

GOUGH

EXPRESS

WINTER 2012

OFFICIAL MAGAZINE OF
THE GOUGH GROUP



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goughgroup.co.nz

As every one of our team members realises, the Gough Group in New Zealand and Australia has commenced raising everyone’s awareness of our journey to ZERO HARM and the importance of Health and Safety across the Gough Group.

To date we have lifted the visibility of our commitment to this objective via Training, Toolbox Meetings, Safety Stand-downs and recruiting two additional Health and Safety Advisors to support the management teams of both the Equipment and Transport units. In 2010 we completed an initial Three-Year Plan aimed at educating all team members and reinforcing the company’s absolute commitment to reducing injuries to our team members and avoiding hazards throughout our sites.

WELL - HOW HAVE WE PROGRESSED?

Below is the trend for Lost Time Injuries and Medical Treatment Injuries. The graph shows trends from July 2006 until March 2012. It calculates the number of incidents per million hours of work.

We initially set targets to reduce our Lost Time Incidents from 18.0 to 4 or less, and our Medical Treatment Injuries from 75.9 to 20 or less over the three years from 2010 - 2012.

As can be seen in the trend, we initially achieved some success and reduction in these lagging indicators from July 2007 until July 2011, but recently, as can be seen from the graph, we are in fact incurring more incidents rather than less. A very disappointing recent trend of which none of us should be proud.

SO WHAT ARE WE GOING TO DO ABOUT THIS WORSENING TREND?

We have analysed the major areas where our team members are incurring injuries and incidents and have established the 5 MAJOR RISKS PROJECTS. These account for 99% of all our Lost Time Incidents and medical treatment injuries. There are five project teams which have been recruited for, and will be led by five of my direct reports. The 5 MAJOR RISKS PROJECTS are listed above right.

The five teams have developed critical project plans including resources, capital expenditure and training and education budgets.

PROJECT	LEADER
1. Manual Handling	Glenn Stapleton - GM Transport Group
2. Jacking, Blocking, Lifting and Slings	Geoff McCabe - GM Equipment Group
3. Driving	Howard Gant - Chief Financial Officer
4. Working at Heights (incl. Slips/ Trips/ Falls)	June Penn GM Human Resources
5. Hazardous Substances and Dangerous Goods	Ben Gough - GM Strategic Development

Our objective is to build a major and comprehensive programme of training and education of all Gough Group team members over the next 3-5 year period as the foundation for an ongoing and evolving Health and Safety Strategic Plan.

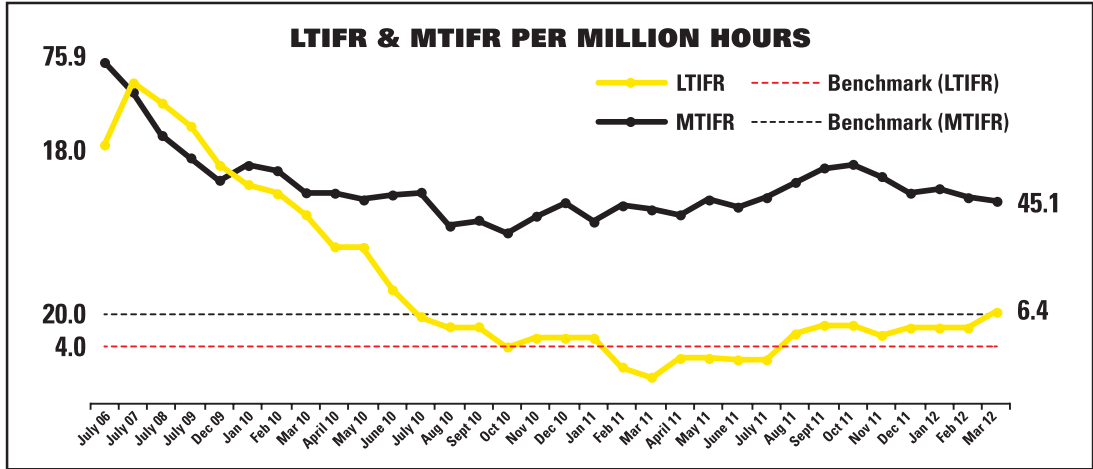
This is a massive and extremely important undertaking on the part of the company and the Senior Management Team and for everyone in the Gough Group. We will all be trained to ensure we operate safely whilst working in our company and we will each learn about critical Health and Safety skills and techniques which we can all incorporate within our own work days as well as at home and wherever we are in our daily lives.

Further regular communications will be made as each project is launched and training timetables are built and scheduled.

I personally urge each and every one of you, our Gough Group team members, to join our CRUSADE FOR HEALTH AND SAFETY in order to achieve our goal of Zero Harm.

Until next time

KARL SMITH
Chief Executive Officer



03

BRAND CHANGES TO LIFT PROFILE

Gough Group is refreshing its branding to enhance understanding of the company’s operations.

Chief executive Karl Smith said research commissioned by the Gough Group showed that there was room to consolidate the overall brand and lift the profile and understanding of the Gough Group and associated companies.

“There was an overwhelming association with Cat but less was known about our other brands.”

With this in mind, Goughs will be making some gradual changes to the names of some of its companies.

“The existing structure of fitting companies into the Equipment Group, Transport Group or Finance and Corporate Services does not accurately reflect the way we actually operate.

“Our new branding is clean, uncluttered, authoritative with a bold font, capital letters and a strong sense of colour. Companies such as TWL and Transpecs will now include the Gough name.

