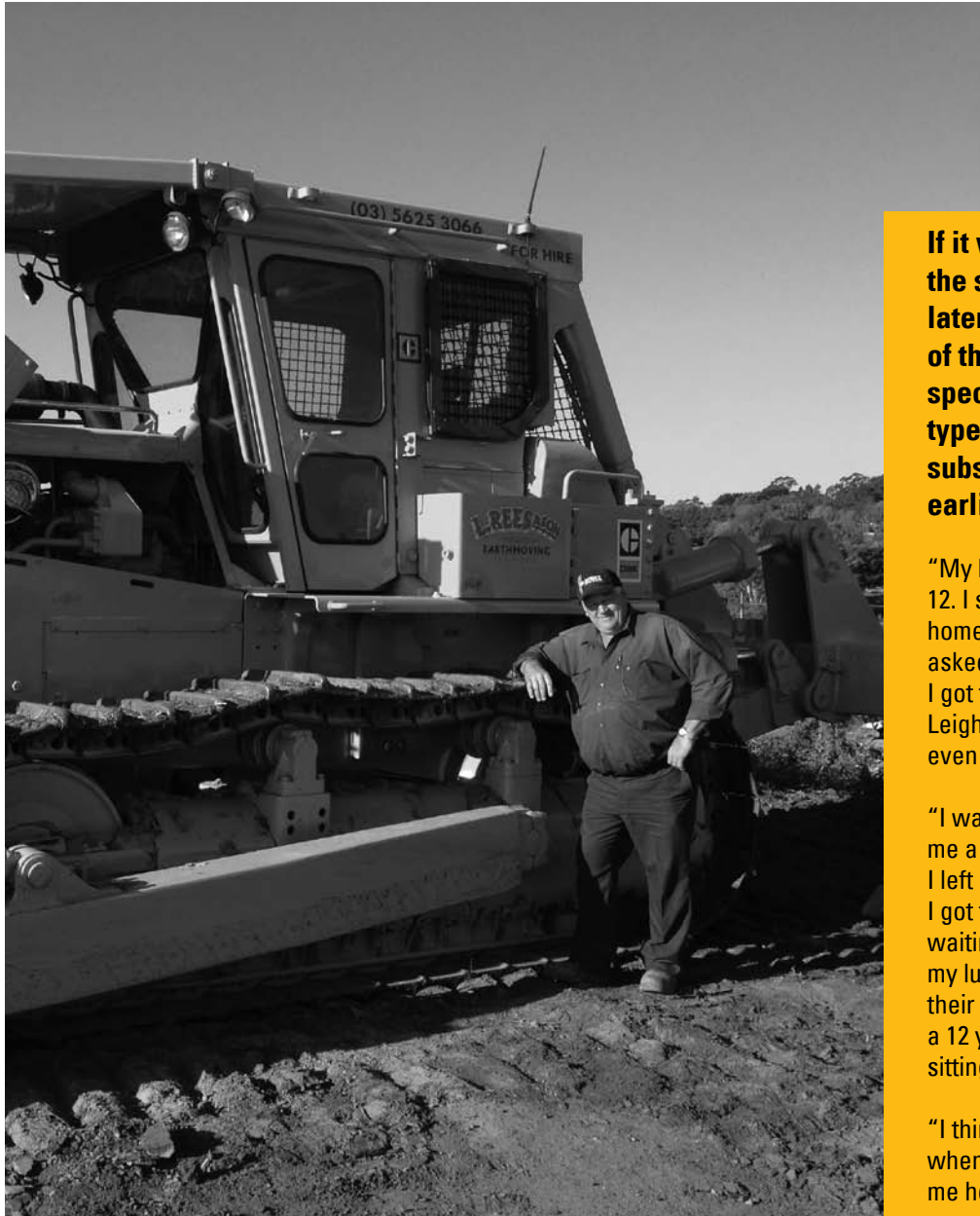
Super Max-trac torque proportioning rear differential with conventional oscillating chain driven tandems you get power transfer that is smooth and positive.

Full 360 degree gear driven blade rotation with 4 adjustable shoes and heavy 'A' frame, hydraulic blade sideshift, tilt and centre shift control for 90 degree side slope work and even the most experienced grader operator will not go wanting when it comes to blade features.

Pretty easy to see then that the NorAm 65E is the perfect grader for road and shoulder maintenance, drain clearing, batter work and all forms of residential civil works.

Nillumbik Shire covers 43,194 hectares of urban and rural areas and this smaller grader will be able to tackle the narrow, winding roads with ease. This grader will be working throughout the townships of Eltham, Research, Yarrambat, Hurstbridge, Kangaroo Ground, Wattle Glen, North Warrandyte, Cottles Bridge, Panton Hill and other smaller townships.

Nillumbik Shire also welcomed a new Cat 12M to its plant fleet. This grader came fitted with a mid mounted scarifier and the newly introduced Broons Graderoll. This Mono Roller was nicely integrated to the 12M grader with a Rollcontrol system.



## D8K FINDS NEW LOVE, AND SECOND LIFE DOWN UNDER

**If it wasn't love at first sight, it sure was the second time around some 44 years later for Leigh Rees, Managing Director of the A1 Group, when he flew to Canada specifically to look over a Cat D8K track type tractor which he purchased and subsequently arrived in the country earlier this year.**

"My love of D8's goes right back to when I was 12. I saw Ian Nadenbousch's dozers working near home. Ian's brother was my school teacher so I asked him to ring Ian to see if I could have a drive. I got the call to be onsite at 7.30am that Saturday" Leigh recounts with a grin and air of excitement even today!

"I was so excited I couldn't sleep, Mum packed me a thermos and three rounds of sandwiches and I left home in the dark on my push bike at 2.30am. I got there about 5.30am and just sat in the seat waiting for Fred and Snowy to arrive, and I ate all my lunch before they got there!! You can imagine their reaction when they rocked up and here I am, a 12 year old kid, never driven a dozer before, and sitting in the seat of a D8 ready to go to work!"

"I think it was that beautiful smell of oil and diesel when they fired up that pilot motor that really got me hooked. Before you know it they had the main

motor running and gave me a 5 minute operating lesson and away I went towing a sheeps-foot roller at the Longwarry Retardation Dam project. I remember I never wanted that day to end" says Leigh. It was October 1970, and I think you could say Leigh had his first yellow injection and found his first love – Cat tractors.

Skip forward and the A1 Group is a very successful general earthmoving, civil works, asphaltting and land development company in Drouin, Victoria. Caterpillar equipment and the relationship Leigh enjoys with dealer William Adams are still a big part of his success – and the enjoyment he derives from the industry today.

Leigh saw this one owner 1981 model D8K 77V on the internet back in 2014, and knew he just had to have it. "It's the most beautiful thing you've ever seen, the guy that owned it was 70 years old, and loved it as much as I do. A quick tidy up and a new set of boots (track shoes) when I got her here and she's back at work earning her keep for me. It's a real pleasure just to get out and push up some dirt" he concludes.

