

SUMMER 2022
PLUS.



William Adams



WELCOME

Welcome to the Summer 2022 edition of *PLUS* magazine.

Here at William Adams, we've always been proud of the strength of our relationships. Some of those relationships span two or three generations, while others have been forged more recently as we've expanded our operations and reach.

These relationships have proved massively important over the last 12 months, with rolling lockdowns and restrictions making life a lot more difficult. Personally, I've never spent as much time on the phone! But although we might not have been able get on the road to visit our customers as easily as before, the William Adams team has stepped up to the challenge. Using texts, calls, Teams, Zoom and every other means at their disposal, our representatives have delivered some of our best results ever.

Sales across new and used machines have increased by 30-40 percent, while The Cat Rental Store has also been busier than ever. We've delivered some cracking new equipment, from tractors sent to Russian research stations in Antarctica to an awe-inspiring Next Gen 395 Excavator, the first of its model to arrive in Australia. Best of all, we've worked night and day to supply all our customers with the kit they need to grow their businesses.

This is a fascinating time to be in the earthmoving industry. As many of you know, state governments are investing heavily in infrastructure and construction, with tax incentives that make machine purchase a hugely attractive option. At the same time, high levels of household savings mean there's significant demand for domestic projects, which is driving a boom in sub-10-tonne machines. We're pleased to announce that William Adams now sells the full range of Caterpillar Next Gen Mini Excavators, which offer unrivalled features and performance in this category; you can read more about them in this issue.

The Next Gen technological advances in Caterpillar products over the past few years has been a huge sales driver, as our customers realise the improvements in efficiency and productivity that they bring. We now have a five-person Technology and Innovation team, which provides before- and after-sales support to help customers choose the right machine and use its market-leading technology to full advantage.

Our Customer Value Agreements add another dimension to William Adams' aftercare. More than 70 percent of customers now purchase a Willcare CVA for their new machine, which gives them the security of regular servicing and data analysis at the level they require. I know from talking to customers that they're busier than ever, so they're looking for ways to reduce stress by outsourcing tasks like regular equipment checks and repairs. All of the three WillCare CVAs we offer – Convenience, Advantage and Ultimate – mean our customers can focus on running their business, while we ensure their machines are healthy and working at maximum productivity, and manage total cost of ownership. To read about the benefits of WillCare for customers, read our story on page 30.

I'd also like to take this opportunity to thank all of our customers for their patience during the past year. Like every business, William Adams has been affected by challenges in the supply chain, ranging from factories impacted by Covid-19 restrictions to delays at ports all over the world. We've worked hard to manage these issues with minimum delays. That said, one of the silver linings of the Covid-19 pandemic has been working even more closely with customers to forecast their equipment needs. It's always a pleasure to help our valued customers plan their next 12 months, so we can ensure that we have the equipment they need, when they need it.

I think I can speak for everyone at William Adams when I say that we're looking forward to getting back on the road in 2022, which is already shaping up to be an exciting year for the industry.

Thank you again for all your support for William Adams and Cat. We appreciate every one of our customers and hope that you enjoy this summer issue of *PLUS*.



RYAN O'DOHERTY
General Manager – Sales
William Adams Pty Ltd

Front Cover:

Cat rental equipment at a Balmain & Co excavation site.
Image provided by Balmain & Co.

VICTORIA

CLAYTON (HEAD OFFICE)
17-55 Nantilla Road
Clayton VIC 3168
(03) 9566 0666

DANDENONG
2-4 Fowler Road,
Dandenong South VIC 3175
(03) 9767 3600

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

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

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

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

BENDIGO
11A Trantara Court
East Bendigo VIC 3550
(03) 5434 2140

PORTLAND
167 Garden Street
Portland VIC 3305
(03) 5521 5150

WODONGA
200 Melbourne Road
Wodonga VIC 3690
(02) 6051 5800

GEELONG
Cnr Fyans & Crown Street
Geelong South VIC 3220
(03) 5223 5200

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

TASMANIA

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

HOBART
2 Chardonnay Drive
Berriedale TAS 7011
(03) 6249 0566

BURNIE
Bass Highway
Somerset TAS 7322
(03) 6433 8888

PLUS is published by William Adams PTY LTD as one of the many *CAT PLUS* services provided by your Caterpillar dealer in Victoria and Tasmania. All correspondence or requests for additions to our mailing list should be addressed to:

Marketing Department
William Adams PTY LTD PO. Box 164,
Clayton 3168, Australia
(03) 9566 0666

Editorial content in this magazine can be reproduced in other media upon approval granted by William Adams' Marketing Department. Information provided (specifications etc..) as printed are believed to be correct and accurate but no responsibility will be accepted by William Adams for any details found to be incorrect. CATERPILLAR and CAT are registered trademarks of Caterpillar inc.

© 2021 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, LET'S DO THE WORK, their respective logos, "Caterpillar Corporate Yellow", the "Power Edge" and Cat "Modern Hex" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.

GET IN TOUCH TO FIND OUT MORE



LET'S DO THE WORK.™

1300 923 267 (WADAMS) | ENQUIRE@WILLIAMADAMS.COM.AU | WILLIAMADAMS.COM.AU

William Adams

CONTENTS.



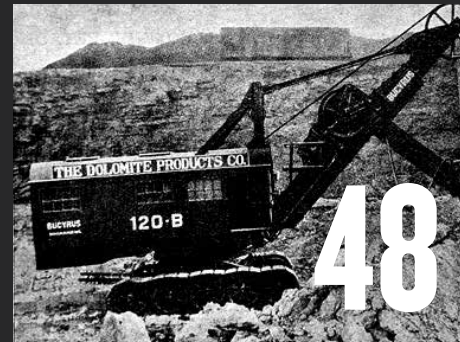
22



24



11



48



26



14



30

CUSTOMER SOLUTIONS

WHY OUR AFTERCARE SERVICE IS SO ESSENTIAL

Managing customer equipment servicing schedules while customers manage their businesses



28

CUSTOMER SOLUTIONS

MINESTAR SHINES BRIGHT AT GRANGE

Cat's digital platform improves safety and efficiency

NEW EQUIPMENT

- 06 A TRIO OF TRACKLOADERS HEAD TO GIPPSLAND
- 07 ...WHILE THREE NEXT GEN MINIS HEAD EAST
- 08 FULL RANGE OF MINI EXCAVATORS HAS ARRIVED
- 10 NEXT GEN DOZER FOR TARMAC CIVIL
- 11 FIVE TRACTORS HEAD TO ANTARCTICA
- 12 ALL SMILES AT SYMAL
- 13 WILLIAM ADAMS SCORES MTS DEAL
- 14 FLOATING CAT EXCAVATOR TO REVOLUTIONISE OPERATIONS AT AGL

PAVING

- 16 MIDLAND UPGRADES TO LATEST ROAD RECLAIMER
- 17 CIV2CON INVESTS IN FOUR NEW ROLLERS

LOCAL GOVERNMENT

- 18 ROUGHAN ON TRACK FOR SUCCESS WITH FOUR NEXT GEN MACHINES

- 19 UNDERGROUND AT METRO TUNNEL PROJECT

WASTE

- 20 WASTE EXPERTS SWAP RENTAL FOR NEW MACHINES

MINING

- 22 NEXT GEN 395 DIGS DEEP FOR BAYPORT
- 24 THE D11 XE MAKES ITS DEBUT

RENTAL

- 26 NEXT GEN MACHINES PLAY VITAL ROLE IN PRESTIGE PROJECT
- 27 RENTAL FLEET GETS NEXT GEN BOOST

CUSTOMER SOLUTIONS

- 28 MINESTAR SHINES BRIGHTLY AT GRANGE
- 30 CVAS: WHY OUR AFTERCARE SERVICE IS PROVING SO ESSENTIAL FOR CUSTOMERS
- 34 WHY CAT CERTIFIED REBUILDS ARE A COST-EFFECTIVE OPTION

CATERPILLAR

- 36 THE REASON NEXT GEN LIVES UP TO ITS PROMISE
- 38 WHAT'S NEW FOR 2022

INSTITUTE OF TRAINING

- 39 APPRENTICES GEAR UP FOR FINAL BATTLE

FORESTRY

- 40 MEET THE EX-LOGGER REINVENTING OLD CATS
- 42 RENEWED FORESTRY COMMITMENT

GENERAL INTEREST

- 43 CAT FACES COMPETITION IN KOBE
- 44 CANADA CALLING FOR TWO NEW MINING MACHINES
- 46 GOOD NEWS STORY: TV DONATION FOR KIDS
- 47 BIRTHDAY CHEER FOR A LOYAL CUSTOMER
- 48 CELEBRATING 100 YEARS OF WILLIAM ADAMS AT YALLOURN
- 50 PLUS CAMERA

A TRIO OF TRACK LOADERS HEAD TO GIPPSLAND

Three Compact Track Loaders have found new homes in Victoria's east this year, as Gippsland customers embrace the comfort and build quality of these versatile machines.

A low-hour, Cat-certified used 289D Compact Track Loader was delivered late last year to Reynolds Logging in Buchan, East Gippsland. Owner Reece Reynolds plans to use the machine around his farm as he continues dealing with the aftermath of the horrific 2019/2020 bushfires.

John and Liam, from Eastern Vegetation Contracting, based in Bairnsdale, took delivery of a new 259D3 Compact Track Loader supplied with a Cat HM215C Mulcher and Cat Grapple Rake. This machine is already working hard for the Bairnsdale-based business, as it builds its reputation in slashing, clearing and other aspects of land management. This is the company's first purchase from William Adams – hopefully the first of many!

In Hazelwood North, owner James Cook of Cooks Concrete and Construction also received a new Cat 259D3 Compact Track Loader, which was delivered with a Cat A19B Auger Drive and will be put to work around Traralgon for various concreting jobs. William Adams has a long-standing relationship with the family, and we very much appreciate their loyalty.



John and Liam from Eastern Vegetation Contracting with their 259D3 and HM215C Cat Mulcher attached



James from Cooks Concrete and Construction with his new 259D3



Delivering a 289D to Reynolds Logging and a 259D3 to Eastern Vegetation Contracting



...WHILE THREE NEXT GEN MINIS ALSO HEAD EAST

Bayscape Creations, based in Inverloch, Victoria, has invested in a new Cat 302 Next Gen Mini Excavator. It's Bayscape's first Cat, with owner Burt Loenen and the crew pictured here taking delivery. Welcome to the family, Burt!

Ivers Construction's new 301.7 CR got straight to work in Paynesville, East Gippsland, recently. We hope owner Matt Ivers enjoys his new Cat!

John O'Sullivan is excited by the potential of his new Cat 301.7 CR – he and wife Chris have plenty of projects planned for the machine on their Tooradin property.





FULL RANGE

OF MINI EXCAVATORS

HAS ARRIVED

The Next Gen mini excavator lineup is now complete in Australia

So important is the mini excavator market in Australia, that Caterpillar chose Sydney in November 2018 for the global launch of its Next Gen Mini excavator range. Since then the product lines has had phenomenal acceptance and success.

“Since its release in 2018, the Next Gen Mini Excavator range has had even stronger sales and market share than we could have expected, so you can imagine the anticipation from our customers and sales team to get the complete lineup,” says William Adams Product Manager Glen Slocombe. “We’re super excited to now be able to offer the full line of Next Generation Cat Mini Excavators, with the 302.7 CR, 303 CR, 303.5 CR & 305 CR Compact Radius range along with the 304 now available.”

This game-changing range has taken the market to a whole new level of expectation in terms of performance, comfort, features and operating costs. The five new models include the industry-leading features of stick steering and cruise control, a sealed and pressurised airconditioned cab or canopy, and the intuitive Cat Next Gen monitor.

“Often overlooked, one of the key differentiators of the Next Gen Mini excavator range – and indeed the larger Next Gen excavators – is the electro-hydraulic control system on the machine,” explains Glen. “By using electro-hydraulics, we eliminate a vast amount of pilot and other hoses and fittings, as well as mechanical linkages. The result is a highly responsive and customisable operating system that allows operators to set up the machine exactly how they want – with a less complicated hydraulic layout. It’s what makes the Caterpillar ‘Next Generation’ excavators true to their name.”