“Gough Group has a shared mission, a shared vision, shared values and strong brands and it is important that all our subsidiaries and businesses reflect that in everything we do.”

Karl said the Gough name is synonymous with quality, expertise and professionalism developed over the past 82 years.

“Goughs is a diverse group, made up of several trading subsidiaries and incorporating distinct businesses. The improvements we are making to the brand will ensure we represent the Gough Group name to its best advantage.”



CAT TRUCKS ARE HERE!

Goughs is proud to announce the arrival of the first Caterpillar branded On-Highway Truck to New Zealand.

The Cat CT630, which was originally launched in Australia in 2010, is a conventional prime mover and is suitable for on-highway tractors and rigid truck and trailer applications.

The CT630 was unveiled to much fanfare at a gala cocktail function for customers and Goughs staff in Auckland at the end of March that included a top secret MI-6 Cat Transportation Test facility as the theme for the venue and James Bond, Q, Ms Moneypenny and, of course, Bond girls and villains all present.

As the Bond music cranked up, the covers came off, and the spotlights hit high beam, the two Cat trucks on display certainly had all those present talking about their distinctive yellow and black livery and stylish lines.

Karl Smith, Chief Executive of the Gough Group, says that the entire team is excited to be involved with the Cat On-Highway trucks.

"The Cat CT630, which uses the industry-proven Cat C15 engine, will be of great interest to customers who know its fantastic reputation for fuel efficiency, reliability and durability. In addition, its many comfort, control and safety features, are well-suited to the needs of New Zealand drivers and fleets.

"Underpinning this introduction is our extensive history in the truck industry. We are well positioned to take the Cat truck business to existing Cat engine customers, and prospective customers, who seek a reliable product that can be serviced throughout the North and South Islands.

"We have 18 outlets covering 95% of the New Zealand population base backed by convenient, 24-hour, 365-day service delivered via 240 qualified diesel technicians," he said.

Bill Fulton, managing director for Cat trucks for Australia and New Zealand, said that since the Australian launch there has been great interest from New Zealand.

"The CT630 has received favourable reviews from Australian owner/drivers and fleet operators and has been engineered to cater for right hand drive markets like Australia and New Zealand.

"Its light tare weight, coupled with the aerodynamic styling and the Cat C15 engine, delivers best-in-class fuel economy for customers," he said.

Fulton cited the CT630's leadership in aerodynamic design as a key feature.

"This product has been tested extensively in wind tunnels, and we are confident that it is the most aerodynamic tractor on the market. One important aerodynamic feature is the vehicle's sloped hood, which increases visibility and decreases wind drag for improved fuel efficiency."

The Cat CT630 is also notable for its driver-centric design, which includes an array of features that enhance the driver's comfort and control and the vehicle's safety and reliability. Key driver-centric features include:

- An ergonomically designed control panel, which gives drivers complete command and control.
- Adjustable, air-suspended driver's seat, which delivers comfort all shift long.
- Premium design and materials, which dramatically reduce vibration and provide top-quality sound insulation.
- A windshield that provides unparalleled visibility for safer driver manoeuvring.
- A lightweight bonnet, which enables the driver to tilt and conduct daily checks.

The Cat C15 engine, which has a long track record in New Zealand, is rated up to 550 hp at 1,800 rpm and 1,850 ft-lb at 1,200 rpm. The Cat CT630 also comes with a Meritor RT-46-160 rear axle and Hendrickson HAS-460 suspension. The Eaton Fuller RTL020918B transmission, with 18-speed overdrive, will be offered as standard, with the option of Ultrashift Plus for those operators who require the auto-shift version.

Karl Smith said that the combination of Cat trucks, along with the engineering expertise of Navistar and Caterpillar, combined with the local experience and network of Goughs, will ensure that the Cat trucks are successful in the New Zealand market and will perform well for fleet owners right around the country.



DEMOUNTABLE CRANE MAXIMISES FLEET UTILISATION FOR GORE DISTRICT COUNCIL



The crane is demounted freeing up the tipper truck for other tasks.

The installation of a demountable Palfinger Crane to a utility truck has delivered considerable benefits for the Gore District Council.

The initial focus of the project was to replace an aging crane and utility truck used for lifting sewage pumps from the bottom of wells. Discussions quickly identified that the existing truck was very much task-specific meaning it only operated a few hours per week, says Gough Palfinger’s Dave Carr.

“The existing vehicle was very much under-utilised due to the restrictive rear-mount location of the crane,” said Dave.

“Ross Haslemore, of the Gore District Council, was obviously very interested in getting full utilisation of the vehicle so we suggested the installation of a demountable crane kit in combination with a versatile tip truck configuration. This would deliver both the desired craning requirement, and also a vehicle unrestricted in undertaking much wider tasks for the council.”

The result was a tip truck that could be changed in a few minutes to a crane truck. In practical application the crane is fitted at all times



The new crane and tipper truck combination at work.

the truck isn’t in a tipper application, allowing the vehicle to be rapidly available for emergency pump breakdowns at all hours.

“We specified our Palfinger PK4200 crane which had just been released with a factory winch option,” said Dave.

The Palfinger PK4200 crane has a capacity of 990kg at 3.4 metres and 550kg at 6.4 metres. The rope winch capacity is between 665kg and 800kg depending on the amount of rope on the drum which is 25 metres as standard. The dead weight of the crane with the A boom of two hydraulic extensions with winch is around 500kg.

“This provides the ideal power to weight ratio and a practical winching capability for the task,” said Dave.