Leigh is currently the Vice President of the recently formed local Chapter 19, of the Antique Caterpillar Machinery Owners Club (ACMOC) who are focused on the promotion and preservation of Caterpillar machines. See page 55 for further details of ACMOC.

## AWRE CONFERENCE GENERATES SALES LEADS AND SHOWCASES CAT'S NEW M322D MATERIAL HANDLER

William Adams and Caterpillar of Australia partnered to showcase Cat D series Material Handlers and promote Industrial and Waste products during the Australasia Waste and Recycling Expo (AWRE) last August in Melbourne.

Michael Mattiacci, William Adams Account Manager for Governmental & Waste customers and Ayden Piri, Caterpillar representative worked very closely with their teams in preparation for, and during the two day show. Cat OEM Solutions, Cat GCI (Global Construction & Infrastructure group), EPSA (Energy Power Systems Australia), Cat Financial and Cat Safety Services joined and supported this event.

The new M322D MH (Material Handler) equipped with cab riser, a Waste Handling Grapple and a straight long reach boom and stick was a great choice to display during this event. This particular machine had been ordered by Transpacific Industries, Australia's largest waste handling company to work in one of their Melbourne metropolitan transfer stations, sorting and recycling large volumes of municipal solid waste.

This Exhibition attracted 2,300 visitors during the two days of the show and conference program, recognised as the most established commercial event dedicated to the Australasian waste and recycling marketplace.

AWRE partnered with the Waste Management Association of Australia this year and it was a great platform to promote Cat material handlers and for Caterpillar and William Adams to connect with this key industry sector.



The Cat® D Series Material Handlers incorporate innovations for improved performance and versatility - increased lifting capacity, improved cycle times and ease of operation lead to increased productivity and lower operating costs.

The new Waste Handling Package has been specifically developed for machines working in harsh, dusty environments. The Waste Handling package includes:

- An automatic, hydraulic reversible fan that reverses airflow after a set interval, manually adjustable between 2 and 60 minutes, directly from the monitor.
- A special dense wire mesh cooling system hood that further helps to reduce radiator clogging.
- A maintenance-free turbine pre cleaner with side dust ejection provides pre cleaned air to the engine air filter.
- A new engine air filter.

- A special dense wire mesh covering air inlets.
- Additional sealing around the front hood and perforated front hood enclosures

There are over 700 landfill operations in Australia, and it's interesting to note that Australians generate 2.5 Kg of household waste per person per day. New EPA guidelines demand that the Waste industry moves quickly towards improved recycling and sorting practices to minimize landfill sizes and their impact on the environment. This new trend will continue to drive opportunities for Cat recycling and material handling products and services.

# IMPACT FERTILISERS CHOOSE CAT DEALERS AS NATIONAL SUPPLIER.

**Impact Fertilisers are a national supplier of fertiliser and Ag services to the Australian market.**

Their business can be very reactive in that peak demands can mean they require large output at certain times of the year, often with minimal notice.

The company has operated a mixed and ageing fleet of wheel loaders until now, often supplemented by local contractors filling the gaps when demand for product is high.

## **IMPACT FERTILISERS MANAGEMENT UNDERSTOOD THAT TO RUN A RELIABLE AND EFFICIENT OPERATION THEY WOULD NEED TO CHANGE THE WAY THEIR LOADER FLEET WAS MANAGED.**

An RFP (Request for Proposal) process commenced and the major suppliers provided proposals, the result of which was a contract awarded to William Adams, together with other Caterpillar dealers throughout Australia. Cat dealers then partnered with Caterpillar Financial Australia to provide a national wheel loader supply solution.

Impact saw the Cat dealer bids as proving to offer best value, incorporating criteria including productivity, reliability, parts and service support, providing lowest owning and operating costs. Fuel efficiency, maintenance costs and resale value, coupled with an attractive Cat Financial finance package, helped Impact decide in Caterpillar's favour.

The new K series machines delivered into Victoria are our latest offering of medium wheel loader. Production levels

are very high for both the 938K and 950K's delivered into the Geelong and Portland sites, with operators commenting on the unsurpassed comfort levels. All machines feature the new optimised front linkage, high dump buckets and additional counterweight packages to retain machine balance, comfort and safety.

A comprehensive anti-corrosion package developed by Caterpillar and Cat dealers who have many years of experience in supplying machines into this tough, corrosive environment, assures long life and reliable performance.

These machines have to date proven to be outstanding performers, well and truly up to the challenge of meeting peak seasonal demands, and satisfying the needs of the two sites.

The 938K and 950Ks in Victoria are supported by William Adams, with branches located in both Geelong and Portland, close to Impact sites and well positioned and equipped to support the five year contract service agreements chosen by our customer. E M Solutions products and services provided by William Adams' Customer Solutions Group, including Cat Vision Link provides valuable hourly information via satellite back to the dealership, and available in real time for customer viewing on machine health, fuel use, idle time and other critical machine data.

Operator and maintenance training delivered by William Adams was also seen by Impact Fertilisers as being a valued component of the partnership.

**We are delighted to have been selected to support this key division of Impact Fertilisers business.**



***Impact saw the Cat dealer bids as proving to offer best value, incorporating criteria including productivity, reliability, parts and service support, providing lowest owning and operating costs***



# CAT GRADE CONTROL HELPS THIRD GENERATION EARTHMOVER GET MORE DONE

**JIMMY STARBUCK BEGAN IN EARTHMOVING BACK AT THE AGE OF 19 OPERATING A MACHINE OWNED BY A FRIEND OF HIS FATHERS. THE STARBUCK FAMILY HAVE A LONG HISTORY OF EARTHMOVING. JIMMY'S GRANDFATHER AND GREAT UNCLE WERE MELBOURNE EARTHMOVERS, SO HE WAS ALMOST DESTINED TO FOLLOW IN THEIR FOOTSTEPS AND JOIN THE FAMILY BUSINESS.**

◀ Jimmy Starbuck together with William Adam's Ash Bloomfield at delivery of the new Cat Grade Control - equipped 320EL

Jimmy bought his first machine a little over a year after commencing his new business, buying a 2.7 tonne excavator he used to do all manner of work, from site cuts to drainage, plumbing, trenching, landscaping and concreting.

In the 9 years since, he has owned 10 different machines of all different brands and sizes, however we were proud to introduce Jimmy into the Cat family in late 2014 with the purchase of a new Cat 320EL used mainly for bulk earthmoving, and a 305.5ECR this year used on residential site cut jobs. He now has a 6 machine strong fleet, about to become seven with the recent order of a second excavator to be fitted with the Cat Grade Control system, a new Cat 312E to be delivered before year end.

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**In addition to operating machines all day, Jimmy juggles multiple truck movements, transporting clean fill to different sites around Melbourne. On an average day he manages up to 15 trucks in the Melbourne area, on busy days this can grow to 25 or more. This is generally all done whilst sitting in a machine on site.**

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Now at the age of 28 Jimmy has become one of Melbourne's up and coming earthmoving contractors, specialising mainly in contract soil removal and site contracts, and is going from strength to strength as he grows the business.