In the smaller models, serviceability is still key, with a tilt-up canopy/cabs feature up to the 303.5 CR, along with easy, all-round service access. In addition to the primary auxiliary (hammer) lines, standard stick models will feature factory hydraulic coupler and tilt hitch lines with extra counterweights to suit the growing demands of tilt hitch configurations. LED work lights front and rear, and beacons, virtually eliminate the need to replace globes, while push-to-start keyless or Bluetooth entry allows for four-digit security and management of operator access. The monitor can also be restricted and simplified to suit multiple users or rental fleets.

Direct replacements for their preceding D, E & E2 models, the new 07A build series brings all models up to the Next Gen specification from 301.5 – (1.5 ton) to 310 (10 ton). “Next Generation is more than just a clever marketing line, you need to check out one of these machines to really see how much better they are,” says Glen.

Take a closer look at the range with a test drive to see for yourself what makes the Cat excavator range the REAL Next Generation.

**NEXT GENERATION
MINI EXCAVATORS**



| New Next Gen Model | 302.7 | 303 CR | 303.5 CR | 304 | 305 CR |
|------------------------|------------|------------|-----------|------------|------------|
| Former model | 302.7D CR | 303E CR | 303.5E CR | 304E2 | 305E2 |
| Engine | Cat C1.1 T | Cat C1.1 T | Cat C1.7 | Cat C1.7 T | Cat C1.7 T |
| Net Power kW | 23.6 | 23.6 | 23.6 | 33.6 | 33.6 |
| Weight (min) kg | 2545 | 3025 | 3480 | 3925 | 5006 |
| Weight (max) kg | 3040 | 3545 | 4190 | 4475 | 5754 |
| Width mm | 1500 | 1550 | 1780 | 1700 | 1980 |
| Dig depth - Std mm | 2510 | 2650 | 2810 | 3210 | 3420 |
| Dig depth - long mm | 2710 | 2950 | 3110 | 3510 | 3670 |
| Breakout bucket kN | 23.3 | 28.4 | 33.0 | 38.2 | 49.2 |
| Breakout std stick kN | 13.8 | 16.6 | 18.9 | 21 | 28.3 |
| Breakout long stick kN | 12.3 | 14.8 | 16.9 | 19.2 | 25.2 |
| Stick steer | ✓ | ✓ | ✓ | ✓ | ✓ |
| Cruise control | ✓ | ✓ | ✓ | ✓ | ✓ |
| Air cab option | ✓ | ✓ | ✓ | ✓ | ✓ |
| Suspension seat | ✓ | ✓ | ✓ | ✓ | ✓ |
| LCD monitor | ✓ | ✓ | ✓ | ✓ | ✓ |
| Pattern changer | ✓ | ✓ | ✓ | ✓ | ✓ |
| Blade float | ✓ | ✓ | ✓ | ✓ | ✓ |
| Thumb ready | ✓ | ✓ | ✓ | ✓ | ✓ |
| Lifting eye | ✓ | ✓ | ✓ | ✓ | ✓ |
| Auto two speed travel | ✓ | ✓ | ✓ | ✓ | ✓ |
| Continuous aux flow | ✓ | ✓ | ✓ | ✓ | ✓ |

NEXT-GEN DOZER FOR TARMAC CIVIL

After 40 years in business, Tarmac Civil recently took delivery of its first bulldozer, a D6 Caterpillar. So far, says director Leigh Cockburn, it's exceeding all expectations.

In the past, the Hallam, Victoria-based company has hired machinery as needed, and only purchased if there was a competitive advantage. The new Caterpillar D6, however, is proving to be that competitive advantage, impressing all with its versatility.

"The D6 is the right size," Leigh says, "although we did consider the D7, too."

Tarmac Civil's D6 runs Caterpillar's own 3D GPS unit, which can position it to within 50mm of its specified location on any worksite. It also has the optional six-way blade for greater flexibility. Says Leigh:

"THAT BLADE DOESN'T PUSH QUITE AS MUCH DIRT BUT IT'S FAR MORE FLEXIBLE AND IT'S GREAT FOR DOING FINISHING-OFF WORK,"

And while the D6 is Tarmac Civil's first Caterpillar machine, it won't be the last – with a new grader set to join it on the job early next year.



FIVE TRACTORS HEAD TO ANTARCTICA

Like many good stories, this one begins with a chance encounter in a faraway land – in this instance, Bulgaria.

In July 2019, Mark Wiggins, William Adams' Business Manager for Antarctica, was attending a conference in the eastern European country when he was introduced to a representative of Russia's venerable Arctic and Antarctic Research Institute (AARI).

Located in St Petersburg, the AARI has organised over a thousand Arctic missions since it was founded 101 years ago and cooperates internationally in research into polar geography and oceanography, among other areas.

"Many emails, phone calls and interpreters later, we signed an agreement in June 2020 with Zapsibgazprom OAO for two Traverse Special Tractors," says Mark. "Not long after we started work on them, we were approached to supply another three units, for which we signed a contract in November, 2020."

The build for these additional tractors began in March this year, and all five machines were completed by mid-August.

Painted bright red – to reference the Russian flag – the tractors will certainly stand out against the Antarctic ice, says Mark. At the time of going to press, they'd reached Durban in South Africa (via Melbourne and Singapore), and were about to be transported by road to Capetown. From there, the tractors will travel by ship to Progress, the Russian research station on the eastern edge of Antarctica. They'll be used to take supplies to inland stations.

"These five tractors are the first purchased by a Russian client and we hope they're the beginning of another successful machine supply deal into Antarctica," says Mark.

ALL SMILES AT SYMAL

A new Cat 335 Excavator is getting the job done for this leading construction company

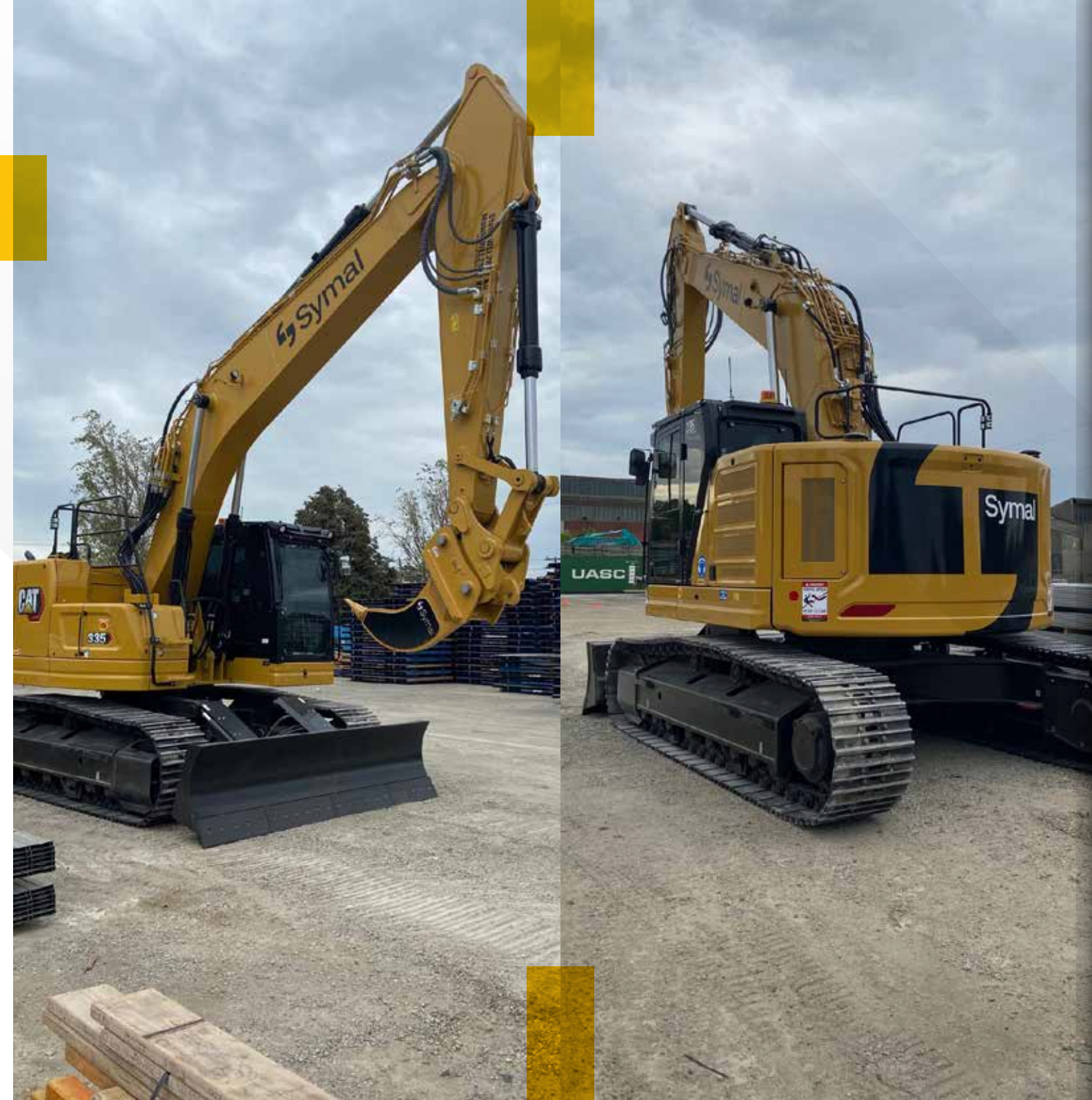
“The delivery of a premium piece of equipment is always a special moment,” says Kris Bogdanovski, Group Assets and Logistics Manager at the Symal group of companies. “Delivery day brings a smile to the whole team. Everyone is excited, especially our operators, who are the first to get it dirty.”

So the Symal team was all smiles last September when their Cat 335 Excavator was delivered. With a 33,500 kg operating weight, the epic machine will be used for Symal’s major projects across Victoria, which often require a reduced tail swing for tight access, precision and productivity.

“We were drawn to the Cat 335 technology and standard features, as well as the integration of safety systems such as scales, slew and height limits. The unit comes ready to go to work,” says Kris.

With a workforce of over 700 and a \$500 million turnover, Symal is involved in some of the country’s major construction projects. In October, the company announced it had secured the contract for the upcoming Narre Warren North Road upgrade.

Symal has purchased various excavators, compactors, graders and loaders from William Adams over their 10-year business relationship. “We see working with Williams Adams as a long-term partnership,” says Kris.



WILLIAM ADAMS SCORES MTS DEAL

William Adams is pleased to have been appointed the first international dealer for Mobile Track Solutions (MTS), based in Elkader, Iowa, USA. With a contracting background, MTS designs and builds purpose-built tractors, scrapers, haulage systems and implements to fill gaps not currently serviced in the traditional Caterpillar lineup.

Its flagship machine – the mighty 3630T – is the only truly purpose-built, rubber-belted tractor designed for the construction industry. Using a Cat C18 engine matched to a Cat TS22 transmission, this tractor is over-engineered and has been developed in conjunction with Caterpillar’s powertrain teams to deliver industry-leading drawbar and reliability.

MTS products include wheeled scraper tractors; scraper bowls, including a newly-released rear electric drive unit, which aids loading; articulated truck scraper systems, and other implements.

Four of the new 3630T construction-gauge track tractors are now at work in Victoria, and seeding of local parts, service and sales training programs is underway to support this new partnership.

Contact your local sales representative or check out our website www.williamadams.com.au/products/mobile-track-solutions/ for more details.





FLOATING CAT EXCAVATOR TO REVOLUTIONISE OPERATIONS AT AGL

After almost two years' planning, a new Cat 336 GC with EIK amphibious undercarriage and long-reach front was put to work at AGL Loy Yang, Gippsland, earlier this year.

The 65-tonne, game-changing excavator has rolled into action with the promise of revolutionising work operations and safety at the station's ash ponds.

The floating excavator has been named 'Arthur', after RTL Loy Yang's long-serving site foreman and ash-pond mastermind Arthur Grazotis (above left). The excavator can operate on the porridge-like surface of the ash ponds without getting bogged and stranding its operators.