The demount kit installation was designed by engineer Sam Graham, from Cromwell, in conjunction with the installer, Craig Cormack, from Custombuild Engineering Ltd in Gore.

palfinger.co.nz

CAT XQ2000 POWER MODULES SUPPORT COASTAL SUBSTATION

Gough Power Systems recently supplied a North Island lines company with two Cat XQ2000 Power Modules to support a coastal substation.

These premium Caterpillar power units are fully designed, built and tested in the USA and are considered the global benchmark for mobile power.

Gough Auckland branch locally tested each unit prior to delivery in March to ensure that the client specification was maintained.

The XQ2000 is rated 1.8MW, powered by a Cat 3516B diesel engine and was sold by Sales Engineer Dennys Smith.



EQUIPMENT UPDATE

As we approach the end of the financial year we can reflect on what has been a very good year with some significant milestones being achieved.

We have raised the expectation and activity on all our efforts in the health and safety area. While our lagging indicators have not gone where we would want them to, we have made some very positive moves and actions which will bear us well in the coming months. Zero Harm is a long journey and we all need to work hard at home and at work to ensure that we don’t hurt ourselves, our families or our workmates.

The introduction of the Cat truck has been the highlight of the year culminating in our March gala launch in Auckland. The interest from many happy Cat C-15 engine owners has been very encouraging and the demand and sales have been strong. We are very pleased to have Murray Kernohan back in the business in the role of National Manager - On-Highway Trucks. Murray’s long experience with the industry will provide a great deal of product knowledge and industry experience to benefit our many customers.

The commencement of our Component Rebuild Centre project in Christchurch to support our mining customers has also been a positive move to lift the bar in the New Zealand marketplace for component rebuilds and market support. The \$10m investment is due to open in early 2013 and will boast many industry leading features such as a 3000hp dyno and a hydraulic test bed all within a five star contamination control facility. Plenty of work from a dedicated team is going on to ensure the success of this project which will mean a quantum change in service levels and sets us apart from all of our competitors.

Our Christchurch red zone branch has been a very satisfying milestone. Opening late in 2011, the small team have carved out a good strong group of customers in the deconstruction phase of the city centre. We have made good sales of machines, great progress with Cat Rental and excellent service returns with products like our “Service while you sleep.” As the dynamics change in the city from deconstruction to reconstruction both above and below street level in the next six months, we will be there supporting all of our customers as the rebuild continues.

Despite some negative media about forestry we can report a very strong year in this sector. Cat machines have been in strong demand which is borne out by very good level of sales and a leading market position. Gough Engineering has been supporting the forestry conversions with a very high quality product, while the introduction of new dedicated Forest Machine units from Cat have given customers a choice of specifications and performance to suit their needs. One of the highlights of the year, and following on from the strong market, was a full team of Goughs’ staff and customers visited the AusTimber event in Australia to see all of the latest machines and specifications available.

All in all we have had a very strong year with good growth. Our three year strategy planning process is in full swing and will ensure that we continue our growth by developing new offers and improved services. From what I have seen we will have plenty of things to tell you about in our next edition of the Gough Express so thanks for your support and watch this space for all the new developments.



GEOFF MCCABE
General Manager, Equipment



INVEST IN A BRIGHTER FUTURE WHEN IT GETS DARK, THINK ALLMAND

The Allmand range of Lighting Towers is available from The Cat Rental Store, with many units now in the market offering a convenient lighting solution for a variety of worksites around New Zealand.

Powered by a Cat C1.1 engine, Allmand units can operate without refuelling for up to 65 hours.

The Allmand structure is a V-Series vertical tower which elevates to full extension from its retracted position in only 20 seconds. Each tower boasts an intuitive lamp which allows the unit to retain the same angle and direction as the tower extends, while each fixture produces 110,000 lumens.

Contact our team at The Cat Rental Store for more details - 0508 222 7368

HALL OF FAME

Gough TWL & Gough Transpecs are proud to announce their involvement as co-sponsors of the inaugural NZ Road Transport Hall of Fame.

The NZ Road Transport Hall of Fame has been established to honour and applaud the outstanding contribution many individuals have made to the New Zealand Road Transport Industry.

These individuals are legends in their own right, having contributed significant time, effort and resources, forging the way for the future of road transport in NZ.

The Hall of Fame is the brainchild of Scott and Jocelyn O'Donnell of H W Richardson Group and has been introduced as a result of their attendance and subsequent interest in the Alice Springs Road Transport Hall of Fame.

The NZ Road Transport Hall of Fame is being developed as a means to honour industry legends by inducting those selected into the Hall of Fame. It will provide like-minded people with the opportunity to reunite annually and share in celebrating individuals' accolades.

Each year up to 8 individuals will be inducted into the Hall of Fame, chosen from nominees presented by each Regional Road Transport Association, individuals who had been previously nominated but not selected, and any other individuals the selection panel have identified as potentially suitable.

The selection process is run by a selection panel of three; Graham Sheldrake (President RTANZ), Scott O'Donnell (Director of NZ Road Transport Hall of Fame) and Warren Hamilton (RTANZ Representative).

The inaugural Gala dinner and awards ceremony will be held on the 28th September 2012 at the Bill Richardson Truck Museum in Invercargill (pictured).

If you are interested in attending this black-tie event and enjoying some traditional southern hospitality, tickets will go on sale at the official website from the 1st of July.

To find out more visit: roadtransporthalloffame.co.nz



TRANSPORT UPDATE

"Opportunity is missed by most people, because it is dressed in overalls and looks like work" - Thomas Edison.