**He has recently completed a 100,000 cubic metre job in Officer, south east of Melbourne, mostly with the use of his 320EL excavator.**

The Caterpillar 320EL is the pride of Jimmy's fleet and is factory fitted with the Cat Grade Control system which has been invaluable for accuracy and cost saving. The Cat Grade Control unit has been fitted with pre-wiring for a 3D digging system to be added later, but still allows for 2D digging capabilities, meaning he can dig to accurate levels and create perfect batters every time.

**Jimmy openly admits that this technology has stopped him from having to jump out of his machine to check levels when operating by himself, and has also reduced labour costs of hiring someone to do those levels on larger jobs.**

He loves that it speeds up production and reduces operator fatigue, both of which are incredible benefits to the modern earthmover. Jimmy says his need to purchase additional equipment has been a necessity as his business grows, with reliability and productivity paramount.

**The superior break out force and performance of his Cat equipment, coupled with minimal downtime are cornerstones of completing the more demanding work he is now taking on.**

William Adams would like to congratulate Jimmy on his success and continued growth and thank him for his recent purchases of Caterpillar equipment. We look forward to strengthening an already sound partnership with Starbuck Excavations as he continues along his journey.



***Jimmy says his need to purchase additional equipment has been a necessity as his business grows, with reliability and productivity paramount.***



## NEW GENERATION K SERIES SCRAPERS DELIVERED

THE NEXT GENERATION WHEEL TRACTOR SCRAPERS HAVE ARRIVED WITH THE DELIVERY OF THE FIRST TWO 623K UNITS IN QUEENSLAND GOING TO EZYQUIP HIRE. LOADED WITH A LONG LIST OF FEATURES, THE NEW K SERIES INCLUDE THE LATEST FACTORY INTEGRATED 3D GRADE CONTROL TECHNOLOGY.

Ezyquip Manager Denis Gardner described his decision to purchase the new K series as one based around the fact that as a progressive rental company, they had to keep ahead of the pack by offering the latest in technology offerings.

The 623K's will be added to a fleet of 623G's and 637G's that Ezyquip Hire already have, but they provide a clear advantage by having the integrated 3D system and a raft of features that will increase their customer's productivity and efficiency.

Having spent many years on elevating scrapers, operator Wayne 'Blue' Fitzsimmons described the new 623K as "Unbelievable." When asked what he liked about the scraper, Blue was quick to point out that it was very quiet in the cab and the visibility was great. The three factory fitted cameras also were a nice safety feature that allowed him to view the bowl as well as to his right side and behind the machine.

Although initially hesitant with the automatic Sequence Assist and Load Assist features, he said the benefit these features provided were 'unreal.'

They were very simple to use whilst operating the machine and they significantly reduced the number of inputs he would normally have to do and with the new Advanced Ride Management Seat Suspension, his new machine was a joy to operate.

However when Blue was asked about the integrated GPS system, this prompted an excited response about the ease of use and how "excellent" the system was. Having previously used other GPS technologies on scrapers, Blue said the Cat Accugrade system left everything else in its wake as nothing could do what this system could do.

The access to the offset switch made it very simple to use and he was astounded at the accuracy in his levels, so much so much so that he joked the grader operators had better get their scraper tickets!

The site supervisor also confirmed this by saying the 623K's were cutting to the same accuracy as the graders on the site.

For more information on the new 623K elevating scraper, please contact your local William Adams sales representative for details.



## CAT® CONNECT GRADE DELIVERS TIME, COST AND FUEL SAVINGS

**Question: What drives a 67 percent reduction in fuel consumption, more than \$200,000 in labour savings and project completion two months ahead of schedule?**

**For Primorje Ajdovscina, the company responsible for grading and paving the reservoir at the Avce Hydroelectric Powerplant in West Slovenia, the answer was the Cat® AccuGrade™ Grade Control System.**

The Avce Powerplant consists of a two-million-cubic-meter storage lake, connected via a two-kilometre-long pipeline to a power station 550 meters below. Water is pumped up to the reservoir at night when electricity prices are low and flows down to the power station's turbine to generate electricity at times of peak demand.



Because the reservoir's soil is very porous, Primorje Ajdovscina was charged with grading and paving the side slopes. The reservoir walls required a 40 percent slope with a 30-centimetre gravel layer. Prior to adopting AccuGrade, three operators—two in dozers and one in a motor grader—spread and graded the material.

The company employed three grade checkers who used string lines across stakes to check the thickness of the gravel layer.

After seeing a demonstration of a D6K equipped with AccuGrade Dual GPS, Primorje Ajdovscina quickly decided to make a change. One of the dozer operators learned the new system in just two hours, and the site supervisor was able to reassign the other dozer, the motor grader and the three-man survey crew to other jobsites in the area.

"After only a few hours of working, we realized that this was the ideal solution," the D6K operator says.

Ideal might be an understatement. By reducing manpower from three operators and three surveyors to just one operator, Primorje Ajdovscina was able to save \$205,500 USD in labour costs—and by reassigning equipment, the company reduced fuel consumption by 67 percent.

**Even more impressive, the grading and paving project was completed in just four months, 30 percent faster than the original six-month timeframe.**

## TIER 4 D6T – "SMART TRACTOR" GOES TO WORK !!



▲ Max Bright & Sons Directors, Glenn Bright (left) and Jeff Bright with their new D6T on delivery in Melbourne's west.

### MAX BRIGHT AND SONS HAVE TAKEN DELIVERY OF THE NEW CATERPILLAR D6T TIER 4 FINAL TRACK TYPE TRACTOR.

This machine is also the first machine in William Adams territory to be delivered with the new integrated Cat Grade Control 3D system.

Cat Connect Grade Control helps customers monitor, manage and enhance their operations and provides more control of the job site. Grade control technologies, like Cat Grade Control 3D, enables owners to manage productivity so as to increase job site efficiency and lower costs.

Cat Grade Control 3D for dozers ensures only the correct amount of material is moved, increasing efficiency of bulk and finish earthmoving operations. Inexperienced operators perform better, sooner, maximizing production and saving time and fuel. Grade control reduces rework and ensures the lowest cost per metre of material moved.

**The benefits of Cat Grade Control can significantly change a customer's jobsite:**

#### Increased Efficiency

- Grade Control
  - Move material right the first time
  - Automatics reduce operator fatigue

#### Real time terrain data

- Track mapping showing cut/fill data
  - Displayed to the operator
  - Import to office software for volume calculations

#### Factory Integration

- Consistent, accurate installation
- Durable components
  - GNSS receiver out of harm's way

#### Easy to Use

- Inexperienced operators perform better quicker
- Greatly reduces operator fatigue

**William Adams would like to thank Max Bright and Sons for their continued business and congratulate them on their most recent addition to their fleet.**

# EXCAVATING COMPANY DOUBLES SALES WITH THE HELP OF CAT® CONNECT GRADE TECHNOLOGY

***"We saved at least 30 percent of our time on that job, maybe more," Duso says.***



In December 2011, Don Nusbaum and Scott Duso, owners of D/N Excavating Inc., landed their first big job—site development for a new rental condominium project that included all utilities and roadwork. The timeframe was tight, just 10 months, and the two men faced a dilemma.