"It's been a long time in the making but we're excited to have found a machine that can withstand the unique surface of an ash pond," says AGL's Chief Operating Officer, Markus Brokhof. "Arthur will create a safer working environment as it's specially equipped to handle this environment."



Arthur includes a host of added safety features, ranging from new handrails, fire-safety equipment and a "Holland Customised services" personnel lift to access the cabin almost three meters off the ground or over water.

"It can operate in water up to four metres deep and has custom-built tracks, pontoons and stabilising spears to help to operate it on the ash pond," adds Markus. "The low-bearing pressure means that the more the excavator sinks into the wet ash surface, the more it floats. It's a truly innovative way to combat an ongoing issue for our people."

AGL will operate the excavator for at least 10 years.

Congratulations to Stewart Cluning and the AGL team on Arthur's commissioning. A special mention also goes to Stuart, Adam, Jason and Ben at William Adams Traralgon branch for managing build-up and delivery.





MIDLAND UPGRADES TO LATEST ROAD RECLAIMER

Earthmoving contractor Midland Contractors has been a William Adams client since 1991, so when the company decided to upgrade its six-year-old RM300 road reclaimer, Managing Director Shane Houlahan chose the latest model RM500.

A family business based in Bendigo, Midland Contractors has been serving the Central Victoria region since 1981. Midland bought its first Cat from William Adams in 1991, a 12G Motorgrader that gave the company many years of reliable service.

Thirty years later, the company's first RM500 joins another 20 pieces of Cat equipment already in Midland's inventory. According to Central Victoria Equipment Sales Representative Mauro Starc, William Adams and Midland have a strong relationship built on mutual respect.

Compared to the RM300, the RM500 has the bigger C15 with ACERT engine and drum, improved ease of use and service, superior mix quality and a combination rotor drive that can be used on both soil and asphalt.

"The RM500 also has electronically controlled full-time all-wheel drive, the cab slides from one side of the unit to the other, and the rear, front and chamber door cameras provide improved visibility, which leads to better safety," says Mauro.

We'd like to thank Midland for their continued loyalty and look forward to many more years of service.



CIV2CON INVESTS IN FOUR NEW ROLLERS

Lined up proudly at our Laverton branch, these two Cat CS12 GCs and two CP12 GC Soil Compactors are ready to join the Civ2Con fleet.

"We have had a second-hand Cat padfoot roller for years, and it has been very dependable," says Civ2Con's Director and Construction Manager, Robert Troiano. The four new rollers will get straight to work on one of Civ2Con's housing subdivisions.

"WE CAN'T WAIT FOR
THEM TO ARRIVE ON SITE"

Robert adds.

Civ2Con is one of Victoria's fastest-growing civil design and construction companies, offering small to medium-sized turnkey developments, as well as ongoing civil construction services such as environmental remediation and bulk earthworks. It's also accredited for all works with Melbourne Water and several regional water authorities.

"We do civil construction, which means a lot of earthworks projects, especially when we're working on a new housing subdivision, business park or industrial precinct. The rollers are constantly out working day after day, week after week," says Robert.

Civ2Con has been dealing with William Adams as a spare parts supplier for several years, but the standard specification CS12 GCs and the CP12 GCs are the first new machines the company has purchased from us.

"William Adams has always been very responsive," says Robert. "And Cat have been in the industry for a very long time, and have a reputation for quality and reliability that's totally justified."



Civ2Con Accountant Peter Surma, on left, and Managing Director Adam Pawlik with their new machines at William Adams' Laverton branch.

ROUGHAN ON TRACK FOR SUCCESS WITH FOUR NEXT GEN MACHINES

With his first-ever purchase of Caterpillar excavators, Matt Roughan pretty much doubled the size of his fleet. Earlier this year, his Bayswater-based company - Roughan Haulage & Excavations – took delivery of a 308 Next Gen Mini Excavator, a 315 Next Gen small excavator and two 325 Next Gen excavators, taking his plant inventory to nine.

“Both the 325s went straight out to Bendigo railway station, where we were working on the first package of the Bendigo-Echuca line upgrade,” says Matt. “Now we’re on package two, which is further north towards Epsom.”

Roughan prides itself on its proficiency in fine tolerance work, which makes Caterpillar’s Next Gen machines the perfect choice. “Machine control and safety are key concerns for our civil infrastructure clients,” says Matt. “Caterpillar’s Next Gen technology enables us to deliver the fine detail they need. Everything’s done to design, and done once.”



A builder by trade, Matt says he discovered a passion for earthmoving a few years ago before deciding to go out on his own, starting with domestic projects before moving into civil infrastructure in 2018. “I like the scope of the projects – the size of them,” he says. “Some of them are quite mind-boggling in terms of size. They certainly keep the boys interested!”

Matt has plans to diversify the business, potentially contracting out its own works, and further Cat purchases through William Adams are definitely part of the picture.

“Since we’ve taken delivery of the machines, the service from William Adams has been phenomenal,” he states. “Any problems have been attended to in a matter of hours, and the tech support is great. The service is really on-demand, when we need it. It takes a lot of pressure off, not having to worry about that.”

Congratulations on your machines, Matt, and we look forward to working with you in the future!



UNDERGROUND AT METRO TUNNEL PROJECT

William Adams Managing Director Eddy Kontelj, Product Manager Glen Slocombe and Mining & Major Projects Manager Ian Collins recently had the privilege of visiting the amazing Metro Tunnel Project in Melbourne. This major public transport infrastructure project will transform the way we move around Melbourne.

The team at William Adams is proud to have played a small part in this project through the supply of Caterpillar Machines and service support.

Glen Slocombe, Eddy Kontelj & Ian Collins visit the Metro Tunnel Project





WASTE EXPERTS SWAP RENTAL FOR NEW MACHINES

Why pressurised cabs sealed the deal for Enviropacific

When environmental remediation experts Enviropacific were looking to invest in new machines, Caterpillar was a step ahead of the competition in both specifications and price. That's why National Plant and Fleet Manager Rodney Gray chose William Adams to supply two wheel loaders and two excavators for their SOLVE treatment facility in Altona, Melbourne.

SOLVE deals with contaminated waste and soil, including material containing PFAS, which means operators are working in a highly toxic environment.

"Our operators had to wear full PPE with facial respirators while operating machinery in our pre-treatment building," says Rodney. "We had issues with restricted vision and cab decontamination. Caterpillar has its own brand of pressurised cabin, which we have worked with William Adams to adapt to our particular requirements, whereas other companies had to engage a third party to meet our needs."

After drawing on William Adams' technical expertise, Enviropacific ordered two 950 GC Wheel Loaders, one 315 GC Excavator and a 325 Next Gen excavator. "The two loaders and one excavator are working at SOLVE, so they have Cat pressurised cabins, plus additional guarding, and some specialised sorting buckets with the excavator," says Michael Mattiacci, account manager for government, waste and rail industries.

"THE 325 ALSO HAS SOME EXTRA GUARDING AND SORTING BUCKETS."



"WE'RE TAILORING THE MACHINES TO MEET THEIR NEEDS."

Michael Mattiacci

William Adams has enjoyed a fruitful relationship with Enviropacific over the last 10 years, with the company renting many machines through The Cat Rental Store. As the business grew to a 250-strong operation, with offices in all the major east coast cities and the market-leading remediation site at Altona, it became clear to Rodney that purchasing equipment was a better long-term option.

"We wanted to increase our capital growth, as well as having the competitive advantage of owning our own machines," he says. "If you have an emergency job, you can pull assets off current jobs and replace them with contractors – it just gives you that flexibility."

Enviropacific occupies a market position between tier-one operators and owner operators, engaging in contracts up to \$10 million. Founded 20 years ago, the company has posted growth of eight percent year-on-year for the past 10 years. "In the past, there wasn't as much focus on environmental concerns, but obviously that's changing," says Rodney. "For example, we're treating soil from an old gas facility in Fitzroy where there weren't many environmental controls, which means surrounding soil is contaminated. We've extracted those soils, taken them to SOLVE, treated them and returned them to site."

Rodney leaned heavily on William Adams' experience when designing Enviropacific's new machines. "Michael is a specialist in waste and sells a lot of machines to tips and councils, so he helped me a lot with working out the safety requirements for loaders inside the pre-treatment building, and which guarding and undercarriage equipment we needed," says Rodney.



William Adams is the biggest vendor of waste equipment in Victoria and Tasmania, and factory fits a lot of machines, which will be working in an environment that takes in hard and soft surfaces at landfill. "There's guarding around the transmission and across the tilt cylinders," says Michael. "These loaders and excavators are expensive machines because of that – a set of solid rubber tyres can cost \$80,000."

Enviropacific has already placed an order for an additional large excavator with William Adams for civil work and is expanding its operation further into other areas such as water treatment. "We look forward to continuing to work with the Enviropacific team," adds Michael.

395

NEXT GEN 395 DIGS DEEP FOR BAYPORT

This large excavator stopped traffic when it rolled into Lilydale quarry

It isn't often that a piece of kit the size of a Next Gen 395 arrives on site, so when Bayport took delivery of its new, 95,000-kilogram excavator there was – as site manager Glen Barker puts it – “a bit of chatter on the radio, for sure”.

Requiring its own police escort and permits, this Next Gen 395 is the first in Australia and its delivery marks a new phase in Bayport's work at Lilydale's Kinley site on the former Cave Hill quarry. In a joint venture with Intrapac Properties and Brencorp Property, Bayport is filling in the quarry with an estimated eight million cubic metres of overburden from the site. Once filled, this 163-hectare area of recovered land will become a \$2 billion residential suburb, with new homes, shops and heritage precinct, and its own railway station.

The limestone quarry, founded by Dame Nellie Melba's father David Mitchell, opened in 1878 and operated until 2015.

“IT TOOK 140 YEARS TO DIG IT OUT AND IT'LL TAKE US EIGHT YEARS, IN TOTAL, TO PUT IT BACK IN,”

says Glen, cheerfully. “We're using a lot more machines and diesel, though.”

The vast majority of machines in Bayport's 50-strong Lilydale fleet are Caterpillar, reflecting both William Adams' long relationship with the property developer and the superiority of Cat in this arena. “They're reliable and they're quality, and the service aspect from William Adams is great, too,” says Glen. “William Adams technicians work alongside our own team of mechanics and our boilermaker to ensure the fleet runs smoothly.”

The new, Next Gen 395 replaces a now-retired 390D, which did stellar work on what Glen admits is “very abrasive material out here, and really takes its toll on the equipment”.

But the new machine is more than a like-for-like replacement. Says William Adams' Zayne Watson, Equipment Sales – Key Accounts, “The Next Gen 395 has an operating weight of 95 tonnes and a 6.5-cubic metre bucket, which gives you 10-12 tonnes of material per bucket load. The 395 has Cat Payload, E-Fence, Lift Assist and Auto Hammer Stop, plus a 10 per cent increase in swing torque and stick force. Plus, it's five tonnes heavier than its predecessor, which gives greater power and efficiency.”

HISTORY IN THE MAKING

During its long period of operation, the Lilydale quarry in the Yarra Valley was the main source of limestone for Melbourne, supplying material for the World Heritage-listed Royal Exhibition Building and many other notable buildings in the city. Bayport and its partners plan to honour the area's distinctive history with a Heritage Quarter on the site, which will see cafes and open spaces around its iconic kilns, as well as 3000 new homes.

Filling and compacting the overburden to a precise level is, therefore, very important. “Once all larger pieces of rock have been removed, we place the overburden into the hole in 300 millimetre layers, compacted to a density of 101.5, on average,” says Glen. “We do between five and eight passes with the Caterpillar 825 Compactor, and three passes with a padfoot roller on every square inch of dirt we put in. About 7,500 cubic metres goes down every day.”

The Next Gen 395 is used to fill Caterpillar 773 Off-Highway Trucks, says Glen, with each truck taking five or six buckets to fill. Bayport has a new Next Gen 352 on site, which takes 10 buckets to fill a truck. “So, the 395 is significantly more efficient,” he adds.