This year the Transport division is taking its opportunities and turning them into market share. Right across the division I have seen great examples of our team ignoring the media talk of soft markets and finding new customers and increased business.

We keep hearing comments about how lucky we are winning this project and getting that big contract; however, I think our current run of good luck is self-created by hard work and a dedicated team. Last year we were having a reasonably good year and, year-to-date this year, we are running 80% ahead of this time last year. Well done and keep it up!

I know that it is a cliché to say that we are very busy right now, but honestly this is true. There has been a huge amount of work going on across the Gough Group putting together our new Strategy Plan for financial years 2013-2015. These Strategy Plans will be complete by December this year and we will be communicating a one page summary for all business units so that you can see and understand where we are heading. On top of this we are developing our budgets for the next financial year starting 1 July and of course there has actually been quite a bit of customer related business to attend to.

The Transport division recently helped with the Cat truck launch. We are delighted with the look of the new Cat trucks and hugely proud of their trailers, sporting all our agency branded product and carefully put together by two very good customers - Domett Trailers and Transfleet Equipment Ltd. If you have not seen these yet, keep your eyes open.

It is my honour to head up the Top 5 Safety project focusing on Manual Handling. I have a great team working with me from across the Gough Group including Shane Mason, representing Engineering and our Safety Overview Committee, Tania Graham from our Gough Group Safety Team, Andrew Greaney from our Cat Warehouse, James Swainson, Cat Field Service, Veronica Hayes, Gough TWL Dunedin, Paul Grinter, GMH Auckland and Allison McMillan from Cat Marketing.

Our project named MOVE SAFE is critical and relevant for all Gough Group team members. Manual Handling represents 80% of all reported safety incidents so we all have to do this at home and at work. Move Safe will become a common theme and mantra with a number of nationwide activities planned and in the pipeline.

The first major activity will be the role out of "First Move" training, aimed at making us aware of how we can best use our body and to look out for the warning signs of discomfort leading to pain. We plan to train eight internal coaches who will then train each and every one of us in the basics of "First Move", starting in Christchurch and then spreading throughout the Group by the end of 2012.

To Move Safe we first need to Take 5, Pause, Think, Control and then Engage every time, everywhere - at home and at work.

Take a moment to think about what you are about to do, Move Safe and lookout for your mates. **Until next time - keep up the great work!**



GLENN STAPLETON
General Manager, Transport

GOUGH MATERIALS HANDLING INNOVATION CUP



Ken McKenzie (left) and Darren Allen.

Our capability to develop new ideas and find solutions to our customer's problems gives GMH a competitive advantage in today's market.

There are a number of solutions developed and implemented by the team while carrying out their roles for GMH. The Gough Materials Handling Innovation Cup was established to recognise this important activity. The cup will be awarded to an individual or team that develops and implements an idea that brings about a significant improvement in our, or our customer's, business. You can nominate one of your team for the cup by contacting Wayne O'Brien.

Kiwirail is GMH's largest customer and utilises four Hyster high capacity lift trucks on their Middleton site. Ken, with the Christchurch team, developed a new mast wear pad application for the 32-tonne Forkhoist that greatly reduces maintenance requirements, risk of breakdowns and downtime for our customer. Well done Ken and the team!

OUTSTANDING ACHIEVEMENT AWARD FOR TRANSPECS

The Transpecs’ team has been awarded an outstanding achievement award from major global supplier ALCOA in April.

The award was made in recognition of significant year-on-year growth and acknowledged Gough Transpecs as having one of the highest market penetrations for ALCOA wheel products on a global scale.

Glenn Stapleton, General Manager - Transport, said that the company is extremely grateful for this recognition which acknowledges the excellent relationship between Alcoa, Gough Transpecs and the industry in general.

“The pedigree of Alcoa forged alloy wheels is well recognised in the New Zealand market and I’d like to thank Gough Transpecs’ product manager Chris Scahill, the Gough Transpecs team, our customers and, of course, Alcoa for this world-leading achievement,” he said.

Alcoa forged alloy wheels are the premiere name in the world of forged aluminium wheels for truck, trailer, bus and coach. Delivering the great professional look of an alloy wheel in combination with significant weight saving benefits and the strength of a quality forged aluminium wheel, makes Alcoa stand above the rest.

The benefits of Alcoa include greater payload, smoother ride, higher resale value, cooler running wheels, lower maintenance costs, high appeal ‘professional’ look, and the benefits of 60 years manufacturing experience and proven performance.



Glenn Stapleton General Manager - Gough Transport with Peter Williams Managing Director, Alcoa Wheel Products Australia and Asia.



MELBOURNE INTERNATIONAL TRUCK, TRAILER & EQUIPMENT SHOW

The Southern Hemisphere’s largest International transport industry show was held in Melbourne over the 15th-17th March and attracted a record crowd of over 37,000 local and international visitors.

A record 400 exhibitors showcased over the 19 hectare indoor and outdoor show space, which highlighted the newest in transport technology and put on a display of the highest calibre trucks, trailers and equipment ever seen in Australia.

The show debuted with an outdoor concert this year on the evening of the second day, which featured Noiseworks front man Jon Stevens and Australian Idol’s Shannon Noll, who filmed his latest video clip live at the show.

Palfinger Austria was represented by Roman Strobl and Gough Group’s Ben Gough, Karl Smith and Glenn Stapleton also attended the event.