"We weren't 100 percent sure that we could do the job as we were structured at the time," Nusbaum says. "We either needed more people, or we needed the right technology."

As luck would have it, Cat® dealer, Milton CAT, invited Nusbaum and Duso to a SITECH machine control and guidance demo around the same time. After seeing the full line-up of Trimble products in action, the partners realized it was precisely the kind of technology that could give them a competitive edge.

Nusbaum and Duso already owned a technology-ready Cat D5K dozer, which they quickly "turned on," and also bought a base station and rover. It didn't take them long to adapt to using the new technology on the jobsite—or to begin seeing results.

"We saved at least 30 percent of our time on that job, maybe more," Duso says. "I was able to grade 1,000 feet of dirt in a day with the system. Before, it would have taken four people helping me, and I couldn't get half of that done."

With the condo site development job completed on time and on budget, Nusbaum and Duso soon discovered new ways to put their technology to work—using the rover to measure

elevation when laying pipe, for example—and eventually purchased an additional rover and base station.

**They also took delivery of an automation-ready Cat D6K2 and have plans to purchase a similarly equipped Cat excavator.**

Thanks to the new technology, which allows them to tackle much larger projects, Nusbaum and Duso say D/N Excavating has more than doubled its gross sales in just two years.

"With the economy being in tough shape, bigger players have come down into the bidding of smaller jobs and we are coming up against them," Duso says.

***"Technology has helped us hold our own against these much bigger companies. If we did not jump on machine control and guidance technology when we did, we were going to be left behind."***

# CONDITION MONITORING VIRTUALLY ELIMINATES DOWNTIME FOR TWO GERMAN FIRMS

For two German construction companies seeking a solution to lower fuel costs, boost equipment availability and eliminate unscheduled downtime, the answer came in the form of Equipment Management Solutions utilizing Cat® Product Link™ and VisionLink™—and the results included significant operating cost savings.

GEBR, a mid-sized construction firm based in Wessling, and AMAND, a large construction company based in Ratingen, faced similar issues: Costs related to downtime and fuel consumption were too high. Machine availability was critical to profitability. And managing and monitoring multiple fleets working at multiple locations was proving a challenge.

So Cat dealer Zeppelin proposed an equipment management solution—specifically Cat Product Link and its web-based user interface, VisionLink.

“Just imagine us practically looking inside the machine on a daily basis and being able to see if any damage is likely to happen, so that we can save our customers the cost of expensive repairs,” says Thomas Wiedemann, product support general sales manager at Zeppelin.

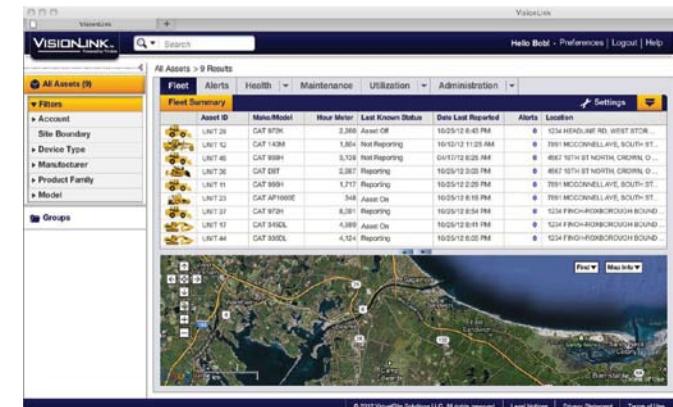
With Product Link already installed on much of their equipment, the two companies each activated their VisionLink accounts. Now, both dealer and customer employees use this remote monitoring and fleet management solution to view and manage critical data—everything from machine location, working versus idle time and fuel usage to event and diagnostic codes and more.

**Gaining easy access to this information has enabled both companies to optimise equipment life, minimize idle time and virtually eliminate unscheduled downtime.**

“If I know in advance that my machine needs service or needs repairing, I can respond more rapidly and plan more quickly,” says Andreas Klarwein, vice president of GEBR. Product Link and VisionLink have also helped the two companies lower their operating costs, specifically in the area of fuel consumption.

“VisionLink has changed our daily working process significantly. We rely on it,” says Norbert Amand, AMAND’s CEO. “The percentage of cost savings is almost in double digits.”

Closer to home William Adams’ Customer Solutions Group Manager, Jevan Davenport boasts of over 3,000 customer assets connected via VisionLink, and one of the highest connection rates in the world amongst Cat Dealers. In addition Jevan’s group manage almost 2,500 machines or engines via E M ( Equipment Management ) Solutions, level 1-5. For more information on VisionLink, or our E M Solutions options, contact Jevan or one of his team at our Customer Solutions Centre or your nearest P.S.S.R.



# CATERPILLAR AND HAULMAX BUILD APPLICATION SPECIFIC MACHINES

**BUILT FOR IT. THAT'S THE CAT MANTRA AND EXACTLY WHAT CATERPILLAR OEM SOLUTIONS GROUP, HEAVY EQUIPMENT MANUFACTURER HAULMAX AND CAT DEALER CONGO EQUIPMENT FOLLOWED WHEN THEY DELIVERED THE HAULMAX 3900, AN EXTENDED DISTANCE HAUL TRUCK, FOR MINING CUSTOMER TENKE FUNGURUME.**



## A Growing Mine Means Growing Distances

Located in the Katanga Province of the Democratic Republic of the Congo, the Tenke Fungurume mine has one of the world's largest copper and cobalt deposits and covers about 1,500 square kilometres. The operation produces about 145,000 TPD of material from seven separate pits. As operations grow, however, so did their need for extended distance haul trucks.

"As we began expanding, it became necessary to find a solution to the TKPH challenges brought on by increased haul distances," said Frank Van de Wille, General Manager Mine Operations and Central Services at Tenke Fungurume. So, Tenke Fungurume began looking for trucks that could handle a 21 kilometre haul, each way.

## The Call Comes In

Haulmax first learned about Tenke Fungurume's needs through Cat dealer, Congo Equipment in June 2014. "Almost immediately I was on a plane and met with the customer and Congo Equipment. We also visited an existing Haulmax customer in Australia and the Haulmax factory in Tasmania. It was a great experience and a joint effort that helped them feel confident in using unfamiliar Haulmax equipment," said Zak Brakey, Haulmax Sales and Marketing Manager.

## Manufacturers Team Up

Haulmax uses major Caterpillar components from Cat models 772, 773, 775 and C27 ACERT engines to build their machines – specifically the Haulmax 3900. That includes everything from a Cat 775 powertrain to Caterpillar torque converters, bearings, switches and even nuts and bolts.

“Other factors that proved Haulmax is well backed by Caterpillar were the strong support Caterpillar OEM Solutions gave Haulmax in specifying Cat components and the logistics of how to supply them. In fact, 96 percent of all consumable parts on the 3900 are Caterpillar components.

Besides being known for reliability and durability, we chose Caterpillar because of access to local Cat dealers and their ability to provide support and spares,” added Zak.

