

## TRACTORS SINGAPORE AWARDED CONTRACT FOR FOUR SHIPSETS OF CAT® GENSETS

*ST MARINE TO BUILD AHTS FOR SWIRE PACIFIC OFFSHORE*



Image courtesy of Havyard Group



Cat 3512C ACERT Genset



Cat C18 ACERT Genset

In June this year, Singapore Technologies Marine (ST Marine) – the marine arm of Singapore mainboard listed ST Engineering, announced that it had won a shipbuilding contract worth about S\$171 million from Swire Pacific Offshore Operations (Pte) Ltd (SPO) to build and outfit four Anchor Handling Tug Supply (AHTS) vessels.

Tractors Singapore Limited (TSL), authorized Cat Dealer for Singapore, Maldives and Christmas Island (Indian Ocean), has been working with ST Marine for many years. TSL is proud to be awarded a contract from ST Marine to deliver four shipsets of generator sets to be installed onboard these 92 metres long AHTS, which is designed by the reputable design house Havyard Group. Each shipset comprises of a Cat 3512C main generator set and a Cat C18 harbour cum emergency generator set.

Cat 3500C series are the first marine large engine models to incorporate the building blocks of ACERT® Technology. This is the key enabler that allows Caterpillar to meet current emission regulations. With Cat 3512C's improved performance and increased functionality, unrestricted continuous ratings, hauling rigs at full throttle and full power over distances will be effortless.

Cat 3512C with standard or reverse rotation options, provides more power with lower emissions, outstanding fuel efficiency/lube oil consumption and long maintenance intervals.

Likewise, Cat C18 ACERT Generator set package is a proven design derived from successful platforms.

With these gensets proficiently installed and commissioned, ST Marine's completed AHTS (to be delivered over the period 2013-14) will have the capability to support the latest generation of semi-submersible rigs operating in deep water and harsh environment.

Mr Kong Wai Hong, Senior Executive, Commercial Shipbuilding, ST Marine has this to say *"Tractors Singapore has thus far, delivered, configured and commissioned Caterpillar engines for several of our projects and they have proven to be reliable. We are very pleased with the performance of both Tractors Singapore's support and Caterpillar generators."*

ST Marine's decision in selecting once again, Tractors Singapore and Caterpillar's premium products demonstrates its confidence in the established Caterpillar global dedicated dealer network which accords its end-users peace of mind. As the provider of Caterpillar gensets, TSL can identify with pride, the testimony by ST Marine's President when it was awarded the contract by SPO:

*"We are delighted and honoured to be entrusted with this opportunity to work with Swire Pacific Offshore again. Swire, one of the world's largest owners and operators of Offshore Support Vessels, is a forward-looking and very professional company and we are thankful for the role to enhance and grow their fleet to support their customers in the burgeoning offshore oil and gas industry. This contract is not only a testament to ST Marine's capability as a shipbuilder of choice but an affirmation that our partnership with Swire Pacific Offshore is growing from strength to strength ."* ~ Ng Sing Chan, President, ST Marine.

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## ONE-STOP-SOLUTION CONCEPT ALLOWS SAMWOH CORPORATION DIFFERENTIATION

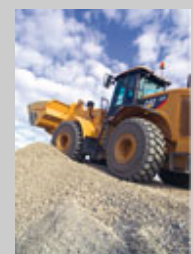
**Dedicated team and premium Cat® equipment spell success for Samwoh**



Cat 320D on a road maintenance job

From a small setup in the early 1970s to present day conglomerate of companies which take pride in differentiating itself with its "one-stop service" concept in its provision of civil engineering, infrastructural construction services, construction and maintenance of road, aircraft and seaport pavements, building materials supplier, specialised blasting systems, recycling of construction and industrial wastes, research and development along with consultancy services, Samwoh Corporation Pte Ltd (Samwoh) believes in working with dedicated teams and premium equipment to maintain its course as market leader.