Palfinger Australia has been exhibiting at the show in Melbourne since it began in 2008 and they continue to raise the bar with arguably the best crane equipment stand at the event yet again.

Palfinger Australia featured the latest radio remote control PC1500 crane on display, which is the baby crane of the range and is extremely popular among government and councils. The excellently priced radio remote is another safety option that customers can consider as the Government requests more safety-orientated equipment.

Already Palfinger Australia’s sales team has had several enquiries from new and existing customers for new equipment, whether it be a new truck-mounted crane or hook-loader.

palfinger.com.au

GOUGH GROUP CONFIRMS ETHICAL DEALING

Caterpillar Inc is committed to the highest standards of ethics and business practices.

In dealing with public officials, other companies and private citizens, Caterpillar firmly adheres to ethical business practices.

Caterpillar will not seek to influence others, either directly or indirectly, by paying bribes or kickbacks or by any other measure that is unethical or that will tarnish Caterpillar’s reputation for honesty and integrity.

As part of its policies and procedures in support of these principles, Caterpillar has asked its dealers to confirm that they apply the same standards in their own business activities.

Karl Smith, Group Chief Executive and co-dealer principal, together with Ben Gough, GM Strategic Development and co-dealer principal, are pleased to sign Caterpillar’s Business Practice Statement to record Gough Group commitment to these principles.

“Our Code of Conduct, in our Employee Handbook, has always stated these principles,” said Karl.

Ben and Karl further commented: “The Gough Group is just as committed as Caterpillar to the highest standards of ethics and business practices across all our business units - Gough Cat, Gough Transport Wholesale, Gough Transpecs, Gough Materials Handling, Gough Palfinger (in New Zealand and Australia) and Gough Transport Solutions. We will never accept bribery or corrupt activities in anything we do,” they said



Karl Smith & Brendon Davis (Caterpillar District Manager).

JOHN KEY VISITS THE TEAM AT THE SOUTH ISLAND FIELD DAYS



From left: Gough TWL’s Antony Gibb, Peter Burns & Roger McCurdy are visited by Prime Minister John Key.

The Gough TWL Invercargill and Dunedin team were honoured to have a visit from Prime Minister John Key at the recent South Island Field Days held at Waimumu in Southland.

Mr Key was able to enjoy a quick yarn and admire some of our trailer, safety, filtration and transport equipment on display.

Gough TWL has enjoyed a very long association with the agricultural community throughout its history and is a proud supplier to CRT (Combined Rural Traders) in the South Island. The Gough TWL team attended the

show as part of a large group of CRT suppliers, and were very grateful for the hospitality.

The event was extremely up-beat and very well attended signaling a growing confidence in the South Island rural sector.

There is no word as yet if Mr Key will be taking up the offer of a lightbar for his ministerial limousine!

RED ZONE BRANCH DOING ITS PART

The Gough Group Red Zone branch was opened prior to Christmas to assist with the deconstruction and eventual rebuilding of Christchurch.

Its proximity to the CBD and eastern suburbs will help ensure work will not be held back by machinery down-time. The service is open to all contractors operating in the area, says Mike Meskimmon, Gough Group Christchurch Rebuild Manager.

The branch is staffed with heavy-duty mechanics and technicians and includes Gough TWL, Cat sales, service and parts, Cat Rental and Gough Power Systems.

"We are certainly busy in the Red Zone of the CBD. In addition, the first two 320DL hydraulic excavators we have sold to the rebuild will start in the eastern suburbs on housing demolition very shortly," said Mike.

SCIRT (Stronger Christchurch Infrastructure Rebuild Team) work is expected to start ramping up around September when all the major infrastructure rebuild work will start in earnest. SCIRT is made up of the five main contractors who form the joint-venture for the rebuild.

"The scale of the work to be undertaken is enormous. The current estimated cost on sub-surface infrastructure and local roading is \$2 billion with a project length of five years. This does not include any actual building construction which will take 10-15 years to complete with current estimates in the vicinity of \$30 billion."

The branch has been an integral link to a variety of contracting and transport customers working in the CBD and eastern suburbs, says Gough TWL's Graeme Bruning.

"Our Gough TWL Red Zone parts store is customised to the rebuild, stocking workshop and engineering consumables, welding and gas cutting equipment, filtration products, oils, power and hand tools, and auto-electrical parts.

"We have plenty of room to add more specific product as customers require in this area of the city. Paul Jones, based at the Red Zone branch, is the perfect person to talk to in regards to both Gough TWL and Cat parts needs."

The Gough Group Red Zone branch is based at the corner of Barbadoes and Lichfield Streets. The branch is open from 7.30am to 5.30pm, Monday to Friday. Phone (03) 943 0091.



Office and customer service area.



Gough TWL's Graeme Bruning in the containerised parts store.



The portable workshop bay canopy supported by containerised parts & equipment stores.

GOUGH TRANSPECS TRAILER TECHNOLOGY COMPLEMENTS NEW CAT TRUCKS

To support the launch of Cat trucks in New Zealand, two trailers were commissioned utilising the very latest in transport technology from Gough Transpecs.

6-AXLE B TRAIN COMBINATION

Built by Domett Truck and Trailers of Mt Maunganui, this 56T GVM capacity combination features SAF Intradisc integrated axles and suspensions, featuring the SAF patented Integral Disc Brake Rotors. Mated with these axles are Alcoa Durabright forged aluminium wheels, and the combination is coupled together using New Zealand's favourite Holland 5th Wheels and King Pin.

