



> ON TRACK <

ISSUE 14 | JUNE 2018



A note from the Boss

Brad Outs, Director

Hello again, and Thanks as always for taking the time to read 'On Track'.

June has seen a lot of activity from our Business Development Team, with new inquiry coming on strong as a result. We are thankful to have such a strong Team of Business Development Managers operating throughout the country, it helps keep us front of mind with our clients, but also helps us act quickly on opportunities that present themselves whilst we are across the desk or on site. We will continue to be as active as ever throughout QLD, NSW & WA, and have further visits to SA & NT planned in the coming months. If one of our Team hasn't made an appointment to see you yet, please feel free to contact them on the numbers listed below. Our Membership with Toowoomba & Surat Basin Enterprise (TSBE) continues to add value for us in Queensland, connecting our business with many local and regional contacts every month. Our recent attendance at the TSBE Enterprise Evening was no exception, with more contacts and potential new business opportunities coming as a result. We certainly are proud of our involvement with TSBE and would recommend anyone with business interests in Toowoomba & the Surat Basin to explore membership options.

The recent commissioning of our new 380 ton track press brings our Queensland workshop to six fully operational track runs. It is pleasing to see the capacity not only increase, but also be backed up by additional work flowing

through both our QLD & WA Trackex Workshops. Track chain refurbishment activities continue to grow, with dozens of D10 & D11 chains in particular coming through for the extra care & attention that only we can offer. Our ability to extend the life of undercarriage, backed by 20 years' experience in our Trackex operation, is unparalleled. We are always looking for ways to continue to build in this area and believe we have much to offer our customers by way of cost savings, down time and forecast maintenance spend. We're proud of this increased capacity, and you can see in the below photo our Workshops are ready for business! Contact your local representative to find out how we can tailor an undercarriage solution for your fleet.

New stock of our Rossi Earthmoving Parts range continues to flow in. Most recently, a huge import shipment of rubber products from one of our key manufacturers landed in our Warehouse. This included track frame bogie pads & idler wipes, articulated dump truck suspension mounts and bushes, rubber encased GET retainers and many more items. These items are among the highest quality on the market and are priced to provide significant value to our clients. Especially compared to the OEM. You'll see more on some of these items below. Call 1800 4 PARTS for pricing or to find out more about how we can assist with your repair and maintenance parts requirements.

As we push towards EOFY, we also look ahead to continued growth in all our business units in the back half of 2018. July promises to be another month of increased activity for our Sales & BDM Teams with new business and growing relationships coming to fruition Thanks to their efforts. Our Marketing Team has some new advertising initiatives, new products, merchandise items and events to come. We'll be sure to keep you all posted!

Until then, enjoy the latest edition.

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SERVICE REVIEW- TRACK FRAMES

Our expertise in overhauling track frames is second to none in the industry, & this is highlighted in the quality of our finished product. We currently have stock of D10 & D11 Service Exchange track frames available in all configurations, with more currently in production for stock and customer fleet change out. All work is carried out In-House, allowing full control of the process every step of the way via our trained Workshop personnel. Contact us for a product scope of our Reconditioned units, or to discuss overhauling your own frames in our Trackex Workshop facility.



Featured Product - Kencast Wear Protection

Kencast™ from Kennametal is the highest quality wear protection available on the market. A unique tungsten carbide and steel composite, Kencast™ provides superior wear protection compared to the standard chocky bar, wear plate or hard facing options being used today. We have moved Kencast™ product to stick rake, auger and bucket applications where customers have experienced vastly improved wear rates, reduced down time and maintenance costs as a result. A huge range of standard sized product is available to suit any application, & Kencast™ can even be custom made to suit your specific sizing, allowing tailor made wear solutions! Available exclusively in QLD & NT from Trackspares, contact us for more information and to discuss how Kencast™ can solve your wear protection problem.



JUST ARRIVED

More new stock as part of our Rossi Earthmoving Parts range has just arrived! These are a few examples of the items we have available as part of our ever growing product scope. Just another reason we're The Genuine Alternative™.



3518204 – Bushing

- Suit CAT 740



17M-30-56130 – Bogie Pad

- Suit Komatsu D275A-5



2114987 – Suspension Mount

- Suit CAT 740



1392016 – Guard (Wipe) As, Rear

- Suit CAT D11



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ON TRACK SPECIALS

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



6Y0889G – D10N/R/T SF Roller

- With genuine CAT® seals
- MORE THAN 250 IN STOCK NOW!

\$ POA



195-30-01411 – D375-5 SF Roller

- MORE THAN 150 IN STOCK NOW!

\$ 800.00 + GST ea



6Y0890G – D10N/R/T DF Roller

- With genuine CAT® seals
- MORE THAN 250 IN STOCK NOW!

\$ POA



195-30-01421 – D375-5 DF Roller

- MORE THAN 200 IN STOCK NOW!

\$ 825.00 + GST ea

DID YOU KNOW ?



Capability Statement

Still unsure of how we can help your business? Confused about exactly what we bring to the table to assist you with the undercarriage repair and maintenance of your heavy earthmoving fleet? Need more information on our Rossi Earthmoving Parts range? Our services are perfectly outlined in our Capability Statement. If you haven't got your own copy just yet, please feel free to call 1800 4 PARTS or one of our Business Development Managers to have one mailed or delivered. Of course, it is available electronically. Just email us at marketing@trackspares.com.au to request one! We look forward to hearing from you.



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