Samwoh is a valued customer of Tractors Singapore Limited, authorized Cat Dealer for Singapore, Maldives and Christmas Island (Indian Ocean). It deploys its fleet of versatile and durable Cat equipment, like the 966F to H series wheel loaders to work at its multiple plants and job sites around Singapore, under various applications, proving that these Cat machines offer sterling performance with the capability to work in the most demanding circumstances whilst delivering increased productivity with lower owning/operating costs and minimal downtime. The H series wheel loaders are equipped with load sensing electro-hydraulics for effortless operation.



A sturdy Cat 966H at work



Adding a mid-size hydraulic excavator, the Cat 314D CR recently to its stable, Samwoh's experience with their Cat excavators 320C series hydraulic excavators' performance, reliability and ergonomics meant it was a winning choice.

Along with the strengths of the C series, Cat's development team focused on environmental compliance, lower owner and operating costs, productivity and versatility, ease of operation and operator comfort. Being an advocate of eco-green buildings with several Green awards to their credit, Cat's focus on environmental compliance struck a note close to Samwoh's hearts.

Cat 314D CR has increased lifting capacity and more drawbar. The industry's leading tool control system allows operator to programme and store pressure and flow for up to 10 different work tools. All auxiliary hydraulic circuits have been consolidated into a single system to increase versatility by enabling one or two pump flow in one or two directions. A boom and stick regeneration circuit saves energy during boom down and stick in operation. Flow is kept to a minimum when controls are in neutral to reduce fuel consumption and extend component life. No work modes or boost buttons are required to perform the job at hand. Full power is available all the time as needed plus the precision and smoothness for slower, more intricate work as well.

*"Over the years, we appreciate that Tractors Singapore values Samwoh Corporation's patronage. Its Sales Engineer, Samuel Sum understands our business and has always been able to match the right machine to our requirements. These premium equipment have given us good returns on our investment. If and when, there are needs for maintenance, the Product Support team has been fast to respond. We are pleased with our relationship with Tractors Singapore,"* says Mr Elvin Koh, Managing Director, Samwoh Corporation.

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## **SAF YACHT CLUB TAKES DELIVERY OF NEW HOLLAND FORD MODEL TL90 FOR ITS SEMBAWANG MARINA**

***Right Machine, Right Fit For The Job On Hand***



(R-L) Tractors Singapore Sales Engineer, Lee Kok Bock showing SAF Yacht Club's Marina Executive, Andy Chong and Marina Manager, Allan Mok their new acquisition, the New Holland model TL90

With an impressive fleet of 270 crafts in its inventory and offering craft storage space at its Changi and Sembawang Club houses for both dry storage and marina walk-on berthing to the public, the SAF Yacht Club has put their 30 year old plus Ford tractor model 5000 fondly nicknamed "Grandpa" to the test and literally worked it well. "Grandpa" was the Club's asset for which the ROI (returns on investment) was a hundred fold over, proving it was worth every cent spent. Moving on with the times and requiring a machine which will match the multiple types of traditional and contemporary sea crafts, the committee at the SAF Yacht Club decided to retire "Grandpa" and to invest in one of its lineage – the New Holland model TL90.



"Trustworthy Grandpa – Ford Tractor 5000"

Powerful, innovative, operator-friendly, economical, efficient, robust are adjectives used to describe New Holland's TL90 and deservedly so. This is a modern tractor optimised for versatility. Its new front axle on four-wheel drive allows a limited slip differential for maximum power delivery. The 30 kph 12 speed transmission has been proven stable and safe when tested in demanding situations. It is an ideal machine for haulage needs. Its 12 x 12 Synchro Shuttle allows for the right speed for every operation. The TL90 has an advanced implement control wherein the mechanical draft control uses proven Flexion Bar lower link draft sensing for maximum performance. New Holland's proven Lift-O-Matic™ system is also fitted herein.