In particular, the trailer features the industry-leading WABCO EBS braking and vehicle control system. Key features of this system include new generation multi-volt technology, with enhanced safety features such as Roll Stability Support and the WABCO Park Release Emergency Valve. The PREV valve ensures trailer control and stability is maintained under critical braking situations.

Hella NZ-Made LED lighting products supplied by Gough TWL were especially engraved with the Cat logo for the occasion.

TIPPING 4-AXLE PULL TRAILER

Built by Transfleet Equipment Ltd of Auckland, this 31T GVM capacity tipping trailer features SAF Intradisc integrated axles and suspensions, Alcoa Durabright alloy wheels, Edbro New NCS cylinder, OMFB wet kit, Ringfeder coupling, Hella LED lighting and WABCO EBS braking and vehicle control system.

Standard features associated with WABCO EBS, such as ABS, dual load sensing, roll stability support and emergency braking etc are very much generic features that guarantee optimal braking performance at all times.

However, the main point of difference with this trailer is that it is equipped with the latest technology from WABCO's Intelligent Trailer Programme that provides enhanced driver safety and effectiveness. Incorporating ELEX (Electronic Expansion Module) and Trailer Remote Control the driver has in-cab information that displays trailer axle weights and draw-bar detection by utilising WABCO's reverse monitoring system - TailGUARD.

The 4S/3M multi-volt system allows easy integration within mixed vehicle fleets operating 12 and 24 volt prime movers. There is also a back-up supply via the brake lamp circuit should there be a temporary loss of power at the ISO 7638 connection.

This trailer is fitted with a PREV along with a SmartBOARD that provides a secondary trailer interface which allows the driver access to information regarding trailer operating weight, driver performance, trip counter and diagnostic assistance.



New Edbro NCS tipping hoists provide further weight reductions for increased payload. This enhances the savings achieved on existing Edbro cylinders, which are already the lightest on the market. The faster operation without any compromise on reliability delivers greater productivity with "fit & forget" long-term peace-of-mind.

Edbro cylinders are manufactured for optimum operator safety, guaranteed through an extensive test and development programme ensuring performance above and beyond the toughest working conditions.

To find out more contact transpecs.co.nz



HYSTER NELSON

A new and up-to-date Hyster fleet of empty container handlers and full container handlers operate at Port Nelson.

The latest addition to the Port Nelson fleet is a Hyster H22.00XM-12EC which is fitted with an ultra wide XTL axle allowing each drive wheel to rotate independently thus reducing tyre wear.

Pictured at centre is the newest addition to the Port Nelson stable.



NEW HYSTER ADDITIONS AT CARTER HOLT

Pictured from the left is Peter Moffatt (Kilns Supervisor) for Carter Holt Harvey Woodproducts in Nelson and Jason Manak New Zealand Sales Manager for Gough Materials Handling, during handover and delivery of the newest and latest addition to the Carter Holt Harvey fleet.

This machine is a Hyster H14.00XM-6 fully equipped with an air conditioned cab, air suspension seat, and all the creature comforts of a highly spec'd Hyster XM forklift.

Training being carried out by Jason Manak with the team at Carter Holt Harvey Woodproducts Nelson during delivery of the new Hyster forklift.



HYSTER REACHSTACKER WORKING WELL

The new Hyster Reachstacker, purchased recently by Mt Maunganui based company, C3, is one of the largest in New Zealand.

The model is a Hyster RS46-41LS and has the ability to lift a fully-laden container weighing 46 tonne in the first row, 41 tonne in the second and 26 tonne in the third row.

At the time of printing the machine had completed well over 1000 hours of operation in just over three months.

Handing over the new Hyster Reachstacker is (from right) Jason Manak, New Zealand sales manager, Gough Materials Handling, to Mark Shergold, C3 business manager, Sulphur Point, Mt Maunganui.



PRODUCT SUPPORT UPDATE

The Goughs Cat product support team is in full swing promoting two of their major campaigns for 2012.

UNDERCARRIAGE

Since 1904, Caterpillar has led the world in the design and manufacture of the highest quality undercarriage components.

‘Get Back on Track...with Cat’ focuses on managing our customers’ machine undercarriage requirements across forestry, mining and general construction markets, and ensuring their goal of lowest cost per hour.

Our Parts and Service team is fully equipped to provide undercarriage inspections for your Cat machinery offering a full range of Cat undercarriage components, free delivery to anywhere in New Zealand and an unmatched four year / 4000 hour warranty.

TIP: Ask us for one of our Undercarriage Management Guides, as correct operation and maintenance will reduce wear and save money. Together we will form a working relationship to lower costs.



GROUND ENGAGING TOOLS (GET)

What is GET? It is sacrificial iron which:

- Increases machine productivity by matching GET products to a machine and its application.
- Protects structural or more expensive machine components from wear.

Selecting the right GET is critical to achieving the maximum return on your machine investment.

At Gough Cat, there are many GET options available because every machine and application has its own special needs. Our Parts and Service team are GET specialists, and are all well trained and experienced in matching the right tools to the application. All deals get Cats Lifetime warranty against breakage, certain conditions apply.



MBB PALFINGER TAIL LIFTS

MBB Palfinger tail lifts create safe and efficient working environments in New Zealand and throughout the world.

Since its launch in 2009, MBB Palfinger tail lifts have proven very popular with operators performing varied transport tasks.

Exceptional safety and operational features combine to make MBB Palfinger the leading choice in tail lifts in the world market.

