



> ON TRACK <

ISSUE 19 | 2019



A note from the Boss

Brad Oats, Director

Here we are again with another edition of 'On Track'. Like much of our industry, things are continuing to progress steadily here at Trackspares and I am proud of the efforts of all of our Team for what continues to be a stellar 2019. Our growth has meant that we have added several new faces to the business, a few of which you can find out more about below in our 'New Faces of Trackspares' segment. We are very lucky to have been able to acquire the services of such capable individuals, who in addition to their skills are also great people to have around the business. Of significant note is the addition of Howard Du Plessis as our Trackex Workshop Manager for our Toowoomba, Queensland operation. We are excited to bring someone of Howard's calibre into our business and look forward to him playing a major role in our Trackex Workshop's continued success.

As you'll see further along, we held our second Annual Sales Conference for our Sales, BDM, Workshop and Senior Management Teams. Once again this was a great opportunity to take a breath, step back and look at all we have achieved so far in 2019, as well as sharpen our focus to go again for another year. We followed the Conference up with a Celebration as a huge Thankyou to all of our staff for their dedication and contribution to our success. During the night, as part of our cultural initiative 'Don't Let 1% Break The Chain' we acknowledged several staff who have been with us long term by presenting them with some 'Years of Service' tokens of appreciation. Like any business we know that good people are hard to find and even harder to hang onto, & demonstrating our appreciation for those who consistently provide positive contributions to our business is hugely important. We look forward to this part of the program continuing long into the future.

Our efforts to provide cost effective and quality solutions for the Civil Construction sector are ongoing. You'll see more evidence of this below with some special pricing on 20-40T excavator undercarriage products. We are particularly strong in this area owing to our owned and operated manufacturing facilities producing our KBJ product, and the savings we can offer as a result are obvious.

One of the major developments for our business recently is our newly formed official relationship with Hushpak Engineering. Whilst the major launch of this new service offering won't

happen until next month (stay tuned), we are excited about what Hushpak's range of sound suppression options can bring to our business. We are keen to show the market at large the advantages of noise attenuated idlers and track plate dampeners can bring to our clients in market sectors where noise levels are a consistent challenge. Read more below, and keep an eye on all our marketing platforms for additional information in the coming months.

Marketing wise, we are always positioned at the cutting edge of the industry through mediums such as this very newsletter, print and digital. Our new website is almost ready for launch and our merchandise and promotional product range continues to grow. Of course, our primary relationship building method is via our people, specifically our BDM Team. The guys are on the road constantly, but if you would like to meet with them sooner rather than later, I encourage you all to contact any of our BDM's to arrange a face to face catch up. They're always keen to keep our customers up to date on our capabilities. Our BDM Team is outlined clearly below, including their contact details.

Thanks once again for your continued support. We look forward to the next opportunity to provide the service and experience you have come to expect. Until then, enjoy the rest of this edition of On Track!

2019 MID-YEAR CONFERENCE & CELEBRATION



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NEW FACES OF TRACKSPARES



HOWARD DU PLESSIS
WORKSHOP MANAGER - TRACKEX QLD

Howard comes to Trackspares as our Trackex QLD Workshop Manager. An engineer with vast experience in heavy undercarriage rebuild practices and Workshop Management, Howard most recently established a successful undercarriage rebuild facility in South Africa. Prior to that he owned and operated the most successful idler and roller overhaul facility in Africa, specialising in D10 & D11 idler overhauls as well as large shovel undercarriage refurbishment. Howard coming on board is a huge boost for our service capability, and by working closely with our established Trackex Team we are certain he will prove to be another asset to the business.



ANGELO COTRONESE
BUSINESS DEVELOPMENT MANAGER

With years of workshop & field maintenance experience under his belt, Angelo has seen the industry from both a service and fleet management perspective. He takes all of these experiences into a new challenge as Business Development Manager with Trackspares, and we are excited about the potential he brings to our business by way of his industry knowledge and contacts. Many of you will be seeing Angelo in your offices over the coming months.



SAMANTHA GASKE
ACCOUNTS & ADMINISTRATION

Welcome relief comes to our Admin Team with Samantha coming on board. With her she brings significant experience in Administration, Accounts Receivable & Payable via roles within high level corporate organisations she has held previously.