With these characteristics and the assurance of "Grandpa's" performance, authorised distributor of New Holland equipment (to which Ford is now a part of), Tractors Singapore Limited's Sales Executive – Ismail Dawood was able to convince SAF Yacht Club's Marina Manager, Mr Allan Mok, that model TL90 with a 90hp engine was the right fit for their needs. It would be a cinch for the TL90 to tow the vessels for launching into the sea from their storage areas and vice versa. *"We are pleased with the recommendations put forth by the team from Tractors Singapore. Dawood and Lee Kok Bock (Sales Engineer) are professional and knowledgeable. SAF Yacht Club is satisfied with their customer relations as they visit us regularly at both Clubs and for minor issues, it is not beneath them to roll up their sleeves to help us resolve it. Our members are pleased we made the choice in opting for New Holland products as their vessels are towed and stored efficiently,"* states Allan Mok.

The SAF Yacht Club, founded 44 years ago by a small group of like-minded people was interestingly nomadic in its domicile...from an old warship to an island, to an airbase, then at the premises of a sailing club before settling at its present address in Sembawang. It has since grown into a Club for the 21 st Century. The SAF Yacht Club operates an additional marina at Changi which also uses New Holland tractors which have been working for 10 years and more. Tractors Singapore knows The SAF Yacht Club has chosen wisely. The New Holland TL90, coming from an ancestry of good "genes," looks set to serve The SAF Yacht Club and their members well.

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## SHARING NATURAL RESOURCES VIA THE SABAH SARAWAK GAS PIPELINE

***SDI-supplied Cat® generator sets prepare to play vital roles  
as the project nears completion.***

Natural gas is mainly used in the electricity generation sector as an alternative to oil and coal. Main benefits are that it is environmentally clean fuel and requires minimal processing prior to use.

The gas industry is expected to continue contributing to Malaysia's economic development in a number of ways, namely, fuelling the growth of industries, sustaining the exports from the Malaysia LNG (MLNG) plants and expediting gas field development to enhance the supply from new gas resources. In the domestic market,

development of the Sabah Sarawak Gas Pipeline (SSGP) project will ensure the availability of gas supply to Sabah and further boost the economic activities around that region, while sustaining liquefied natural gas (LNG) production in the Bintulu complex. As the country progresses, Malaysia will continue to implement energy policies that will promote and support the growth of its economy. Policies to diversify Malaysia's fuel sources, including the promotion of renewable energy, have been implemented by the government as the country faces the possible prospects of turning into a net oil importer by the early part of the next decade.



Cat Gas Engine Genset G3306



Cat Gas Engine Genset G3520C

Sime Darby Industrial, Power Systems has supplied one unit each of Cat G3520C (1800kW) and Cat G3306 (88kW) for Petroleum application and custom-made by Caterpillar Custom Solutions for the Sabah-Sarawak Gas Pipeline project. These two units of Gas Engine Generator sets (GEG) are designated for installation and commissioning in two different stations, namely Bintulu Regional Office (BRO) and Bintulu Metering Station (BMS) respectively and will be operated by Malaysia National Oil Company, Petronas Gas Berhad.

Within the scope of supply, Sime Darby Industrial Power Systems also has been given the responsibility for providing engineering design, procurement, and construction of the electrical control systems, which consist of control panels, Auto transfer switches, load banks and etc. In addition, we will be responsible for supervision works during the commencement of site installation and commissioning activities which is expected in the first quarter of year 2012.

The Sabah-Sarawak Gas Pipeline (SSGP) project creates far reaching economic spin-off effects for East Malaysia (Sabah and Sarawak). The SSGP project involves the construction of a 500-kilometre long pipeline linking Kimanis in Sabah with the LNG (liquefied natural gas) Petronas Complex in Bintulu, Sarawak . (approximately 90km in Sabah and 422km in Sarawak ) . The pipeline system also has provisions for future domestic consumption in Sabah and Sarawak. It has the capacity to receive and transfer up to 300,000 barrels of oil per day and 1250 standard cubic foot of gas per day. The project contractor is Punj Lloyd and this four year project worth USD 1.2 billion is scheduled to be completed by 2012.