Built up at the Clayton branch, the Next Gen was fitted and checked before the stick, boom and bucket were removed for transport. “Achieving delivery of the 395 was fantastic for everyone,” says Zayne. “This was a job well done, from selling the machine, to building it up and having it delivered to site. We had a barbecue for their team and I hope to do the same for our people here.”

“It's important to celebrate, because it's not every day that we deliver a big piece of equipment like this.”

THE D11 XE MAKES ITS DEBUT

Cat's electric-drive dozer steals the limelight in Las Vegas

Among all the heavy-duty glamour and excitement at September's Minexpo in Las Vegas, one machine was the star of the show: Caterpillar's prototype D11 XE, its largest dozer that uses all-electric drive.

It's the kind of machine to make even a seasoned mining executive stop in their tracks. Promising the lowest cost per ton operation in dozing, the D11 XE has an electric drive powertrain that delivers power to the ground more effectively than any other. No transmission means no gears to shift, helping operators save fuel and making the dozer easier to drive.

What's more, the D11 XE shares components with mechanical drive dozers in the Cat range and has a simplified modular design, which makes maintenance and servicing a lot more straightforward.

For Caterpillar, the D11 XE is another step towards helping its customers build the mines of the future, with sustainability and efficiency at the forefront.

The prototype is being put through its paces at Caterpillar's dozer proving grounds at Peoria, Illinois, before its release to market. We look forward to welcoming this new Cat to Australia soon.



D11XE

NEXT GEN MACHINES PLAY VITAL ROLE IN PRESTIGE PROJECT

When a high-end construction company needed earthmoving machinery, The Cat Rental Store was ready to go

Balmain & Co is a Melbourne-based company that delivers some of the city's most exciting end-to-end building projects.

So the team at The Cat Rental Store were thrilled to be appointed Balmain's main equipment supplier to complete bulk earthworks at their prestige Oakleigh South build.

Led by Construction Manager Diarmid Hayter and Project Manager Josh, the team completed 35,000m³ of material export and 40,000m³ of bulk imported filling at the old Clayton West Primary School site in preparation for its transformation into a 96-lot townhouse development.

Josh reached out to Cat Rental at the beginning of the project to discuss his earthmoving-equipment options. The project ran from April to the end of September, requiring a suite of machines that would deliver high productivity, accuracy and reliability.

With this in mind, Cat Rental Store supplied a range of high-spec machines, including a D6 Next Gen with 3D GPS, a 140 Grader with Trimble Earthworks, and multiple Next Gen Excavators. The GPS systems were easy to set up with their Trimble base station and William Adams' product support team was always ready to lend a hand.

With the additional features on the Next Gen Excavators, such as the 360-degree camera, Cat Payload, Grade Assist and Swing Assist, Josh and his team were able to maintain excellent productivity and meet their targets.

Balmain has been impressed with not only the technology that the machines provide, but the support William Adams and Cat Rental have given on a day-to-day basis. The ability to reduce machine downtime and accommodate requests at short notice has allowed the project to keep running smoothly.

Cat Rental is looking forward in working with Balmain & Co on future projects and supporting them in the impressive growth of their civil division.

RENTAL FLEET GETS NEXT GEN BOOST

Cat Rental customers now have access to one of the safest and most efficient fleets in the market, thanks to William Adams' continued investment

Over the last 12 months, The Cat Rental Store has continued to upgrade its holdings, taking delivery of a fleet of excavators ranging from 301.5 Mini Excavators on trailers to market-leading 50-ton 349 3D machines, which offer the industry's highest level of performance.

As Kurt Lewis, William Adams' major accounts and development manager explains, "With substantial capital investment into the fleet over the last four years, we have been focusing on getting our base right with a comprehensive fleet renewal program."

Other impressive acquisitions include Next Gen Track-Type Tractors, along with the addition of Cat 140 Motor Graders with the latest 3D GPS systems.

"These new units demonstrate our commitment to leading the way in Victoria and Tasmania in the provision of technology into the dry-hire market," adds Kurt. "Now, thanks to the Next Gen excavators we've added to the fleet, features such as fully-integrated 3D GPS, Cat Payload, Lift Assist and Grade Assist are commonplace."

Cat Rental can support the ever-increasing need for a high-tech machine with a reduced swing radius, with Next Gen 315, 325 and 335 3D excavators, too.

IMPROVED WHEEL LOADERS

This year The Cat Rental Store replaced Wheel Loader and Tool Carrier fleet units from 908 to 982 with the latest Cat machines, with Cat Payload or Load-Rite systems available on all 950, 962, 966, 972 & 980 units.

Cat Rental customers are reporting significant increases in productivity with the new machines – and demand has skyrocketed.

"These new products are not only more fuel efficient, but they carry class-leading safety features," says Kurt.

ROLLER REPLACEMENTS

During winter, Cat Rental replaced its entire roller fleet with the latest 'B' series offering. Not only do these machines outperform their predecessors – as well as being more fuel-efficient – they also feature CAT MDP (Machine Drive Power). This is an energy-based measurement system that correlates compaction with rolling resistance to provide an indication of soil stiffness. With this indication of compaction values, operators can gain much greater efficiencies on site by reducing over-rolling.

"Investment in the latest Cat products by William Adams and The Cat Rental Store has been very well received by our customers," says Kurt. "We look forward to continuing to offer market-leading equipment that supports greater efficiencies while maintaining a safe and productive workplace".



MINESTAR SHINES BRIGHTLY AT GRANGE

Cat's digital platform improves safety and efficiency

On the west coast of Tasmania, Savage River magnetite iron ore mine produces some of the purest iron-rich magnetite in the country. It's owned by Grange Resources, which each year processes over 2.2 million tonnes of iron ore into pellets at nearby Port Latta, ready to be shipped to steel-making plants all over the world.

More than half of the 70 machines on site are Caterpillar, and now William Adams is working with Grange to implement Caterpillar's Minestar FLEET and HEALTH into operations by March next year, alongside its existing TERRAIN and COMMAND technology.

"Minestar's digital control platform means you can track, monitor and automate all of your assets," says Craig Boatwright, William Adams' Key Account Manager at Somerset, Tasmania. "It enables sites like Savage River to establish two-way communication between an operator or asset and a control room, increasing efficiencies on everything from mine design to machine diagnosis."

MineStar technology covers different 'pillars' of mining operation. For example, Cat MineStar TERRAIN uses high-precision guidance technologies, material tracking and more to help machines work according to plan. Minestar EDGE offers many of the fleet management capabilities of MineStar FLEET, via a simpler, lower-cost, cloud-based system for smaller mining operations.

"At Savage River, FLEET will provide operators with the ability to reschedule and reassign equipment as operational requirements change," says Craig. "The platform also generates customisable reports that make key information easy to understand."

The onboarding process takes about three months to complete and marks a significant investment for Grange, which Craig expects will see ROI in under 18 months.

"Grange had outgrown its previous technology and wanted a system that was well-supported and future-proof, and that was being continually updated," adds Craig.

Over the next few months, William Adams will be collaborating with Grange on how to best engage with operators as they transition to the new platform. "It's important to take operators on the journey with you, as there can be scepticism at the start," says Craig. Some mines are now fully autonomous, thanks to Minestar, but at this stage Grange isn't pursuing driverless mining.

"Technology isn't new to Cat mining – some machines have had smart tech for 15 years," says Craig. "For operators, Minestar enables them to work more safely and efficiently, and use data to enhance their work."

MINESTAR

FLEET

An integrated fleet monitoring and management system, it can be used with any machine or system to measure, manage and maximize every facet of an operation, no matter the size or type.

DETECT

The Detect portfolio includes a number of capability packages that address mine-site safety challenges. Eliminate blind spots, identify fatigued operators, alert operators to potential collisions and Locate workers on your site.

COMMAND

Command solutions make it possible for miners to automate a single mining process, remotely control a single machine, automate multiple types of equipment across a mixed fleet, or implement a completely autonomous fleet of haul trucks that operate around the clock with no human intervention.

TERRAIN

Cat MineStar Terrain uses high-precision guidance technologies, material tracking and more to help your machines work according to plan — increasing efficiency, reducing variability and helping you get the most out of your drilling, digging, loading and grading operations.

HEALTH

MineStar Health products and services enable you to collect and transmit equipment data, monitor critical machine parameters, obtain real-time alerts, analyze operational trends and patterns, predict failures and receive repair recommendations — assisting you with proactive maintenance services and predictive equipment analysis.

PROVEN, SCALABLE SOLUTIONS FOR EVERY MINE



WHY OUR AFTERCARE SERVICE IS PROVING SO ESSENTIAL FOR CUSTOMERS

Since launching our WillCare Customer Value Agreements earlier this year, we've been thrilled by the uptake among our customers. Over 90 per cent of newly purchased machines are covered, which means they receive regular servicing, monitoring and parts according to their individual requirements.

"Our new CVAs help control costs while maximising productivity through high-quality, professional aftersales care for every machine, new or used," says William Adams' Customer Value Agreement manager Michael Dimitrakopoulos.

Three distinct CVA tiers – Convenience, Advantage and Ultimate – give WillCare the flexibility to suit every customer and machine.

'Convenience' means we supply the necessary parts and advice for owners who manage their own servicing requirements. 'Advantage' means William Adams technicians manage on-site servicing and assess fluid health using the Cat S*O*S analysis system, while 'Ultimate' proactively manages customers' service and repair requirements around the clock.

Regardless of the CVA chosen, every WillCare customer is a VIP customer, says Michael.

"CUSTOMER NEEDS COME FIRST AND WE TAILOR THE PACKAGES FOR THEM."

Here's how our customers are making CVAs work for their business.



CONVENIENCE: '10 OUT OF 10'

Shaun Finnigan, director of Bendigo-based S&R Engineering and Construction, was initially sceptical when WillCare was suggested to him and "read through it twice, looking for the catch".

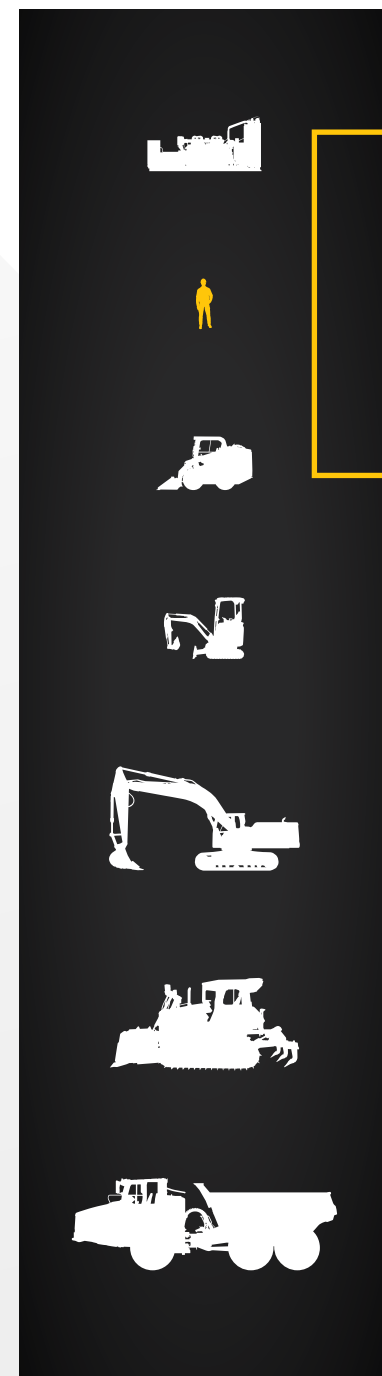
But there was no catch, no devil in the detail, and the William Adams' WillCare program, with its 10 per cent discount on parts, plus booking service, technician availability, technical advice and easy access to dealerships was only going to work in his favour.

Shaun put the company's machinery on the Convenience Plan which, he says, is cost-effective "by a fair sum".

"WillCare has lifted the standards for the industry. Our Cat machines (a 308-07A excavator, 259D and 289D skid steer loaders, two 315FL excavators and a 323FL excavator) are serviced on time every time, and nothing is overlooked or left behind."