A major reason for MBB Palfinger’s popularity is the clean finish of the platform. This not only provides an exceptional flat surface for sign-writing, the aluminium construction also reduces overall vehicle weight while never compromising on strength and durability.

MBB Palfinger is available from Gough Palfinger in New Zealand, and also Gough Transport Solutions in Australia.

1. High strength low weight alloy platform.
2. General freight applications.
3. Trailer application.
4. A popular choice for the tyre industry.
5. Ideal for emergency services and many specialised applications from 750 to 3000kg lift capacity.
6. Hydraulic cylinder manufactured in-house for controlled and smooth operation.
7. Option for flashing LED warning lights for enhanced safety.
8. Option for intelligent foot controls for ease of operation.
9. Options for load roll stops for enhanced safety.



palfinger.co.nz
goughtransport.com.au

LONG SERVICE AWARDS



1. Terry Lock, Regional Manager, Equipment (left) presenting Ivan Swain, Parts Warehouse, Christchurch, with his 40-year service award.
2. David Grubner, Heavy Diesel Technician, Palmerston North (right) receives his 20-year service award from Jason Cheetham, Regional Manager.
3. Ross Walden, North Island Sales Manager, Gough Palfinger (left) being presented with his 20-year service award by Duncan Phillips, National Manager, Gough Palfinger.
4. Brent Duncan, Project Manager at Macraes, third from left, presenting Rob Billington with his 10-year service award.
5. Richard Robinson, Storeperson, Equipment, Auckland (right) receives his 10-year service award from Stuart McCombe, Warehouse and Distribution Manager, Equipment, Auckland.
6. Nathan Thomas, Service Technician, Gough Materials Handling, Auckland (left) receiving his 10-year service award from Wayne O'Brien, National Operations Manager, Gough Materials Handling.
7. Paul Flanagan, Training Systems Controller, Christchurch (right) receiving his 10-year service award from Adam Lyon, Manager, Gough Institute of Training, Christchurch.
8. Dean Brown, Regional Manager, Equipment, Nelson, receives his 10-year service award from Geoff McCabe, General Manager, Equipment.
9. Steve Mitchell, Regional Manager, Equipment (left) presenting James West, Territory Sales Manager, Equipment, Hamilton with his 10-year service award.

CONSTRUCTION FOCUS STRENGTH AND SUPPORT



Goodmans' 336L is backed up with a quality parts, service and support package from Goughs that is proven to significantly lower the owning and operating costs...

The massive project to clear debris from the Manawatu Gorge slip between Woodville and Ashhurst on State Highway 3 has seen Goodman Contractors debut its new Cat 336DL excavator and its performance on the project has met with their high expectations.

Sub-contractor of Higgins Contractors for the NZTA contract, Goodmans began work at the Manawatu Gorge in December 2011. Soon after, Goodmans took delivery of the 336DL which began bulk excavation twenty metres down from the top of the bank.

Six months on, the excavator has worked over 900 hours, progressed the 'benching' of the slip down from 300 metres above the road and played a significant role in moving the 360,000 cubic metres of debris displaced from the hillside so far.

Working alongside other large excavators and track-type tractors, the 336DL dumps the debris in bulk for the tractors to push down the slip for loading out on trucks, and has also been utilised for some ripping work. Stan Goodman of Goodman Contractors expected the Cat to be a smoother operating unit than his other competitively branded machines and it has proven to be.

Despite some extra levering work required with the bulk bucket attached, it is easy to load up to two cubic metres at a time," he says.

Goodman Contractors is a family owned and operated business running for over 50 years. Stan says that his choice of a new Caterpillar machine has stemmed from a good experience running the Cat gear in harsh environments and responding well to the rigours of the job.

"We've got a Cat D10R track-type tractor on lease to the Stockton Alliance, and it's working

upwards of 380 hours per month," he says.

"The dozer's performance is impressive month after month, a prime example that Cat machinery gives a great return and that we are well taken care of by Goughs." Goodmans' 336DL is backed up with a quality parts, service and support package from Goughs that is proven to significantly lower the owning and operating costs over the machine's entire working life.

The Waikanae-based company is well positioned to access both Goughs' Palmerston North and Wellington branches and field service teams for both preventative maintenance and warranty servicing of the Cat units in the fleet, as per their Customer Support Agreement.

The Cat 336DL is the first new excavator purchase Goodmans has made from Goughs and Stan says the machine's operator at Manawatu Gorge, Euen Jones, has told him of the machine's benefits.

"Euen has a lot of positive feedback for the digger. It's got efficient cycle times, good brake-out force, and a high level of operator comfort."

At 36 tonnes, the 336DL is the largest machine to be allowed on site at the Manawatu Gorge slip, and operating ten hours a day, seven days a week, its capabilities have responded well to the urgency of the task at hand.

The 336DL is one of three Cat excavators to be acquired by Goodmans since late 2011. With at least five earthworks and drainage contracts on the go at once in the central and lower North Island, Goodmans has moved in excess of 1.2 million cubic metres of material in recent months. Their extra digging power has come in the form of a new Cat 320D and a used Cat 314 excavator, both purchased from Goughs.

CONSTRUCTION SALES

Goughs Territory Sales Managers have been busy delivering plenty of Cat machines throughout New Zealand in recent months, confirming the value that contractors believe Caterpillar provides to an operation. Here is a selection of recent deliveries.