Sam's friendly face can be found at reception in our Toowoomba, Queensland operation.



CARRIE-ANN JONES
SERVICE CO-ORDINATOR - TRACKEX QLD

With significant Service Coordination experience most recently with a major International engine manufacturer, Carrie-Ann comes into our Trackex Team with a wealth of knowledge. Her strengths are exactly what every successful Workshop environment needs, a strong focus on process and procedure. Carrie-Ann has really made the Service Coordinator's role her own as the Workshop is better for it.

CIVIL CONSTRUCTION UNDERCARRIAGE SPECIALS

Recoil Spring Assemblies



CAT 320C - CAT320DC/SG - \$1750.00 + GST ea
CAT 330C - CAT330CC/SG - \$2000.00 + GST ea
Komatsu PC300-7 - PC300-7C/SG - \$2500.00 + GST ea
Hitachi ZX330-3 - ZX330-3C/SG - \$2250.00 + GST ea
Volvo EC290CC/SG - \$1850.00 + GST ea

Track Chains



CAT 330/336 45L - 6Y2755 - \$3300.00+GST ea
Kom' PC300-6/7 45L - 207-32-00300T - \$2750.00 + GST ea
Hitachi ZX370 - 1504780 - \$3800.00 + GST ea
Kobelco SK210-6/SK220 45L - \$1850.00 + GST ea
Volvo EC290CL 50L - \$3200.00 + GST ea

Track Rollers



CAT 330 - 1175047 - \$255.00 + GST ea
Komatsu PC300-6/7 - 207-30-00150 - \$255.00 + GST ea
Hitachi ZX330-3 - 9257608 - \$275.00 + GST ea
Kobelco SK210-6/SK220 - \$200.00 + GST ea
Volvo EC290C - \$225.00 + GST

Track Shoes



CAT 330/336 600mm - 6Y2757 - \$60.00 + GST ea
Komatsu PC200-6/7/8 800mm - \$51.00 + GST ea
Kom' PC300-6/7 600mm - 207-32-61110 - \$45.00 + GST ea
Kom' PC400-5 600mm - 208-32-51510 - \$59.50 + GST ea
Hyundai R210LC-9 800mm - \$51.00 + GST ea

Idlers



CAT 320 - 1028151 - \$750.00 + GST ea
CAT 330 - 1028152 - \$1000.00 + GST ea
Kom' PC300-5/6/7 - 207-30-00160 - \$750.00 + GST ea
Hitachi ZX300-3 - 9154690 - \$850.00 + GST ea
Kobelco SK330-6 - \$1150.00 + GST ea

Sprockets



CAT 325 - 6Y4898 - \$275.00 + GST ea
Komatsu PC300-6 207-27-61210 - \$350.00 + GST ea
Hitachi ZX370 - 1010956 - \$380.00 + GST ea
Kobelco SK330-8 - \$370.00 + GST ea
Volvo EC290C - \$350.00 + GST ea



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OUR BDM TEAM



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BUSINESS DEVELOPMENT MANAGER

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P: 0499 974 608



ANGELO COTRONESE
BUSINESS DEVELOPMENT MANAGER

E: acotroneo@trackspares.com.au
P: 0499 982 558

MARKETING MERCHANDISE

Have our BDM's delivered all of our extensive range of promotional items to you on site? If not, call 1800 4 PARTS and we'll arrange a meeting.



Did you know?



Trackspares have recently been appointed an Authorised Distributor for Hushpak Engineering Noise Attenuation products! Specialising in sound suppressed idlers to suit Track Type Dozers, as well as Sound Attenuation options for Track Plate dampers, mufflers, low noise fans, acoustic radiator louvres and engine attenuation panels Hushpak set the standard in the industry for sound suppression solutions. Trackspares are very proud to have forged a strong connection with Hushpak and are excited about the potential benefit these products can bring to our customers. Look out for the next edition of On Track for more details, and in the meantime feel free to call one of our BDM Team to arrange a Product Bulletin or a meeting to find out what this partnership could mean for your fleet.



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