The great thing about WillCare, Shaun believes, is its flexibility, which means it can be designed to suit a range of businesses from small operations with minimal staff through to big operations with their own workshops. That flexibility, he believes, is a real bonus.

His opinion after experiencing WillCare first-hand? "I rate it a 10 out of 10."



NO MACHINE TOO BIG, NO MACHINE TOO SMALL. YOU'RE COVERED!

ADVANTAGE: 'IT GIVES ME TIME TO CONCENTRATE ON OTHER THINGS'

Bairnsdale-based Whelans Group Investments specialises in construction works for industries including transport, rail, water, waste management, energy and estate development – a broad range of services requiring an equally broad range of heavy machinery.

For Workshop Manager Ben Smith, that means keeping an army of machines ticking over. Before Whelans signed up to the Willcare Advantage plan for its dozers, graders, loaders, rollers, scrapers and gensets, Ben spent hours poring over spreadsheets monitoring machine hours.

"It was doing my head in," he says. "With the William Adams technicians monitoring it and coming out to do the work I've got breathing room; I can concentrate on other things."

The benefits of the Advantage Plan, he says, are reduced machine downtime and the greater productivity that brings.

Do the Willcare CVAs deliver on their promises and save money long-term? "Yes and yes" is Ben's quick response.

ULTIMATE: 'HAPPY FROM GO TO WHOA'

Richard Collins, Maintenance Supervisor for Infrabuild, is a happy man with less stress in his working life courtesy of his employer's William Adams' WillCare CVA.

Infrabuild manages steel product from sites across Australia and is one of the country's leading integrated steel manufacturing, distribution and recycling businesses.

Working out of Laverton, Richard is responsible for the vehicles handling Infrabuild's metal recycling business and he says the company's decision to adopt the 'Ultimate' Willcare CVA, with 15,000-hour care for its two 982M wheel loaders, is "happiness guaranteed".

"I've been happy from go to whoa", he says. "The service is brilliant no matter what plan you're on."

Richard gets reminder emails from William Adams when services are due and that, he says, takes a lot off his plate by saving him time otherwise spent chasing servicing and maintenance schedules.

"We're not chasing up machine hours – that's all being done for us, which is great. William Adams' technical staff point out any issues and it's all going really well."

"I'D DEFINITELY RECOMMEND THE PROGRAM. I'M VERY IMPRESSED."

CHANGING LEVELS OF COVER: "A BIG PLUS"

Loghut Quarries initially joined the WillCare program with a used 336GC excavator, opting for the Convenience level.

At the time of the first service, Loghut, located near Ballarat, opted to sign up another 336GC, a D7E dozer, a 249D track steer, a 303.5E mini excavator and CP533E compactor. A new 972M loader has also been signed to a '335' (three years/3500hours) Advantage plan.

How has it been? "Perfect," according to Maintenance Manager Brett Rowe.

"The communication is easy, the plans are perfect and everything works well. We had a loader working near Horsham that was due for service and they organised for the Horsham technician to come out – it was just done and dusted," Brett says.

"WILLCARE IS A BIG PLUS. HATS OFF TO WILLIAM ADAMS."

Visit our website or contact your nearest William Adams rep to find out more about our WillCare CVAs.

WillCare

CUSTOMER VALUE AGREEMENT (CVA)

| | CONVENIENCE | ADVANTAGE | ULTIMATE |
|-------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| FEATURES | SCHEDULED SERVICE PARTS | SCHEDULED SERVICE PARTS AND LABOUR | TOTAL SERVICE AND REPAIR |
| Genuine Cat Service Parts | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Service Notification | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Flexible Payment Options | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Cat Trained Technicians | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Priority Service Booking | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Cat Dealer Inspection | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Cat SOS Fluid Analysis | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Travel to Site Included* | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Total Service & Repair | | | <input checked="" type="checkbox"/> |
| Component Overhaul | | | <input checked="" type="checkbox"/> |
| CAT Product Link Connectivity | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| VisionLink Subscription | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| ADVISE - Condition Monitoring | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |

REBUILD



WHY CAT CERTIFIED REBUILDS ARE A COST-EFFECTIVE OPTION

Inside a Cat Certified Rebuild

When mining services company Pit N Portal's Cat R2900G was delivered to William Adams' Burnie workshop, it certainly looked like it had done 31,000 hours or more in the harsh environment of the Fosterville gold mine in Central Victoria.

Over a period of three months, workshop specialists put in 3,771 person hours to completely refurbish the underground loader. It was a worthwhile exercise: not only did Pit N Portal extend the life of what is still a market-leading piece of heavy machinery, but the newly-rebuilt R2900G was fitted out with replacement Cat parts that all carried additional warranty.

"A Cat Certified Rebuild provides an economical, second-life repair option for customers," says William Adams' key account manager Nish Mohan. "A CCR allows a customer to stay with the machine they have loved, while full product updates give it the greatest reliability on return to work."

Pit N Portal's full rebuild started with the machine being jacked up to remove the tyres, lift-arms, tilt and lift cylinders, as well as various covers and guards. Then the front and rear axles were removed, the cabin disconnected, the front frame stripped out, the engine, transmission, and operator station removed, the hitch separated and the hydraulic tank taken out.

By day four, all the major components on the R2900G had been removed and were laid out for inspection, repair or replacement. During this process, it was noted that a large number of broken bolts, stripped threads and rust damage in the front and rear frames would need to be repaired.

While the workshop waited for major parts to arrive, technicians continued to progress the rebuild by inspecting, cleaning and prepping small components for painting. At the same time the hydraulic tank was stripped, inspected and resealed, and the transmission and torque converter were stripped.

At day 18, the engine, rebuilt by William Adams, was delivered to Burnie and work progressed rapidly as components returned from the paint shop, the transmission was disassembled, and unserviceable components were identified. A report was provided to Pit N Portal.

"From day 35, the engine, torque converter, pumps and rear axles were all ready to be reinstalled, so it was just a case of putting the machine back together," says Nish. "Throughout the process we provided the client with weekly updates and Teams calls with regional management to provide input as to how the rebuild was progressing."

"We were also taking photos to share with Pit N Portal to ensure the rebuilt R2900G was as close to spec as possible. The client also required the handrails and some detailing in a specific green for the Fosterville gold mine, as well as certain safety specs, including a fire suppression system that was the last thing to go in and be tested."

WHY TOTAL COST OF OWNERSHIP MATTERS

Although the rebuild was exhaustive and extensive, Nish says that rebuilds stack-up from a total cost of ownership perspective (TCO). "It comes down to how a customer wants to operate their fleet; however, a mid-life rebuild at 12-15,000 hours gives customers a like-new machine."

A Certified Cat Rebuild guarantees a high standard of care and attention to detail. William Adams has specific requirements regarding parts that must always be replaced, and product updates that are always incorporated.

Technicians perform a prescribed set of procedures and quality checks during and after the rebuild. All of these conditions mean the customer is getting a machine that has been brought up to current specifications with the security of a Cat warranty.

"Cat dealers use Cat genuine parts so there is a 12-month warranty on all replacement parts, and we can provide additional warranty of 24, 36 or even 48 months depending on customer requirements," says Nish.

Authorised Cat dealers like William Adams closely monitor a machine's performance over its lifetime, which means they're constantly testing fluids and oils in a system.

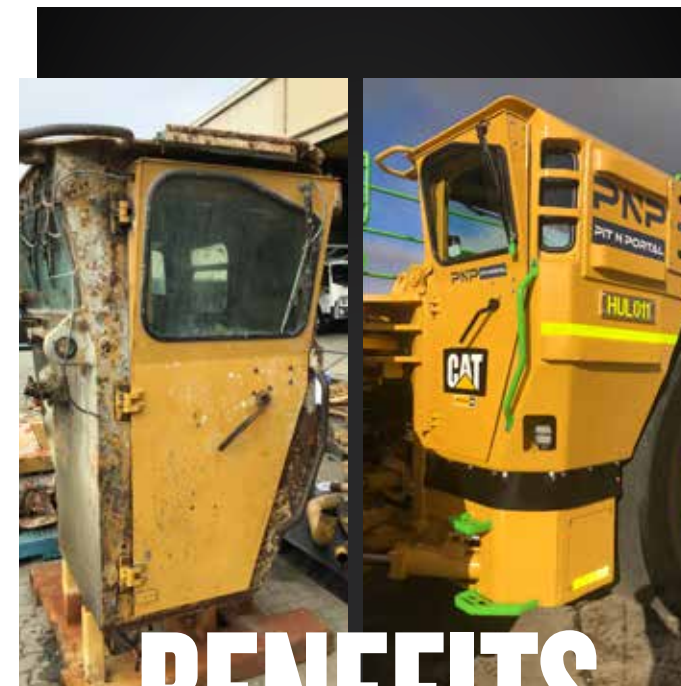
"For example, increased contaminants in hydraulic fluid indicates something is wearing, and if it's a lot of metal that usually means worn components that need to be replaced," says Nish.

This analysis means William Adams' failed iron quotes are often more accurate than clients might otherwise receive, meaning they can decide confidently on the best course of action for their machines.

A SUCCESSFUL RESULT

The R2900G rebuild started early in the pandemic, which meant there were few supply-chain issues, notes Nish. But the success of the rebuild rested mainly on successful communication between William Adams and the client.

Covid-19 meant virtual tours replaced site visits," says Nish. "Nevertheless, with the customer in regional Victoria, me in Melbourne and the rebuild occurring in Burnie, we have set a new standard for cooperation."



BENEFITS

WHAT ARE THE BENEFITS OF A CAT CERTIFIED REBUILD?

- Provides full utilisation of machine second life at 50-60% of Cat new transaction price
- Extended coverage on power train
- Allows customer to stay with the same machine size and technology
- Replaces parts such as harnesses, sensors, gauges

THE REASON NEXT GEN LIVES UP TO ITS PROMISE

This is technology that takes safety, precision and comfort to the next level

“Next Generation may be the cool catchcry from manufacturers across the earthmoving industry, but the technology behind this is more than just a tagline for Caterpillar. This really is a genuine leap forward in transforming the industry as we know it,” announces William Adams Product Manager, Glen Slocombe. “The Next Gen Cat Medium Wheel Loaders are the perfect example of this.”

The first of these Next Gen models, namely the 980 and 982-class loaders in build series 14A, began to be delivered to William Adams’ customers in November 2021. Strong pre-ordering means they will be a regular sight by the end of 2021. Next Gen 966 and 972 models will land towards the middle of 2022.

Building on the reliability and durability of the M series, the powertrain, structures and linkages are carried through to the new models. While externally the same, the cab has been refreshed with a new trim layout. The revamp includes even more (+50mm) leg room, but retains the comfortable seats from the M series.

Another upgrade has been made to the way information is displayed and how the operator interacts with different technologies. Aligning with Caterpillar’s shared technology strategy, the Next Gen models have new, touchscreen displays. By combining a 10” main dashboard and (up to) three 8” touchscreen displays, operators can now manage onboard machine systems, payload and safety cameras, and detection systems. This improvement reduces the need to ‘flip’ between screens to see information.



Keyless start, operator codes, in-built manuals and programmable settings are all included in the Next Gen wheel loader range. For William Adams customers, all 966-982 Next Gen loaders will feature the new Advanced Payload system as standard. Key enhancements include:

- Dedicated touchscreen
- Dedicated control module (to permit future legal-for-trade capability)
- Additional tilt cylinder pressure sensors
- Rear frame sensor to compensate for grade
- Even higher accuracy weighing in ‘tip off mode’
- Automatic tip off
- Advanced truck list management and menu features

Other standard technologies include Auto Dig, which assists operators by controlling the in-pile load cycle. A new feature called Auto Set tyres has also been designed to allow the machine to control unnecessary wheel spin in the load cycle and to put more power to the hydraulics, burn less fuel and save tyre and powertrain wear.



“Moving between jobs or even applications on the one site? No problem – factory default and programmable Application Profiles can be saved at an operator ID level,” says Glen. “This allows performance characteristics and machine settings to be optimised and adjusted with the push of button, for example between load and carry, roading or truck loading.”