## A Trial Run

Thanks to customer confidence and the availability of a Haulmax demonstration model in South Africa, Tenke Fungurume purchased a 3900 for a six-month trial. “The trial included on-site maintenance personnel to help support the dealer and customer. The Haulmax 3900 met or exceeded all customer expectations,” added Ross James, Major Accounts Manager with Congo Equipment.

**“It’s a purpose-built truck for this application and wet conditions.”**

The Haulmax 3900 is also longer and narrower than a traditional truck of its size. “Because our trucks are narrower, haul roads don’t need to be as wide, saving money. That means we can also ship trucks ‘roll on, roll off’ for easy delivery via ships and on delivery trucks,” said Zak.

## Service, Support And Performance

On the service side of the sale, Haulmax is working closely with Congo Equipment and Tenke Fungurume to make sure there is a comprehensive list of recommended spares – at the dealer and in the customer’s warehouse. “We had two, 40-foot containers of components shipped to help reach the customer’s goal of 90 percent or above mechanical availability. These trucks haul the highest-grade copper on site. Having just one down has a big effect on their bottom line. That’s why so much effort is put into ensuring the dealer and customer have the parts and expertise they need,” Zak said confidently.

Haulmax also brought Tenke Fungurume and Congo Equipment technicians to their Tasmanian facility to spend time getting to know the people there and the trucks. In addition, an equipment specialist is spending six months with Congo Equipment to help the dealer and customer put in place all the maintenance and service plans, including training and establishing a service bay.

During the initial Haulmax 3900 trial, the truck performed at 93.9 percent mechanical availability, well above the required 90 percent. As a result, five additional trucks were ordered.

Now, average cycle times of 116.25 minutes (for the articulated trucks) are down to 82.9 minutes with the Haulmax 3900s. And, payload is up from an average of 42 tons (on the 740s) to an average 84.14 for the Haulmax equipment. That translates to a 37.52 ton per hour increase in material hauling with the Haulmax. “The Haulmax team and the 3900 have a terrific ‘can-do’ attitude and the team has provided great support to their product,” concluded Frank.

**Additional details at: [www.williamadams.com.au](http://www.williamadams.com.au)**



## FAST FACTS



**21-kilometre haul each way**



**Average cycle times of 82.9 minutes**



**Average payload is 84.14 tons**



**That translates to 59.2 tons per hour**



## **GRANGE RESOURCES 789C MAJOR COMPONENT REBUILD PROGRAM**

**William Adams was again successful following negotiations to provide a major powertrain rebuild on 17 x Cat 789C 200 tonne trucks for Grange Resources, who operate the Savage River Mine Site on the West Coast of Tasmania.**

Craig Boatwright (William Adams Burnie Customer Support Representative for Grange Resources) said “The task of rebuilding the major components and other associated works on a fleet of 789C trucks requires a tremendous

amount of preparation, not only from a parts and people logistics perspective, but also the pricing, contract negotiation and final agreement. Initial discussions with Grange Resources started back in 2012. Sourcing of parts began in 2013 for a proposed project start date of August 2014”.

William Adams Burnie Branch initially rebuilt the 13 x 789C Caterpillar truck fleet for Grange Resources back in 2011 under a full Certified Powertrain Rebuild (CPT), however the most recent Major Powertrain Rebuild Project was customised to the needs of Grange Resources. Grange required this project to include major components but also demanded an individual work scope for each truck.

**This not only made the project more challenging from a parts ordering and logistics perspective, but also to ensure continuity with our people working 24/7 on-site, with truck scopes changing week in, week out.**

The major challenge we faced was the Grange requirement for William Adams to provide two separate scopes of work, a Front Scope (requiring a 7 day turn around), and a Rear Scope, to be completed within 4 days.

Not only was this achieved on all trucks, the additional incremental work outside of the scope requested by Grange Resources was also completed within these very tight time frames.

The truck – specific, individual nature of the scope of works and the requirement to manage a dynamic schedule, (including the odd truck change occurring in the project), also brought with it some huge challenges for the entire team involved on this project.

Every department worked tirelessly to ensure this project was not only done “on-time” and “on budget” (at close to \$12 million), but was completed with adherence to the strictest safety requirements, and in accordance with Grange Resources expectations to deliver a first class outcome.

This project required the assistance of William Adams employees from Victoria transferring to Burnie throughout the period of the project, as well as Tasmanian Branches and Elphinstone Group companies Haulmax and Southern Prospect assisting with additional man-power to cover requirements at our other customer sites.

**Our engine machining facility in Victoria, Head Hunters, made a substantial contribution and also assisted in us meeting the deadlines required for this project.**

Grange Resources General Manager of Operations, Mr Ben Maynard said, “A safe, efficient, well run project with excellent collaboration across all teams. These sorts of undertakings and outcomes are exactly what we need to give us a fighting chance in this difficult market. Thank you all for your commitment and contribution.”

Having achieved such a positive outcome, we have no doubt placed William Adams in a great position to again be seen as a “supplier of choice” when the next major component rebuild is due for Grange Resources and their expanding fleet of Cat 789C Trucks at Savage River.

***William Adams Burnie Branch initially rebuilt the 13 x 789C Caterpillar truck fleet for Grange Resources back in 2011 under a full Certified Powertrain Rebuild (CPT)***

## DELWP RECOGNISES RETIREES

After a combined total of 85 year of employment with the one organisation DELWP (Department of Environment, Land, Water & Planning), Norm Treloar (41 years) and Lance Price (44 years), have announced their retirement. Both Norm and Lance have dedicated the majority of their working lives to the protection of our public assets, specifically our Victorian state forests.

DELWP has become one of the largest owners of Caterpillar D4 class track type tractors in the world. Various iterations of D4's have been deployed in large numbers over the years as first attack fire fighting vehicles, a role which both Norm and Lance served in for many years.

Lance and Norm also spent a number of years operating D6R tractors involved with fuel burn preparation activities and first attack fire duties. More recently, Norm in particular, along with Lance, have devoted their time to operating the



Caterpillar 12M Series Motor Grader, which was delivered in early 2014, replacing a smaller Cat 120H.

Both men commented as to how easy the new technology of the 12M was to adjust to. Their last working years together have been simplified by the new joystick concept and the additional technologies that Caterpillar has introduced on the M Series grader – “who says you can’t teach an old dog new tricks?”

A well-earned retirement for both came in September this year, with a farewell BBQ at the DELWP Heywood branch. PLUS congratulates Norm and Lance on their distinguished years of service for this organisation, and for the broader community.

◀ From left to right, Lance Price, William Adams’ Michael Mattiacci, and Norm Treloar, celebrating 85 years of combined service for DELWP.

## ▶ COMMUNITY

### 156 YEARS OF CAT SERVICE



▲ L to R. Ted Atkinson 47 years (retired), Ray Sims 33 years, Mark Wiggins 38 years, Peter Fewkes 38 years

Earlier this year The William Adams Tasmanian “25 year Club” was resurrected with a luncheon at the old watering hole, the Granada Tavern. The ‘Club’ was established some time ago to recognize 25 years of service. The magic number has well and truly been exceeded as many have now exceeded that target (see Photo) .