- 1. 246C - Fulton Hogan Central, Alexandra
- 2. 247B3 - McCabe Sutton, Auckland
- 3. 312DL - Bryant Contracting, Te Kuiti
- 5. 303.5DCR - CHCH Readymix, Christchurch
- 6. 305.5DCR - JCL Asphalt, Christchurch
- 7. 305DCR - Elite Rentals, Auckland
- 9. 312DL - Harris Excavation, Mosgiel
- 10. CS76 - Rooney Earthmoving, Waimate
- 11. 345CL - Bullie Earthmovers, Pokeno
- 12. 257B3 - Earth & Flight Holdings, Auckland
- 13. AP300 - Whitestone Contracting, Oamaru
- 14. 312DL - McRobbie Bros, Pokeno
- 15. 301.8C - Matamata Directional Drilling, Matamata
- 16. 914G - Daiken, Rangiora
- 17. 962H - J Swap Contractors, Matamata
- 18. 320DL - TDM Construction, Pokeno
- 19. M313D - Fulton Hogan Central, Central Otago



FORESTRY FOCUS

SPEIRS LOGGING EXPANDING FLEET

Speirs Logging, one of Goughs' Masterton-based customers has taken delivery of two new Caterpillar forest machines in 2012 expanding the number of working Cat machines within their ranks to 10.

The new 320D FM log loader and 325D FM general forestry units are very impressive, says owner Murray Speirs and further reinforce what is already a strong association with Goughs and the Cat brand.

"We've been choosing Caterpillar for many years, but for me it's more than the machines; through Goughs, we have access to excellent parts and service support through their Masterton and Palmerston North branches - you can't get that kind of back-up anywhere else," Speirs says.

"We are particularly impressed with Ashton Spalding at the Masterton branch. He is our Heavy Diesel Field Service Technician there, and is always very helpful."

Speirs' new Cat 320D FM log loader is the second of its kind to be delivered in six months. The first 20-ton unit that Speirs purchased in 2011 performs so well in its application of loading out trucks that the decision was made to acquire a second to double that performance.

Under normal circumstances, the new Cat 325D FM general forestry machine would be clearing the road lines in front of the log haulers, but is currently assisting in the South Taranaki region after a recent tornado touched down. This 35-tonne machine was delivered in February this year and has been fitted with a Gough Engineering forest guarding package.

Both of the Cat 320D FM and 325D FM machines drive an Ensign 1730 series grapple attachment.

The Speirs Logging operation is predominantly a logging outfit, but with the unpredictable weather of recent months and growth in the forestry market, Murray Speirs has ensured his fleet works like a well-oiled machine and is open to flexibility.

"We've got some forestry road building going on around the logging, using Cat 320CU and 320DL RR machines."

"Each of the 10 Cat machines that we own are currently working, and our focus is on the logging operation," he says.

Speirs Logging is family-owned and run; Murray works alongside his 28-year old son Blake who is the Foreman, and his wife Kathy ensures the smooth running of the accounts and administration side of the business.

FORESTRY SALES

1. 324DFM - Douglas Logging, Dargaville
2. 320DFM and 336DL - Gale Contracting, Marlborough
3. 324DFM - Hautapu Pine, Taihape
4. 324DFM - Renner Logging, Rangiora
5. 324DL - Pivot Loading, Whangamata
6. M318D and 950H - Niagara Sawmilling, Invercargill
7. 336DL - Mangoihe Logging, Wanganui
8. 950H - Koru Logging, Taupo
9. 325DFM LL - AR & HE Moffat, Taupo



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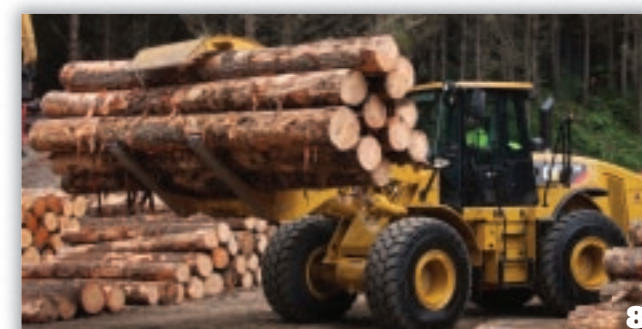
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2013 EUROPEAN TOUR

APRIL 13-28

GOUGH

CAT

Bauma 2013 will be held in Munich, Germany from April 15th - 21st, and whilst this is still nine months away, the Gough Group is "getting in early" as the show continues to grow in popularity with an increasing number of New Zealand contractors.

The Gough Group will again host a group of customers to visit the greatest exhibition of its kind in the world. We are confident that many of our customers will appreciate the opportunity to keep one step ahead of their competition, gather ideas, and identify new products and solutions, by joining the Gough Group Bauma 2013 Tour.

Our tour group will be led by Terry Lock, our Southern Region Manager for Gough Cat, and will depart New Zealand for Munich on Saturday 13 April 2013 and include three full days in Munich for the Trade Fair and incorporate a number of other destinations including Monte Carlo and Spain where we will visit the Caterpillar facilities at Malaga. The tour will conclude on Friday 26 April, however there is the opportunity for you to extend your trip to other European destinations if you wish to do so.

As places on the tour are limited these will be available on a "first come first served" basis, and we encourage you to give consideration to our tour as early as possible. Previous experience has shown that our limited capacity can be met reasonably quickly. This is particularly relevant if you wish to travel Business Class as limited capacity exists on all flights and with all airlines.

Registration forms and further information can be obtained from Mary van der Weert, email mary.vanderweert@goughgroup.co.nz or phone 03 983 2473. For further information on the Bauma tradeshow, visit bauma.de/en

bauma