“A new Job Aids feature allows the operator to display specific information to help measure and optimise onsite performance. The parameters include wheel rotations, tool-tilt angles, digital timer and cycle counter, which are easily selected through a touchscreen monitor.”

Safety is also paramount; a new dedicated 8” rear-view camera screen ensures the operator has constant visibility. Combined with our Detect system, operators are alerted to obstacles in the rear. This can be used in conjunction with a new 360° vision system that provides a birds-eye view of the working envelope. Safety features including front-window cleaning platform, harness tie off, inclined ladders and ground level remote door opening also carry over from the M series.

“With the now industry-standard joystick steering system, the cab of the Next Gen loaders is more like a cockpit,” adds Glen. “Information is available at the operator’s fingertip, enhancing automation and ease of use. It’s not technology for technologies sake. The Next Gen machines do so much of the work for you, it really is a case of get in and go.”

972 Wheel Loader interior



Next Generation wheel loaders will also be available in the Premium XE configuration with an Advanced Powertrain. The Cat Hydraulic Parallel Path Variable (CVT) transmission is proven to provide 25%+ fuel efficiency and increased operator comfort with simple two-pedal operation.

EQUIPMENT MANAGEMENT

- Access machine utilisation, fuel location and health
- Standard Cellular and Optional Dual Cell/Sat

OPERATOR PROFILE

- Save your settings, track usage and secure machine
- Access with passcode or Bluetooth key

INFORM

- Information that helps make your work easier
- Job Aids, Operator Control Help and eOMM

ASSIST

- Features that help and guide you to productivity and efficiency
- Auto Set Tyres and Autodig Standard
- Application Profiles for quickly switching machine setup

PAYLOAD

- Best in class integrated payload included with Low Lift Weigh and Tip Off

ADVANCED PAYLOAD

- Improved accuracy across a variety of materials, bucket angles, grades
- Enhanced List Management and Tip Off Assist
- Integrated site solution with Dispatch for Loading to reduce waste

CAT PRODUCTIVITY

- Subscription and App for tracking progress and understanding operations



WHAT'S NEW FOR

2022

A round-up of new product features and upgrades for the Next Gen excavator range

STICK STEER



Already available in the Next Gen mini-excavator range, the stick steer means travel can be controlled by the left-hand joystick, like a skid steer, rather than using the travel pedals. Cruise control and blade-control modes are also available.

EXTRA AUXILIARY RELAY OUTPUTS



Operators can program up to four joystick buttons to activate third-party devices such as UHF radio (push to talk), warning lights, or a custom work-tool function through four additional relays. So that's even less time taking your hands off the joysticks!

UPDATED DISPLAY MENUS



Designed to reduce the number of touches, these updated menus feature improved navigation and camera views, event indicator, pop-up window and menu list on both 8" and 10" touchscreens.

IMPROVED TOPCON INTEGRATION

Cat Grade architecture has been opened to Topcon's 3D grade system. This will ease the integration of their system and leverage hardware, ease-of-use features, and information already available from our machines.

E-FENCE ENHANCEMENT

This update enables operators to use the full E-fence feature when the machine is equipped with a quick coupler only, no bucket. Both E-fence and Lift Assist will work at the same time. The position of the lifted object needs to be managed by the operator as the machine only knows the quick coupler's height.

TRIMBLE AUTOS' COMPATIBILITY

This feature offers Trimble Autos upgrade capability for customers who want to use Trimble Autos with no hardware change.

AUTO HEAVY-LIFT FEATURE

This feature helps increase productivity by automatically activating the Heavy Lift function when the machine lifts an object.

CAT PAYLOAD WITH GRAPPLES

Cat Payload is now available for rotating-type grapples. It has been adapted to these work tools' typical loading processes and can be configured with both swing angle and front linkage position.

LIGHT FLASH WITH HORN

This feature is a set of three programmable options to flash the cab, chassis and working lights when the horn is honked. It helps improve jobsite safety.

WIPER MIST MODE

Activated when the assigned joystick button is pushed, helping to increase operator comfort.

OVERLOAD WARNING JOYSTICK BUTTON ASSIGNMENT

Enables the operator to cancel overload warning by pressing the assigned button.

FASTEN SEAT-BELT INDICATOR

As the name suggests, this feature (which requires a seat-belt change) reminds the operator to fasten their seat belt. It includes monitor indicators and a sound alarm as standard, and can activate an external beacon light. The back-office will be notified after five minutes of warning.

And coming soon...

CAT DETECT FOR EXCAVATORS



This feature detects both moving and stationary humans, during traveling and swinging, to increase both jobsite safety and operator comfort. It can detect several people simultaneously at a maximum distance of 9m. It will alert the operator with visual icons and sound alarm.

Many of the 2022 features and enhancements require a new, more powerful B6M5 Electronic Control Module (ECM) with greater memory and software processing capability. Please contact your William Adams technology representative to understand if your current machine needs this hardware update to access these enhancements.

APPRENTICES GEAR UP FOR FINAL BATTLE

After four years of hard graft, the apprentices at William Adams are preparing for one of their biggest challenges yet: the 2021 Top Apprentice Program, facilitated by the Institute of Training.

Over four days at the start of December (just as PLUS was going to press), apprentices from all over Victoria and Tasmania put their skills and knowledge to the test, competing for the coveted title of William Adams Top Apprentice of the Year.

"To have 'Top Apprentice' for a Caterpillar dealer is very prestigious and recognised throughout the Caterpillar family globally," says Richard Beard, Senior Operator Trainer at the William Adams Institute of Training.

Preparation for this year's event started in August, with 15 fourth-stage apprentices finetuning their skills in presenting to customers, diagnosing problems with equipment and identifying safety hazards.

The apprentices – including diesel technicians, boiler makers and auto electricians – are tested in 14 skill stations and judged on the knowledge they've accumulated in their four years of study. They're evaluated in all aspects of the job, from service report writing, to software application and overall professionalism.

Each apprentice is also required to conduct a presentation on a specific topic, and assessed on how well they answer the question, how thoroughly they understand the topic and how confidently they present themselves.

Traditionally, the William Adams event is held at the Clayton branch in Victoria, but this year – for obvious reasons – it's going online. Each apprentice has a support person from their home branch who sets up a testing room in the workshop they've been training in, with a computer and the relevant tools and hardware required to complete the tasks. For consistency, the apprentices don't know what skill station they're completing until they sit down and are told by the support person.

As well as putting together the skill stations, the support person collects the outcomes and sends the results back to Clayton, where an independent judging panel does the scoring, so everyone gets a fair go.

The candidates are competing for the glory of several prestigious titles: overall winner, runner-up, best presentation, the managers review award for most highly commended and the achievement award for the apprentice who gives it their best crack.

The overall winner with the highest score will go on to represent Williams Adams at the Olympics of top apprentice skills (aka The Caterpillar Top Apprentice Program), which has been running since 1979. Here, they will go up against other top Caterpillar apprentices from dealerships in Australia, New Zealand and Indonesia in March 2022 for the chance to win a two-week training trip to the US with a VIP tour of Caterpillar factories.



Adam Elphinstone and Eddy Kontelj presenting Ben Mitchell with his award.

"What we are trying to do is obtain our top apprentice within the dealer level – which is a very prestigious title – who will then compete at the national level," explains Richard.

In 2019, Ben Mitchell from the Traralgon branch represented William Adams at the Caterpillar level, and although he didn't take out the grand prize, he says he was honoured to compete against the best of the best.

"Even though it was a stressful time, the week ended up being a lot of fun, and was a great learning experience," says Ben. "The skills tests were designed to get participants thinking, and it was good to work (virtually) with the Caterpillar Global Dealer Learning team as well as the various dealer representatives and the other participants. It's definitely something I'm proud to have been involved in."

If you know any of our William Adams fourth stage apprentices, be sure to congratulate them and wish them the best of luck for the next stage of their careers.



1961 D7D 17A1838 Dozer prior to its reinvention



(Left to right) Alex McRae, Glen Slocombe and Richard McRae

MEET THE EX-LOGGER REINVENTING OLD CATS

Glen Slocombe visits enthusiast Alex McRae



Born in Orbost, East Gippsland on 13th December 1936, Alexander McRae begins his story with a familiar statement for his generation. "I started life having had very little to do with machinery – horses were everything," he says.

But it didn't take long for young Alex to become intrigued by the power of what he calls the 'mighty' machines, referring to the track-type tractors with bulldozer attachments of the day. Introduced to Caterpillar while operating a D6 9U for Crowe Bros. sawmill in Buchan, Alex developed a lifelong appreciation for the brand that has culminated in an impressive project – the restoration of an abandoned 1961 D7D 17A1838 dozer and its incorporation into a full working sawmill.

Alex purchased his first Cat dozer in the early 1960s, after being introduced to the legendary Gordon Hellsten of William Adams. The outcome of their meeting resulted in Alex becoming the proud owner of a Cat D4 30A five roller dozer, with an angle blade and Hyster winch, and 3000 hours on it. "I took it to 17,000 hours and did the work one would expect of a D7," remembers Alex, and he has the photos to prove it! "I look back with fond memories of the help that Gordon was to me over many years," he says.

Several Cat dozers later, jobs that came and went, and a Cat 3208 V8 powered International AB184 truck carting 'single rider' logs, Alex eventually consolidated and sold up in East Gippsland. By 1989, he had purchased a 3000-acre grazing property at Hawkesdale in Western Victoria.

But this was not the end of his relationship with Caterpillar. After finding that so much work on the new property required a dozer, contact was made with former William Adams salesman and long-time friend Roger Horne, who sourced a D6D. "This revived my addiction to Caterpillar," says Alex. Also inspired by the collection of Cats owned by Cleary Bros. at Port Kembla, NSW, Alex thought that this would be an interesting hobby for him in old age, so he started collecting old Cat tractors and joined the Antique Caterpillar Machinery Owners Club (ACMOC).

Now known in the district for his love of old Caterpillar tractors, word reached Alex of an old dozer that belonged to JR Brown, in a yard with other machinery near Nullawarre, 35 km east of Warrnambool. The subsequent visit revealed a 1961 D7D 17A1838 dozer under a tree, covered with fire debris as a result of the 1983 Ash Wednesday fires.

Alex and his son Richard decided to try to get the dozer running, but the pilot (starting) motor was crook. So, they brought the motor home and used a donor motor for parts. Surprisingly, once they refitted it into the dozer, the pilot fired up straight away. The main diesel motor – despite having been sitting for around for nearly 20 years – just needed an oil change and a temporary four-gallon drum as a fuel tank before it, too, came to life.

"It didn't miss a beat, so we opened up the throttle and tracked it out about a mile out under its own power," reports Alex.

Back at the farm, the dozer was used to push up fill and clean out a dam. Then, several years later, frustrated with the lack of power for his tractor-driven finishing saw bench, Alex hit on an idea true to his bush ingenuity.

The dozer may have seen better days and had donated some parts to another 17A Alex had sold, but the powertrain was sound. Why not repower his existing saw bench with the D7's 4 cylinder 831 cu. in. 140Hp D339 engine?

But this was no ordinary tractor-driven saw bench. Now aged in his seventies, Alex set about building a full working sawmill. How did he do it? Well, all of the power is delivered from the D339 through the finishing saw bench, using truck drive shafts, then into the D7's gear box, so direction and speed can be managed into the break down saw. The D7's cable Power Control Unit (PCU), which once powered the dozer blade, now powers the log crane.

The insertion of the D7 transmission required Alex to grind down the rear output bevel gear pinion in order to make an adapter to drive the break-down bench input. The traditional PTO output drives the now remotely-located PCU, just as it would have been in the original dozer.

Slip clutches for the trolley direction controls include Toyota Landcruiser brake rotors and handmade friction plates, evolving from early slipping-belts designs that Alex says were a bit hard to control. Multiple drive shafts deliver power between all the elements of the mill, even including a sawdust blower.

Access around the mill includes logs with carved steps over rotating drive shafts and across various ground levels for an extra level of authenticity.

The working mill is a joy to behold. With the simple opening of the fuel tap and the flick of a switch, the electric-start, petrol-fuelled pilot starting motor starts straightaway. A couple of puffs of black smoke, and the air fills with the sweet, distinctive sound of the turbo-charged engine and the smell of diesel fumes.