The attendees included 4 current employees, 6 retirees & one retiree representing the William Adams steel division. There was plenty of chatter and reminisces about the highs and lows of time gone by. The boys from “the old school” were in awe at the amazing expansion of the CAT product range.

The current membership is 15 and we would welcome any employees who qualify for 25 years or more of continuous service to make contact before our next meeting.

Contact: Either: Ted Atkinson  
0417276208 or Jim Lamont 0419 123583



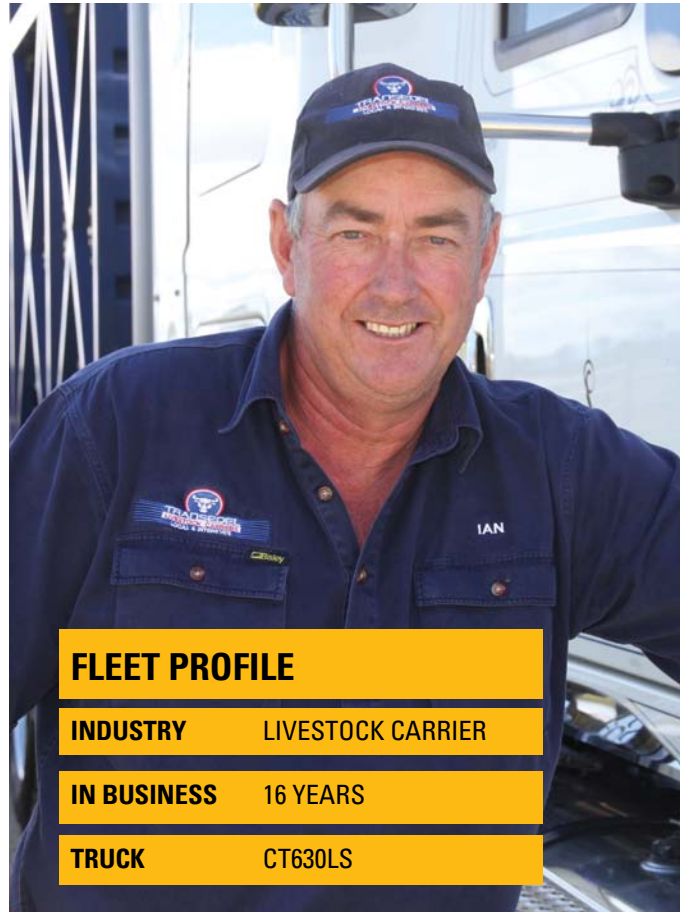
# TRANSEDEL

**IAN EINSIEDEL –  
TRANSEDEL FOUNDER AND  
MANAGING DIRECTOR**

**FOR DEDICATED LIVESTOCK OPERATOR IAN EINSIEDEL, THE LIST OF ‘LIKES’ FOR A PAIR OF CAT® CT630LS MODELS IS LONG AND LAVISH, RANGING FROM THE POTENT PERFORMANCE AND EXCEPTIONAL FUEL EFFICIENCY OF THE TIRELESS CAT® C15 ENGINE, TO PRECISE ROAD HANDLING AND THE COMFORT AND SPACE OF THE WELL-EQUIPPED LS SLEEPER.**

However, when it comes to defining the single attribute which stands at the top of the list, a thoughtful Ian Einsiedel cites the level of service provided by the Clayton (VIC) branch of Cat Trucks dealer William Adams. “It’s outstanding,” he says with absolute certainty. “There’s no other word for it.”

Based on a neat rural property with partner Leonie Hunter on the outskirts of Sale in Victoria’s Gippsland region, Ian is founder and managing director of Transedel, a company established in 1999 with the firm aim of providing premium standards of service and reliability in cattle transport. Transedel today operates four B-double sets and two truck



## FLEET PROFILE

**INDUSTRY** LIVESTOCK CARRIER

**IN BUSINESS** 16 YEARS

**TRUCK** CT630LS

and dog combinations, with the two Cat CT630LS models being the latest additions in a transport career which goes back many years before the foundation of Transedel. In fact, sitting at the family kitchen table flicking through a couple of carefully maintained photo albums, Ian acknowledges that he has owned and operated enough trucks to acquire plenty of appreciation for the factors that determine the difference between the good, the bad and the, well, downright dreadful.

“I started driving trucks, legally, when I was 18 but I’d been playing around with them for a fair while before that,” he says with a shrewd grin. “There have been some good ones along the way, but a couple of shockers as well.





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**"WE HAVE GOOD CUSTOMERS, GOOD TRUCKS WITH GOOD DRIVERS, AND WE HAVE A GOOD SERVICE PROVIDER IN WILLIAM ADAMS. THOSE THINGS ARE THE KEYS TO EVERYTHING AND WHEN THEY ALL COME TOGETHER, IT'S HARD TO GO WRONG."**

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► ON HIGHWAY TRUCKS

**“Most of that time has been spent hauling livestock, mainly with American brands,” he continues, “but as for the new trucks I’ve bought over the years, the two Cats are numbers 25 and 26.”**

Now “52 years young”, an adamant Ian insists the key to getting the best out of any equipment is good service. “Good trucks are made better by good service but poor service is something that can quickly turn even the best equipment into a bad memory.”

Transedel’s two Cats were delivered mid-way through 2014 and with each now approaching the 200,000 km mark, there’s no hesitation in his estimation of the trucks to date. “There have been a few minor hiccups but any issues have been dealt with promptly and professionally,” he remarks.

“The trucks are serviced under a fixed price agreement with William Adams and as far as I’m concerned, it’s something we can’t go past. It’s brilliant, and there are no hidden issues with warranty or whatever. They have quality people working on the trucks and honestly, it’s all good news.”





"In some ways we're just a relatively small, boutique company but we're treated the way we should be, as professionals. Our drivers certainly aren't treated as just numbers and if they want something looked at on the trucks, it's done without hesitation."

Likewise, customer service also rates high in the Transedel operation. "We have a core of long-term customers and we look after them. Reliability and being on time are everything, and that's what we also get from William Adams. It's the type of service that helps us deliver the standard of service our customers have come to expect."

**"We have good customers, good trucks with good drivers, and we have a good service provider in William Adams. Those things are the keys to everything and when they all come together, it's hard to go wrong."**

On the factors that drove the decision to buy new Cat trucks when there's so much choice in a highly competitive market, a forthright Ian Einsiedel says Cat's C15 engine has been the preferred power source at Transedel from day one and was a significant contributor to the purchase of two highly optioned CT630LS models.

"If I had to say exactly why we bought the Cats it'd be the reliability and efficiency of the C15 along with the service we've had for many years from William Adams," he explained.

Yet even Ian admits to being pleasantly surprised at the fuel efficiency of the Cats running through Eaton 18-speed overdrive transmissions into Meritor diffs mounted on Hendrickson Primaax air suspension.