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## **MEETING CUSTOMER'S CRITICAL REQUIREMENTS SEES SATISFIED CUSTOMER REPEAT ORDERS**

### ***PAXOcean orders 8 Units of Cat@ C32 Marine Gensets***

PAXOcean Engineering Zhuhai Co., Ltd (PYOE) is one of the largest Sino-joint venture shipbuilding and engineering enterprises in Zhuhai, China. Located at the mouth of Hu Tiaomen River, the shipyard started operations in November 2007. PYOE's shipyard occupies a total land area of 240,000 m<sup>2</sup> , 600m coastline, 35,000 m<sup>2</sup> fabrication workshop and 10,500 m<sup>2</sup> slipway at a total investment of USD50 million. Its main products are Anchor Handling Tug Supply vessels, Offshore Supply Vessels and Platform Supply Vessels. It has an annual production capacity to deliver 10 to 15 ships.



Authorised Cat dealer for Hong Kong, Macau, Southern China and Xinjiang, The China Engineers., Ltd (CEL) has served PAXOcean Engineering for many years.

PYOE builds quality vessels and they ensure these are powered by superior engines. To date CEL has delivered a total of 22 units of Caterpillar models C18 and model C32 to power its AHTS.

PYOE purchased eight units of Caterpillar model C32 generator sets (910EKW/60Hz) from CEL to provide reliable power to its two diesel electric propulsion vessels that will be supplied at the end of the year. These will provide the power required by electric propulsion system and other equipment on the vessels. Two of these units will drive the external fire pumps.

Electric Propulsion Ship means the ship will be equipped with electric propulsion system rather than traditional mechanical propulsion, to distribute the generator output power to motor-driven propeller through switch panel. The traditional propulsion transfers the mechanical power from engine, gearbox, and shaft to propeller. Their implementations are different. Electric propulsion is taking steps to replace traditional propulsion with more benefits such as:

- a. Reduction in noise and emission
- b. Reduction in Equipment's wear and improvement to its efficiency
- c. Ease in operation and control
- d. A more flexible engine room



A Platform Supply Vessel being built at PAXOcean's shipyard in Zhuhai

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**TRACTORS SINGAPORE LIMITED  
RAISES MORE THAN \$20,000 FOR CHARITY AT ITS  
CUSTOMER GOLF TOURNAMENT AND DINNER 2011**



<L-R>: Members from TSL prompting guests to contribute to the charitable cause. The hole-in-one prize – a BMW 523i - sponsored by Performance Motors Limited.

Tractors Singapore Limited (TSL) held its 9 th Customer Golf Tournament and Dinner at the Sentosa Golf Club on 9 th September 2011.

The event was one with heart - to thank valued customers for their continued support and to raise funds for TSL's adopted charity, Assisi Hospice. Assisi Hospice provides palliative care services to adults and children with terminal illnesses, and TSL has been supporting the cause by organizing annual charity drives since 2006. All proceeds from the annual drive go to the hospice.

The weather was perfect for a round of golf, and proved to be a precursor for the day that was to unfold. To make the game interesting for the avid golfers, novelty events such as Nearest to the Pin and Nearest to the Line were included. To up the ante, golfers stood a chance to win a luxurious BMW 523i should they score a hole-in-one in one of the most challenging holes on the course.



<L-R>: Guests enjoying their dinner and company. The birthday boys, Mr Tan OH and Mr Ringo Chow, with Mr Ng PY and their birthday cake.

The charity drive continued as guests enjoyed good food, drinks and company. Performance and novelty prizes were also given out in the course of the dinner. The First Prize, a Tag Heuer watch sponsored by Cat Financial (Marine), went to Mr Douglas Tan of PPL Shipyard.

Sister Linda Sim and Ms Teo Siew Hong (Senior Manager, Community Engagement) from Assisi Hospice were present at the dinner to thank the guests and TSL for their kind support.

TSL would like to record its appreciation and thank its customers, sponsors and Caterpillar for their generous donations and contributions towards a good cause, and for making the event a success.



Mr Ng PY presenting the cheque to Sister Linda Sim from Assisi Hospice

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## SNIPPETS

### FROM ENGINES TO SOLUTIONS, CATERPILLAR® ACQUIRES THE PYROBAN GROUP LTD

*Combination will provide single-sourced, fully integrated solution to Cat® customers worldwide*

Caterpillar's purchase of the Pyroban Group, completed in August 2011, will allow Caterpillar Global Petroleum to offer customers an enhanced range of Cat brand fully-integrated power solutions and grow its presence in the global hazardous area protection and safety solutions industry. In turn, the global Cat Dealer network will bring these industry leading solutions and in service support to their customers.