Throwing the main clutch, myriad shafts, belts, pulleys and saw blades begin to turn. With Alex at the controls of the Landcruiser-based trolley feed clutches, the log is fed slowly and steadily into the breakdown saw. Alex's look of concentration gives way to a wry smile of pride, as he operates the machinery he loves built with repurposed and reinvented components. The high-pitched sound of the log becoming timber echoes around the farm.

With some pre-cut logs, Alex and Richard produce some fine dimensional timber on the finishing saw, before stacking it ready for air drying. They use logs from pines cut down on the farm, but Alex admits this timber is not a patch on the native Mountain Ash and other hardwood species he once logged and milled while working the bush in East Gippsland.

Never one to sit still, Alex still has more to do, not least mill the timber for purlins so he can put a roof over the entire mill, and – oh yes, perhaps an extra guard or two over some of those many moving parts! It was certainly a joy to visit Alex, and enjoy the hospitality of his wife Jenni, along with son Richard, who is still working the farm today.

Listening to 85-year-old Alex talk about his life experiences – pulling photos from endless albums and boxes, every time being able to immediately recount who was who in the image, what they were doing and where they were from – was a pleasure I will never forget.



Alex McRae putting his reinvented saw bench to work, with help from his son, Richard



RENEWED

Forestry
COMMITMENT



When Reece Reynolds first turned the ignition in his new Weiler S450 Grapple Skidder, he was amazed by the quietness of the Cat C7.1 Tier 3 engine. Reece's next comment? "That grapple is massive – and the hydraulics will lift everything I can fit in!"

Based in Buchan, Victoria, Reynolds Logging will be using its new skidder working for VicForests, harvesting sustainable native hardwood in the East Gippsland highlands. The new machine replaces a 15-year-old Cat 535B that has clocked up an impressive 17,000 hours.

The arrival of the Weiler also celebrates William Adams' appointment as a Weiler Forestry dealer and represents our renewed investment in the sector. Well-known William Adams team member Stuart Bell has taken on the newly created role of Forestry Product Specialist for Victoria and Tasmania, based in our Traralgon branch. He will have responsibility for sales in this area while also providing a dedicated focus on the forestry segment of our business.

"I grew up in the timber industry thanks to our family sawmilling business, so I'm looking forward to getting back into the bush full-time to service our valued customers," he told PLUS.

Weiler Forestry purchased the purpose-built forestry division of Caterpillar when Cat chose to divest that part of its business. Owner Pat Weiler has many years' experience in heavy equipment manufacturing; his strength is low-volume products developed with real-time engineering and customer feedback – perfect for forestry gear.

Today, Weiler manufactures an expanding line of forest products through facilities located in the US, and works closely with customers and dealers all over the world to drive constant improvement.

Here in Australia, William Adams has invested heavily in increased Cat and Weiler forestry parts holdings this year.

The Weiler S450 continues on from the legendary Caterpillar 545D, which was discontinued several years ago. With tried and proven Cat Heavy Duty drive train, the S450 is one of the most fuel-efficient skidders in the bush. Weiler skidders have, as standard, a Cat C7.1 Tier 3 engine, six-speed power shift transmission, lock-up torque convertor, reverse fan, independent front and rear diff locks, 1.77 m2 grapple, wide blade and three-year 'front to back' warranty.

At Reynolds Logging, the new Weiler will be keeping the Cat 552 Series 2 Buncher and 336EL Processor busy, as its torque-converter lock-up means that, once moving in direct drive, the time between snigs is reduced.

Congratulations to Reece and partner Shea, and also to Stuart, whose commitment to William Adams has seen him progress from apprentice diesel mechanic at our Clayton branch back in 1990, to his newly expanded role in Gippsland Sales.

CAT FACES COMPETITION IN KOBE

To secure its first major contract in Japan, Caterpillar's machines had to prove their mettle

Caterpillar equipment has been sold in Japan for the past 100 years, with the first machines – used in logging – made by Caterpillar's predecessor company, the Holt Manufacturing Company. But it wasn't until the early 1960s that Caterpillar really gained traction here, thanks to its participation in a unique competition for the Kobe Bay Reclamation project.

Located on the south coast of the main island of Honshū, Kobe is the third-largest port in Japan. In the '60s, the city itself was long and narrow, wedged between the sea and the mountains, which meant there was little land for expansion as the population grew. So the civic authorities embarked on an ambitious plan. Rather than reclaiming land from the sea, they decided to level four sections of the mountains to provide new housing sites.

The idea made perfect sense: the biotite-granite earth and rock from the mountains made particularly good fill, settling quickly and solidly.

LET THE BATTLE COMMENCE

In 1961, nine Cat machines were involved in the construction effort, but it soon became clear that more machines would be needed. Local Japanese companies were keen for the work, but so, too, was Caterpillar. So, competitive on-the-job demonstrations were used to decide the contract.

The demonstrations were focussed on machine production. To the dealers and their employees, it was clear that the Cat D9 could sizeably out-produce its main competition, but it was necessary to prove the difference in the field.

The test area was established and marked with flagpoles, and rules were set. The winning machine would need to prove its superiority in dozing and ripping, thanks to the composition of the site: It consisted mostly of weathered granite and powdered granite chips, and thin layers of granite, much like panes of glass, and required ripping before dozing could be accomplished.

Dozing tests were conducted for one-hour production periods. Analysis of the tests revealed that the competition produced 223 cubic yards while the D9 produced 510 cubic yards—more than twice the total production of the competitive machine. Faster reverse speeds of the D9 had given a 20-second-per-cycle advantage.

In the end, seven Cat D9s and D8s, each equipped with dozers and rippers, removed a 140-acre slice of the mountain. The 19.5 million cubic yard job is still one of the largest earthmoving operations in Japan's history. Completed in 1966, it reclaimed a valuable portion of the Kobe Bay and established a new residential and industrial area.



Japanese customers visit the East Peoria plant in 1919



Early Holt two-Ton track-type tractor sold in Japan, ca. 1922

CANADA CALLING FOR TWO NEW MINING MACHINES

Elphinstone's new underground support vehicles hit the market

It says a lot about Elphinstone's reputation when a dealer halfway around the world orders its machines off the plan.

But that's exactly what happened when Toromont (Authorised Caterpillar and Elphinstone Dealer), in Ontario, Canada, learned about Elphinstone's WR810 Tier 4 Underground Support Vehicles.

Toromont secured two of these brand-new machines – one with a flat deck and crane, the other with water sprays and water cannon – for its dealership in Sudbury, Ontario, and they have just been delivered. A third WR810 will be on its way next year.

Designed and manufactured in Burnie, the WR810 is a highly configurable, 10-tonne nominal base platform, comprising a scissor-lift, agitator (6m³), fuel and lube truck, delivery with crane and innovative water cannon.

"This is a machine built to thrive in the harshest underground hard-rock mining environments," says Larry Widdifield, Sales & Product Support Representative for Elphinstone in North America. "In terms of operator comfort, speed and productivity, the WR810 is be hard to beat."

A 30-YEAR RELATIONSHIP

Among Ontario's mining community, the Elphinstone name has long been synonymous with quality and innovation. This eastern region is the site of some of the world's most productive mines, containing vast quantities of nickel, platinum and palladium, and Elphinstone machines have been underground here since 1990.

Larry was involved right from the start, and has some fascinating tales about the early days of the North American business.

"I was working for a company called Crothers – which was later bought by Toromont – when we heard about Elphinstone's products, and flew to Tasmania to see them," recalls Larry. "Bob Calvert, and one of the dealers took us out to one of the mines and said, 'Here, have fun, I'll see you at the end of the shift,' and just kinda dumped us there. But we were in great hands, because the customer just loved his machine, and we ordered one."

That machine – an R1500 loader, serial number 106 – marked the start of Elphinstone's incursion into Canada, and the beginning of Larry's relationship with Elphinstone. A year later, he'd left Toromont to become Elphinstone's first employee for Canada, the US and Mexico.

"Dale gave me a credit card and said, 'I hope you like travelling – I want you to see what you can do to start the business here.' Pretty soon, we were delivering 100 machines a year across North America."

LEADING ON PRODUCTIVITY

Elphinstone's success came from the quality of its loaders and the company's ability to address customer requirements with good solutions, says Larry.

"One of the key factors was machine productivity," he says. "We were faster and more reliable than anybody, and we prioritised operator comfort in our cabs – they were so comfortable, operators were eating their lunch in there instead of going to the lunch room. Managers couldn't believe the uptake of acceptance by the operators."

Larry predicts that the WR810 will be just as popular with operators and owners. The operator station is designed to seat three people in comfort with exceptional visibility, which is ideal for training purposes as well as allowing the complete crew to travel collectively, rather than deploying an additional light vehicle for personnel transport.

Meanwhile, the oscillating hitch provides superior operator comfort, four-wheel ground contact and reduced wear on the hitch and steering components.

WR810 TIER 4 WATER CANNON

In terms of functionality, the WR810 Tier 4 Water Cannon is a dual application machine, providing both production and support capabilities. "It's pretty unique," says Larry.

As a production machine, the water cannon uses high pressure water to blast and wash valuable ore fines from difficult to access areas of the mine. A wireless controller and base station allows the operator to position the 8m telescopic boom for high-pressure blasting of material blockages from a safe remote location.

As a support machine, the high pressure water cannon is used to unblock open stopes by blasting the fines and smaller rocks away, and dislodging the remaining material. Water Spray valves mounted at the rear and sides of the tank suppress dust from the haul roads improving the operating conditions and resulting in improved health and safety.



WR810 TIER 4 DELIVERY WITH CRANE

With a payload of 11,130 kilograms, the WR810 Delivery with crane ensures parts, components and maintenance personnel are transported safely throughout the mine.

The fully integrated Hiab X-HiDuo 092 'optimal performance' loader crane features a rated lifting capacity of 8.8 tonne metre (TM) and a 7.7-metre outreach, providing a reliable solution for day-to-day heavy lifting.

"Our plan is to have these machines in operation in early 2022," says Larry, adding that there's already considerable customer interest in these new assets. "The market over here is huge and once these machines get rolling I can see considerable demand for them."



GOOD NEWS STORY

TV DONATION FOR KIDS

The Elphinstone Group funds new TVs at Ronald McDonald House Hobart for the families of seriously ill children.

For the families of sick children in Tasmania, Ronald McDonald House in Hobart is a home-away-from-home, close to the life-saving facilities at the Royal Hobart Hospital.

With 11 bedrooms, a rooftop garden and the care, support and baking skills of 70 volunteers, the House is a welcoming space for families facing the hardest of situations.

When a child is diagnosed with a serious illness, born prematurely or in a severe accident, having a base to keep the family together and give the parents a break from the long hours spent at the hospital is a gift.

To make their stay as comfortable as possible, the Elphinstone Group, with support from Begents, is pleased to have upgraded all the TVs at Ronald McDonald House in Hobart.



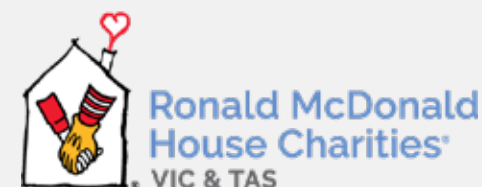
The 12 newly-installed smart TVs are loaded with Netflix and YouTube – ready to keep the kids entertained with Bluey, to provide a moment of peace with a meditational yoga routine and to offer a welcome distraction on difficult days.

“We hope this contribution will help improve the time spent by children and their families in the House and assist with some additional relief from their day-to-day challenges,” says Dale Elphinstone, Executive Chairman and Founder at the Elphinstone Group.

Each year, more than 220 families stay at Ronald McDonald House in Hobart for free thanks to the generosity of community donors, who know the importance of the simple things: clean sheets, a home-cooked meal and a repeat episode of *Friends*.