Acknowledging that there's nothing fuel-friendly about livestock crates and with gross weights under volume loading up to 68 tonnes, he concedes to being entirely satisfied with fuel figures consistently averaging 1.5 km/litre.

**"Fuel consumption's certainly a big improvement over other engine brands we've run since starting this business. In fact, measured over two trucks over a year, it's a huge saving," Ian confirms, adding that with the C15's unique dual diesel particulate filters providing emissions compliance, there's no additional cost of AdBlue.**

"In cost and convenience, the absence of AdBlue is a definite advantage," he attests.

The Cats are driven by Paul Ryan based near Sale and Robert Walshe operating from the Wagga region of NSW, with both units regularly running throughout Victoria, South Australia, NSW and Queensland.

On performance and road manners of the Cats, Paul says there's plenty to like, not least the tenacity of the C15 and ride and handling of the trucks on a wide variety of road surfaces. Likewise, he rates the spaciousness and features of the LS sleeper as major benefits on long trips of a week or more.

"These trucks have exceeded all expectations, particularly on the bottom line," says a resolute Ian Einsiedel.

"So if you were to ask me if I would buy the same again, the answer would definitely be 'yes', based entirely on the cost-effectiveness and reliability the Cats have given us," he concludes.

# LOCAL MIX, MOODY BUOYS AND A BLUE WATER CLASSIC

**LONG TIME WILLIAM ADAMS CUSTOMERS TREVOR RICHARDSON AND HIS WIFE DI OF LOCAL MIX CONCRETE IN GEELONG RECENTLY COMPLETED THE INFAMOUS SYDNEY TO HOBART YACHT RACE. THE RACE IS WELL KNOWN AS ONE OF THE TOUGHEST BLUE WATER CLASSICS IN THE WORLD, AN EVENT MANY "YACHTIES" ASPIRE TO COMPETE IN.**

Trevor and Dianne, along with sons Steven and Stuart, and a hand picked crew of experienced sailors forming a crew of nine, aboard their brand new 54 foot Moody left Sydney under clear skies but threats of a decent overnight "blow" on Boxing Day last year.

**Having taken delivery of the new boat only a matter of weeks before, it was all systems go in order to equip the new yacht to meet the rigorous safety requirements of "a Hobart", and to complete the necessary testing and acclimatization.**



Their brand new Moody 54, 'Moody Buoy' (named after a 'disagreement' on the boat one day where the Richardson family swore never to sail together again - they are quick to make up at Local Mix!), is not your typical racing yacht.

In order to participate in the race, the boat must meet a series of category one safety requirements. Every spare inch of the yacht's cabin was taken up with medical kits the average country hospital would be proud to have, where every medicine under the sun was housed to ensure that if anything was to go wrong, the crew could radio in and be told how to handle the situation. One might look into the cabin and think there were a few too many "moody" boys with boards separating each bed to ensure no one falls out in rough seas.

The Hobart is one of yacht racing's most difficult challenges and generally known for being tough as crews bash through Bass Strait and enjoy few creature comforts.

On board the Moody the emphasis was on doing the Hobart in style. In the words of Peter Hrones of Windcraft, supplier of Moody vessels, "Dianne is an amazing cook. For example she cooked lamb cutlets the first night washed down with a glass of good red, stroganoff the second night and a fabulous Thai beef salad the next. We had afternoon tea

every day with a variety of shortbreads, chocolate brownies and a fresh fruit platter. And no meal was complete without a table cloth on the saloon table!" But of course it wasn't just about the food. There was also 650nm of blue water sailing to do.

The race itself was generally considered great fun, no equipment damage and few arguments !! Other than a decent breeze on their first night at sea, and then a wild ride up Hobart's Storm Bay towards the finish, the journey south was reasonably uneventful, the highlight being the win over the second Moody 54 competing in the race.

When asked, "what was the most difficult part of the journey", it was clear it was the crossing home from Hobart to Geelong that really stood out. When returning from the race, Moody Buoy hit a storm in Bass Strait that turned out to be fierce, with 60 knot winds that caused the crew to retreat below deck and ride it out as mainland Victoria also saw significant storm damage. All were very pleased to make it back through Port Phillip Heads in one piece, although the experience would not appear to have deterred any interest, with plans to continue to compete in various offshore and bay races in future, and maybe, another Sydney Hobart?

Back on dry land, the Local Mix team has recently taken delivery of a new Cat 623K Series elevating scraper, the first of the new K Series to be delivered in Australia. This machine has been working alongside the original 623G which has now racked up some 14,000 hours of overburden stripping duties for Local Mix.

Congratulations to Trevor, Dianne and the boys on this enhancement to their fleet, and particularly for their outstanding performance in their first Sydney Hobart.

William Adams is delighted to have such loyal supporters and we are also proud to report on the success and enjoyment the new addition (the Moody 54 that is) is providing the Richardson family.

# ANTIQUA CATERPILLAR MACHINERY OWNERS CLUB (ACMOC) CHAPTER 19 ESTABLISHED IN AUSTRALIA



**With what is believed to be the largest gathering of antique Caterpillar machines ever at a rally in Australia, the Lake Goldsmith Steam Rally held in November 2014, featuring its inaugural 'Caterpillar' theme saw a rally record 3000+ visitors brave hail and storms on day one to see first-hand Caterpillar machines from 1914 to 2014.**

The permanent site at Lake Goldsmith (which has hosted the oldest and largest steam rally in Australia since 1963), near Beaufort, Victoria came alive with the sound of pilot motors and diesels to the surprise of the usual steam enthusiast crowds. William Adams and Caterpillar of Australia got behind the event with a display of 20 crawlers, 4 graders and a supercharged D337 engine in the central display area, thanks to its own collections and that of a number of other collectors, who came from up to 6 hours away to display their equipment.

Feature of the show was Gary Williamsons' fully restored and operational 1914 Holt 75, believed to be the first 'Caterpillar' tractor ever imported into Australia. This is the only known example of this tractor in the Southern Hemisphere and is a very rare sight.

The Lake Goldsmith rally provided a wonderful opportunity for like-minded collectors to gather and get behind the local Chapter of the US based Antique Caterpillar Machinery Owners Club (ACMOC).

Founded by Neil Clydsdale, the Chapter (number 19) had its first official meeting, hosted by William Adams on November 22nd 2014 and is now fully incorporated in Victoria, has a working local committee and is in the final stages of organising an inaugural event.

**ACMOC Chapter 19 has also been represented by its members and their tractors at the following events in the past year;**

- National Historical Machinery Association (NHMA) rally in Carrick, Tasmania
- Melbourne Steam Traction Engine Club - Steamfest at Scoresby, Victoria
- Working horse and tractor rally, Nyora, Victoria
- Easter festival vintage rally at Warracknabeal, Victoria
- Corryong Historic Machinery Club Rally, Victoria

If you have any interest in the preservation of, or the appreciation of the historical role Caterpillar equipment has played in shaping the world, why not become an ACMOC member?