Headquartered in Shoreham-by-Sea, United Kingdom - Pyroban is a leading provider of hazardous area safety solutions to the global oil and gas, industrial material handling, mining and marine markets. These are highly engineered solutions which are highly sought after.

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### CATERPILLAR TO OPEN FACILITY IN CHINA TO PRODUCE UNDERCARRIAGE COMPONENTS FOR HYDRAULIC EXCAVATORS

Caterpillar Group President with responsibility for Customer and Dealer Support, Stu Levenick, announced that Caterpillar plans to open a new manufacturing facility in Xuzhou, Jiangsu Province to produce undercarriage components and track assemblies for Cat hydraulic excavators. This 193,750 square metre facility will be located adjacent to the Caterpillar Xuzhou Ltd hydraulic excavator facility in the Xuzhou Economic Development Zone. Production is scheduled to commence in mid-2012.

Together with Caterpillar's joint venture – AsiaTrak Ltd in Tianjin, which also manufactures undercarriage components and track, Caterpillar is well positioned to meet the long-term demands of customers in China and Asia/Pacific.

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### CATERPILLAR COMPLETES ITS ACQUISITION OF BUCYRUS INTERNATIONAL INC

*MINING CUSTOMERS TO BENEFIT FROM  
BEST PEOPLE, BEST PRODUCTS AND BEST FACILITIES*

Driven by a key strategic imperative to expand its leadership and support for customers in the mining industry, Caterpillar Inc announced it has completed its acquisition of Bucyrus International, Inc valued at approximately US\$8.8 billion (including net debt).

For almost a century, Caterpillar and Bucyrus equipment have worked side by side in mines worldwide, The purchase of Bucyrus is a great strategic acquisition for Caterpillar. The benefits include higher sales of new equipment and aftermarket parts and support, lower product cost and greater reliability driven by the use of Caterpillar engines and components in Bucyrus products and improved service and lower owning and operating costs driven by Caterpillar's global manufacturing, supply chain and purchasing capabilities.

Caterpillar Group President, Steve Wunning will have executive office accountability for Caterpillar's Global Mining business, including Bucyrus. The Caterpillar Global Mining headquarters will be in Oak Creek, Wisconsin, USA and will include three mining divisions a) Integrated Manufacturing Operations b) Mining Sales and Marketing Division and c) Mining Products Division.

Research and views from various sources, including the leadership of Bucyrus, all pointed to preference for a

single brand - **Caterpillar** - for its mining products.

"Today's announcement marks the beginning of a new era in Caterpillar's mining business", said Wunning. *"The joining of these two iconic companies is an incredible combination. It positions us for long-term success in an industry with significant growth potential, and we intend to fully leverage our unique strengths to help the mining customer make money."*

Caterpillar is proud of its long-held distribution strategy of strong, entrepreneurial, independent dealerships and it plans to sell the Bucyrus distribution business to Cat dealers that support mining customers around the world.

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**SINGAPORE HR AWARDS 2011  
CONGRATULATIONS TO MR NG POCK YIN FOR ACHIEVING THE LEADING CEO AWARDS**

The HR Awards is an annual event organized by the Singapore Human Resource Institute of Singapore to honour companies and individuals in their drive for impactful human resource strategies. The event also serves as a platform to promote and recognize excellence within the HR profession in Singapore by highlighting leading organizational HR Practices and individuals.

This year, Mr Ng Pock Yin, Managing Director of Tractors Singapore Ltd was bestowed the Leading CEO Award. This award is given to a CEO who has demonstrated the ability to support, champion and endorse effective and innovative HR practices in the organisation that addresses both employee and organizational needs. The CEO also has to demonstrate effective leadership and integrity in driving and sustaining diversity and flexibility in the organization.

Congratulations to Mr Ng Pock Yin on his outstanding achievements.



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