Proudly supporting



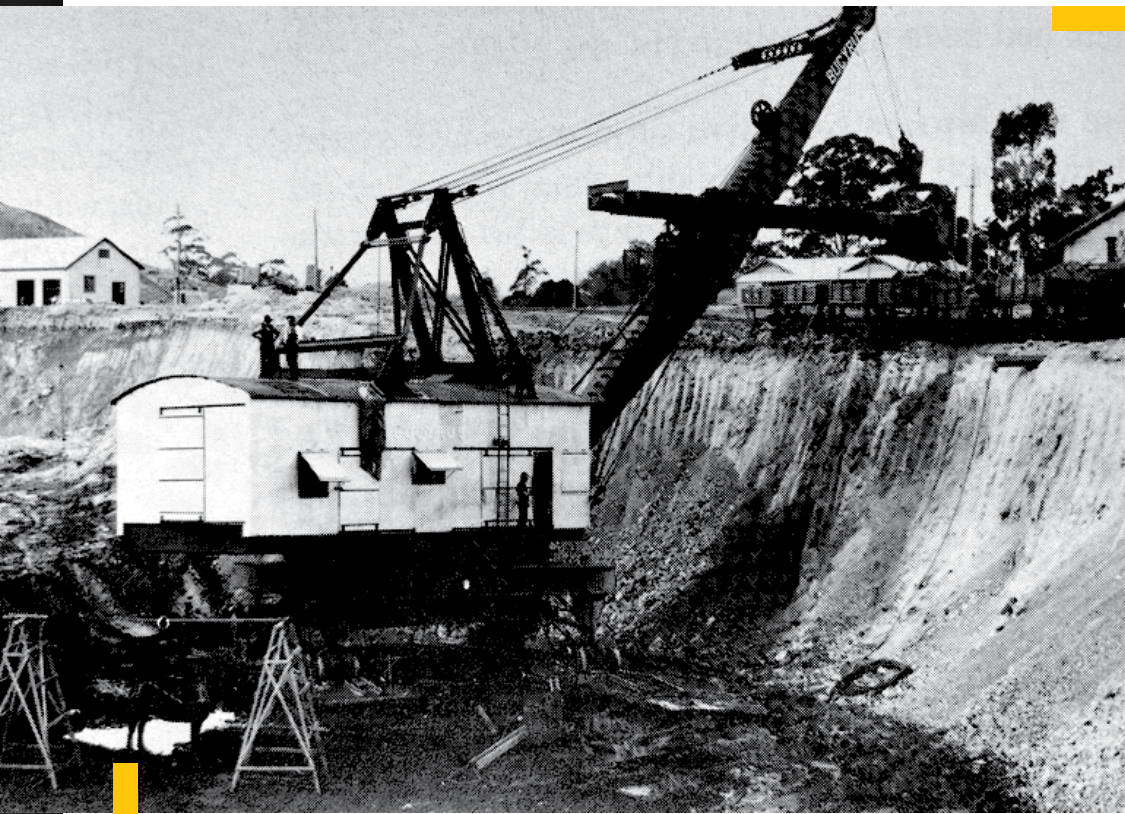
BIRTHDAY CHEER FOR A LOYAL CUSTOMER

We pride ourselves on the relationships we have with our customers, many of whom have been with us for decades. So it was a real pleasure to celebrate the 85th birthday of Ossie Smart, a valued customer at our Laverton Truck Shop since it opened in 1999.

“He’s an easy-going, very loyal guy,” says parts manager Darren Bordieri, who reports that Ossie came in to the shop for a get-together and a slice of birthday cake. “Everyone knows him – he’s very well respected.”

Ossie first climbed into a cab aged 25, following six years in the military, and his career as an interstate truck driver helped support his family of seven children. He estimates that he’s driven some 10.5 million kilometres over his impressive 60-year career. Happy birthday, Ossie! And thank you for being such a loyal William Adams customer.





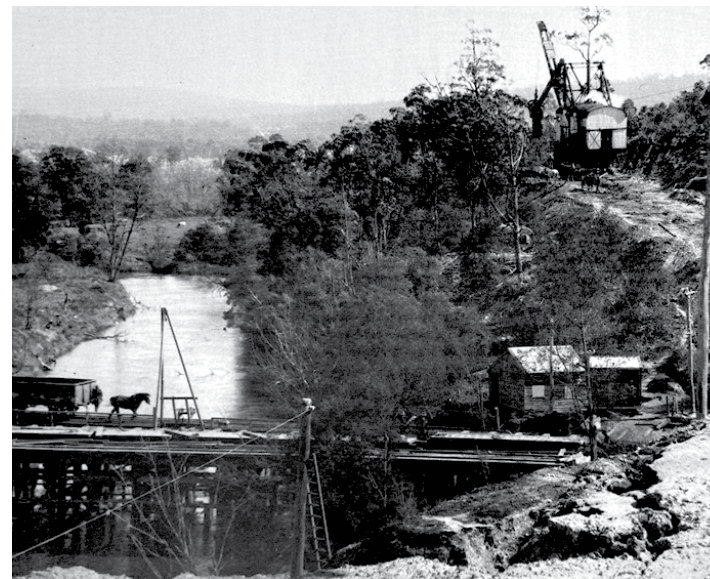
This February marks a very special moment in William Adams' relationship with one of Victoria's most important energy suppliers, Yallourn Power Station and its coal mine in the Latrobe Valley.

One hundred years ago, in February 1922, the first of two Bucyrus steam shovels supplied by 'Messrs William Adams and Co. of Melbourne' started work on a 600 ft [183 metre] trench, exposing the first of the coal face at the Yallourn open-cut coal mine. These huge shovels worked tirelessly to remove thousands of tons of overburden – in fact, in 1925 the 150B shovel worked for six months, 24 hours a day, six days a week, with barely a hitch.

Thanks to the sterling performance of these initial machines, William Adams was able to build a close association with the mine and power station over the next century. Today, the Yallourn mine employs a fleet of Caterpillar machines, including custom Caterpillar D11 Dozers and tractors equipped with William Adams-built coal blades believed to be the biggest such blades in the world. While other stations such as Hazelwood have since closed, Yallourn powers on, supplying 22 per cent of Victoria's electricity.

"There aren't many Australian companies that can quote a continuous 100-year relationship with a customer, in the way William Adams can," says Product Manager Glen Slocombe. "We're proud to continue to contribute our innovation, sales and support to the Yallourn mine operators and contractors, and Energy Australia."

150B Bucyrus 1926 crossing the Latrobe River.



CELEBRATING 100 YEARS OF WILLIAM ADAMS AT YALLOURN

Our machines played a vital role in the development of Victoria's oldest power station, writes Glen Slocombe

Images courtesy of the Administrator of the SECV



HOW IT ALL BEGAN

Several years before the Caterpillar Tractor Company was formed, and prior to the outbreak of World War 1, William Adams & Company (WA & Co) secured the agency for the Bucyrus Company of South Milwaukee, USA – makers of steam shovels and draglines – in Australia. Sales were slow initially but picked up after the war, with William Adams securing most of the orders nationally for heavy shovels and draglines on major projects, while smaller versions were also growing in popularity.

Notable installations of Bucyrus machines included the BHP Iron Knob Quarry (SA) and limestone quarry of Kandos Cement Co (NSW), and the widening of the Murrumbidgee Irrigation Channel (NSW) to double its flow. At the time, the Murrumbidgee canal project was the biggest earthmoving project to be handled by dragline excavators in Australia. The machines worked day and night for several years under powerful electric flood lights, with excavation continuing irrespective of whether the canal was carrying water or not.

The early 1920s was a period of investment in infrastructure, with the start of construction for the Sydney Harbour Bridge, the city's underground train system and various other projects nationally. In 1921, under the watchful eyes of the newly formed State Electricity Commission of Victoria, the first sod was turned on the site of the Yallourn brown coal power station, the first in the state.

The Bucyrus steam shovels played a huge role in the development of the site. The No. 150B was equipped with a 38 ft dipper of 2½ cubic yard capacity, suspended off a 60 ft boom, capable of dump from 40 ft above rail level and with a radius of 78 ft at the lip weighing 140 tons. The 175B had a 48 ft dipper with 3½ cubic yard capacity and 75 ft boom, weighing in at 196 tons.

The *Sun News-Pictorial* newspaper of Friday, September 9, 1927, reported that the Yallourn region "has enough brown coal to last for 6000 years", and the mine at Yallourn now produces 18 million tons of high-moisture brown coal every year.

A NEW CHAPTER

In 2001, Thiess Pty Ltd, Roche Mining Pty Ltd and Linfox Resources Pty Ltd created the Roche Thiess Linfox Joint Venture (RTL) and were awarded a contract to undertake the operation of the Yallourn mine. To drive efficiency and capacity, RTL introduced an innovative dozer push mining system using a fleet of custom Caterpillar D11 Dozers, with the most recent tractors equipped with William Adams built coal blades. These highly modified Caterpillar D11 Dozers push to high-volume throughput feeder breakers, which feed coal on to a face conveyor system to supply the power station.

Other major projects completed by the RTL joint venture included the Morwell River diversion, which saw the creation of an elevated, 3.5-kilometre pipe aqueduct through the Yallourn open-cut mine. RTL used an extensive fleet of William Adams and The Cat Rental Store-supplied Caterpillar equipment, including articulated trucks, dozers, excavators and compactors.

These days, the RTL joint venture operates under the new name of RTL Mining and Earthworks Pty Ltd and continues operation of the Yallourn mine for Energy Australia, with a close relationship with William Adams and Caterpillar equipment.

In a nice coda to the story, Caterpillar Inc. acquired Bucyrus International 10 years ago in a transaction valued at approximately US\$8.6 billion [AUD11.8 billion], the largest acquisition in the company's history. It seems fitting that in 2022, both William Adams and now Caterpillar can celebrate a centenary of association with the Yallourn coal mine and its various operators and contractors.

As the current Caterpillar tag line says, 'Let's do the work' – we're proud to have done the work at Yallourn mine for the last 100 years and counting.



A Cat machine onsite at Yallourn

150B Bucyrus digging 600 ft trench through overburden to expose the first of Yallourn coal.





Goldblade Civil Solutions takes delivery of a brand-new Cat 140 Motor Grader with joysticks. We hope you enjoy it!



This new 336 GC Excavator got straight to work at Casacir Quarries, in Neerim North – rocks were needed to stabilise a recent landslip at Mount Baw Baw.

Another 336 CG is working at Eastern Quarries (Benambra pit), feeding mobile crushers with the help of a Cat 950 GC Wheel Loader, which has just clocked up 2000 trouble-free hours.



Two Harvs Contracting, Gippsland, wanted a custom-painted black, 259D3 Compact Track Loader, and we delivered!

Right now, it's the only one in Gippsland, and also features reversing fan and debris kit, which were fitted by our team in Traralgon.



Metung Hot Springs have recently teamed up with Peninsula Hot Springs to develop 12 hectares of land overlooking the Gippsland Lakes in Metung. To assist with the development and ongoing maintenance, they purchased a new Cat 303 Next Gen Mini Excavator and a 249D3 Compact Track Loader.

Thanks to Rachel and Adrian for your valued business, and we wish you all the best for your next venture.



This beautiful Cat 140 Mastless 3D Motor Grader now belongs to Lake & Land, a Geelong-based team of civil engineers and contractors who specialise in road construction, subdivision and earth engineering. Hope you enjoy the machine!

KW Earthmoving & Concreting are now the owners of this brand-new 140 Motor Grader.



A Cat machine (with a 40-metre teledipper!) working in Melbourne's CBD recently.



Lawrence Brothers Quarries is a family-owned business based in Tungamah, in north-east Victoria. The majority of their work involves extracting and crushing rock into gravel for use in roads and landscaping projects, as well as dairy laneways and driveways.

Now, they can count on a Cat 320 GC Excavator and a Cat 330 GC Excavator to get the job done.



Based in Riverside, Tasmania, Orana Enterprises is a family-owned business specialising eucalyptus timber harvesting – and a very loyal customer of William Adams.

So we were thrilled to deliver a new Cat 538 LL Forest Machine to them, and they wasted no time in putting it to work with the logs.



A new 320 2D Excavator
recently delivered to Peter
from Winnett equipment



SUMMER 2022
PLUS.

William Adams