Receive 6 magazines a year recording activities of the association and its members around the world as well as stories and information, and access to memorabilia celebrating the Caterpillar brand. Please go to the website [www.acmoc.org](http://www.acmoc.org) or contact local Chapter secretary Glen Slocombe – [glen.slocombe@wadams.com.au](mailto:glen.slocombe@wadams.com.au) or 0409 955 936.



# UNSURPASSED REGIONAL FOOTPRINT TO BETTER SERVE OUR CUSTOMERS



**A combined global network of 1,429 dealer-owned locations make The Cat Rental Stores a convenient source for Cat, allied equipment, and specialized tools to meet most jobsite needs.**

The Cat Rental Store business model is positioned to deliver rental as one of many solutions the Cat dealer offers. Customers are able to choose from a full complement of new or used, rent-to-buy or rent-to-rent solutions available at different price points. The Cat Rental Store delivers a consistent, convenient, one-stop-shopping experience.

William Adams' customers now enjoy dealing with one channel for all equipment sales and rental needs. The recently formed Equipment Sales Group lead by General Manager, David Batson now assume responsibility for all customer machine requirements, whether it be short or long term rental, Rental Purchase Option (RPO) transactions, or the selection of a new or used machine. No more dealing with multiple sales channels.

Enhanced customer coverage and the ability for customers to continue dealing with the broadest footprint in the industry across Victoria and Tasmania has been the result, and sees dual branding of William Adams and Cat Rental Store facilities in three locations in Tasmania, and eleven locations throughout Victoria.



**If you require parts, field service, wish to make a new or used machine enquiry, or are looking for equipment rental, your nearest William Adams' branch will most likely be located less than an hour away.**

## Victorian Branches are located in:

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- Bendigo
- Clayton
- Dandenong
- Geelong
- Horsham
- Laverton
- Mildura
- Portland
- Swan Hill
- Traralgon
- Wodonga

## Tasmanian Branches are located in:

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- Burnie
- Hobart
- Launceston

In addition to our comprehensive branch network, William Adams boasts a total of seventeen (17) resident field service personnel in Victoria, eleven (11) of which are strategically located to support customers who do not have a William Adams branch nearby. We have resident service personnel based in Bairnsdale (2), Ballarat, Benalla, Echuca, Kyneton, Leongatha, Myrtleford, Shepparton, Warrnambool, and the Yarra Valley to complement our branch network.

**Whatever your equipment needs, there will be a William Adams / Cat Rental Store facility located close by, call 1300wadams, go to [enquire@wadams.com.au](mailto:enquire@wadams.com.au), or contact your nearest William Adams' sales representative for more information.**

# AUSDECOM WINS WORLD DEMOLITION AWARDS 2014

William Adams extends our congratulations to the team at Ausdecom for their success in winning the prestigious World Demolition Awards 2014, Contract of the Year Under \$1.5 million. The Award followed shortlisting alongside finalists Keltbray, UK and Brandenburg, USA. Ausdecom's submission was selected and awarded based on its strength and focus on safety, the complexity of the project and its delivery, on-time and on-budget.

The Ausdecom submission detailed its project for Arrium Mining in Whyalla, South Australia - the Phase 3 dismantling of a redundant pellet plant at the Whyalla steelworks earlier this year. Safety and strong communications were integral to the successful delivery of the project with many structures requiring dismantling using heavy lifting and specialised demolition equipment. The largest single lift was a 114t rotary dryer which was located 18 meters in the air on concrete plinths located within metres of existing operational plant.

The project was completed without incident or injury within the 4 month agreed contract timeframe.

Sam McKellar, General Manager, was thrilled with Australia's and Ausdecom's first international win, saying "This recognition of Ausdecom vindicates the focus on, and our innovative approach in working very closely with clients on safety and communications. It's how we plan and execute all of our work."

The Award was presented in Amsterdam on November 6, at the 2014 World Demolition Summit which is a gathering



of international industry leaders presenting, among other papers, reports detailing how some of the most challenging demolition projects from around the world were successfully carried out.

The 2014 World Demolition Awards are part of this event, celebrating the best projects that the demolition industry has achieved in the construction sector over the period from June 2013 to June 2014.

**Sam McKellar launched Australian Decommissioning Services Pty Ltd (Ausdecom) into the high tech end of the wider demolition and recycling market in 2013, extending their portfolio further with the addition of land remediation. The McKellar family has been successfully involved in this industry since the early 1900's.**

The team's Australian expertise and integrated focus on safety first and effective communication with clients are its outstanding values. They have positioned this new entrant in the Decommissioning and Dismantling business as a leading force for innovative partnerships in mining, petroleum and manufacturing.

William Adams looks forward to continuing our strong partnership with Ausdecom and supplying the Cat parts & machinery that will ensure continuing success in the years ahead.





## METROPOLITAN FIRE BRIGADE MTL TRAINING



After several months of negotiations William Adams Institute was successfully awarded the contract to train and assess 49 Metropolitan Fire Brigade (MFB) personnel on skid steer operations.

The MFB purchased a Cat 299D from William Adams and opted for this training and development unit to assist in their hazardous response and to compliment their urban search and rescue capabilities. Training commenced in March and concluded in May 2015, and was delivered by Graeme Hill (William Adams Institute of Training Operator Trainer)

### Topics included in the training

- Pre-operational checks
- Basic operations
- Remove and fit attachments (bucket, forks & drum grabber)
- Relocating skid steer
- Shut down
- Basic maintenance

Overall the training arrangement between MFB and William Adams Institute of Training was very successful, so much so, Graeme Hill was presented with an MFB plaque of appreciation by David Hamilton (Senior Station Officer)



## VICTORIAN FOREST CONTRACTORS TAKE DELIVERY TWO NEW 326DL/2.

Johnston Logging of Marysville and SKM Contracting of Gippsland have recently taken delivery of the first two 326DL/2 Excavators delivered into Victoria. Both are fitted with William Adams Forestry Guarding packages and Talon Log grabs.

Both machines are working for VIC Forests in the Victorian Highlands, harvesting native hardwood. Operators have commented on the lower cabin noise levels, smooth hydraulics and exceptional fuel economy. Initial fuel burn figures are showing a very acceptable 14 l/hr.



Victoria's first 326DL/2 Log Loaders going to work for Gippsland based Johnston Logging and SKM Contracting.



## PLUS CAMERA



## NEW 336EL HYBRID FOR WHELANS GROUP INVESTMENTS.

Pictured from left to right are, Tim Whelan, Charlie Whelan, Andrew Whelan and John Dick.

Taking delivery in May this year, Whelans Group Investments of Bairnsdale wasted no time putting their new Cat 336EL Hybrid to work in Sale, Gippsland, Victoria.

Fitted with factory "Cat Grade Control" and "Accugrade" 3D GPS system this machine can maintain accuracy across the job site and boost productivity. Whelan's have seen a massive improvement in fuel consumption over their older 330DL's, the new 336EL H has been averaging 20 L/hr in its first 6 months of operation.



Photo credit: Hamish MacDonald

*"Plus supports Australia's working forests and salutes the many loggers and their crews that go to work in them every day. May they always be safe."*

**William Adams**

