



> ON TRACK <

ISSUE 13 | MAY 2018



A note from the Boss

Brad Outs, Director

Hello once again, and welcome to the latest installment of 'On Track'. We are still experiencing a fantastic level of growth through all of our business units, our team continues to push ahead in search of new opportunities and more customers to support. We have been particularly active in Central Queensland, WA and NSW, with CTS inspections and undercarriage monitoring continuing to add value for our clients. The ability to provide accurate and up to date data assists our customers with forecasting and proactive maintenance activities, and in turn provides a cost management advantage. You can read more about our customized, tablet based CTS Management program below, and feel free to contact us to discuss the advantages with us in more detail.

Our Trackex Workshop Team have been doing what they do best, which is even more impressive considering we have had an unprecedented amount of track frame work coming through the business recently. With additional new business committing to fleet change outs of their frames to compliment what we're already doing with undercarriage refurbishment, we have added new staff, tooling and products in order to manage this growth effectively. We are proud of the quality of our product, which we believe is the best in the industry. Our commitment to the finish and presentation is second to none, and a credit to our Trackex Team. Of course, we're always happy to discuss any opportunity to expand our track frame operation, so if we aren't already handling your frame overhauls, our Business Development staff are always on hand to meet with you and go over our program details. Just drop us an email or call at any time to arrange a meeting time.

Refurbished track chains have been keeping our track presses busy, both for customer work and also some stock work to provide an alternative and cost effective option to the market. You can see some current D10 & D11 chains outlined below in the 'On Track Specials' segment, all resealed with Genuine CAT seals. We can also offer re-lugged plate as an option should your current plates not have the life left you are looking for. These items are just a couple of examples of our focus on providing the best option for each of our customers, and always aiming to be a true Genuine Alternative™.

Another major development worth nothing is our launch of a range of Fully Certified Australian Made™ products as part of our Rossi Earthmoving Parts range. The list of products is growing rapidly and we are focused on providing a quality alternative in select market segments with these products, all whilst supporting manufacturing and local business. We believe this ethos is central to the Australian Made™ movement, and we're very proud to provide the first range of earthmoving parts in our industry to carry the Australian Made logo. Stay tuned for more updates via 'On Track', our social media platforms and print media as the scope of products expands!

Finally, we continue to put a huge amount of work into our Business Development initiatives and marketing program across multiple platforms. These initiatives form part of our philosophy of building our business on relationships with our suppliers and our customers, and thankfully we continue to go from strength to strength as a result of this mantra. 'Evidence of this is our distribution agreement with Kennametal. We're proud of how the efforts of both companies have come to fruition and allowed us to add more value by supplying the best quality tooling on the market, and get our name in front of many customers who had yet to discover the benefit of dealing with Trackspares. From a marketing perspective, we continue to look not only for the tried and tested ideas but also for new and innovative ways to put ourselves front of mind with existing and potential new customers. More about Kennametal and some new merchandise items can be found below. We have more in the pipeline to share with you, so keep an eye out for future editions of On Track.

As a business, we're always focused on assisting all of our clients any way we can, but even the strongest relationships can be strengthened away from the coal face. For this reason, we host multiple corporate events each year, including the NRL Double Header, held at Suncorp Stadium recently. I am happy to say that once again this event proved to be a huge success, and was enjoyed by all. We look forward to seeing plenty of you at upcoming events into the future as our way of saying thankyou for your support.



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SERVICE REVIEW- CUSTOM TRACK SERVICE (CTS)

Our Field Service and Business Development Teams are available to conduct periodic inspections on site, and provide up to the minute wear and performance data to our clients, which can be reviewed online at any time for ease of access. Our reporting process is tailored to the client, and provides extensive opportunity to monitor wear, chart service life, and forecast scheduled changeout of undercarriage components. This provides significant advantages compared to competitive services.

Our Custom Track Service (CTS) Management System is exclusive to Trackspares and has been independently developed for our client base. We utilize the latest ultrasonic measurement equipment, linked wirelessly to tablet based operating software, ensuring the most accurate and efficient measurement, monitoring and reporting practices available on the market.

To find out more about how Trackspares can reduce your undercarriage maintenance costs and provide the latest CTS Management system available for your fleet, contact a staff member in your area;

NSW & VIC

Mark Wickham – mark.wickham@trackspares.com.au – 0457 744 391

WA & SA

Rodney Irvine – rodney@trackspares.com.au – 0417 177 326

QLD & NT

Matthew Garling – mgarling@trackspares.com.au – 0499 982 558

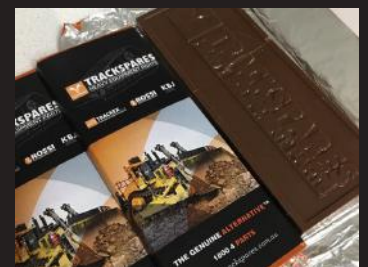
Tim Edwards – tedwards@trackspares.com.au – 0499 974 608



New Merchandise

We have recently added Trackspares Desk Pads and customized chocolate bars to our range of promotional items.

If you haven't got yours yet, email us at marketing@trackspares.com.au and we'll have one of our BDM's contact you to arrange a time to visit and drop them to you.



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NEW PRODUCT LAUNCH

Trackspares are excited to launch a select range of Fully Certified Australian Made™ products as part of our Rossi Earthmoving Parts program. We are proud to be the first in our industry to offer earthmoving parts with full Australian Made Corp. certification.

Our Current Range Includes:

- Ground Engaging Tools Inc. Ripper Shanks, Cutting Edges, Wear Packages
- Grader Parts
- Dozer Track Frame Parts
- Skid Steer & Industrial Brushware

With Many More Products to Come, Just Look for the Logo!



ROSSI
EARTHMOVING PARTS
PROUDLY A TRACKSPARES AUSTRALIA BRAND.



For more information on this exciting new development, contact Glen Blakely – gblakely@trackspares.com.au or 0488 011 752

ON TRACK SPECIALS

Prices are available only to On Track Subscribers and while current stocks last.



D10 Refurbished Track Chains

- Turned pins & bushes
- Resealed with genuine CAT® seals

\$ POA



D11 Refurbished Track Chains

- Turned pins & bushes
- Resealed with genuine CAT® seals

\$ POA

DID YOU KNOW ?



Authorised Kennametal Distributor

We're not only your first choice for heavy earthmoving undercarriage supply, service and refurbishment, Nor do we just provide what we believe to be the highest quality spare parts range on the market. We are also proudly an Authorised Kennametal Distributor of trenching, surface mining, foundation drilling and road rehabilitation products across QLD & NT. Our customer service levels and commitment to stocking a huge range of Kennametal's product range compliments their industry leading product quality and tungsten carbide technology.

For more information regarding our Kennametal capability, Contact Glen Blakely – gblakely@trackspares.com.au or 0488 011 752.



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