Tractors Singapore Limited (TSL), the authorised Cat® dealer for the territories of Singapore, Maldives and Christmas Island (Indian Ocean) took part in the 14th edition of the Asia Pacific Maritime (APM) exhibition. Held from 16 to 18 March 2016 at the Marina Bay Sands Expo & Convention Centre, the biannual exhibition was a recognised maritime event with a total of 1,521 exhibitors from over 60 countries, and drew around 15,000 visitors this year.

Sales representatives from the Power Systems Divisions of TSL’s sister companies, Sime Darby Industrial Sdn Bhd (the Cat dealer for Malaysia and Brunei) and The China Engineers, Limited (the Cat dealer for Southern China, Xinjiang, Hong Kong and Macau) were also at the booth to lend support. The three Power Systems divisions are collectively known as Sime Darby Power Systems.

There were three key exhibits at the booth to appeal to the varied interests of visitors to the booth - ranging from the actual Cat C18 auxiliary engine on display; the AssetIQ™ Kit for Fuel Monitoring Systems; to the proprietary Caterpillar Vessel Information System (CVIS).

With ratings of 624/803 bhp (465/599 bkW) at 1800rpm, the Cat C18 ACERT auxiliary engine incorporates a separate circuit aftercooling system (SCAC) for all configurations, which reduces aftercooler corrosion since no sea water circulates through the aftercooler.

It has IMO II compliant ratings for heat exchanger or keel cooled options, and all major Marine Classification Society type approvals available from factory. The improved engine also minimises owning and operating costs.
The AssetIQ Kit for Fuel Monitoring Systems is one part of the larger Cat Marine Asset Intelligence solution which enables vessel owners and operators to monitor the real-time status of various components onboard their vessels, and convert the data into actionable information for the customer to make better operational or maintenance decisions. When the AssetIQ kit is used with Cat Product Link™ hardware and Web interface, users can retrieve performance information to:

- Maximise equipment efficiency
- Benchmark fuel consumption
- Reduce fuel costs
- Identify fuel theft, leakage and engine defects
- Remotely monitor the equipment

Also on show was an interactive real-time display showcasing the worldwide vessel fleet on CVIS, a Caterpillar-designed system which amalgamates data and allows the user to view the status, location and details of any IMO-registered vessel around the world.

Jonas Nyberg, Caterpillar Marine’s Regional Sales Manager for South East Asia and Oceania, was also a speaker at the APM Forum. He gave a preview of the new concept Cat Dynamic Drive, a solution that would lower Total Cost of Ownership and maintenance costs for vessel owners, which was also introduced during the marine customer seminar the week before the exhibition.

The exhibition was a good platform to touch base with customers, as well as broadcast Sime Darby Power Systems’ capability to offer more than just Cat engines and generator sets with the inclusion of Cat Propulsion and Cat Marine Asset Intelligence to maximise customers’ productivity and uptime – now our Cat customers can truly have it all.
CAT® EQUIPMENT DRAWS INTEREST AT MACI BUILD & HOME EXPO IN MALDIVES

Maldives Transport and Contracting Company Plc (MTCC), together with TSL, participated in the MACI Build & Home Expo 2016 which was held from 27 to 29 January 2016 at the Dharubaaruge convention centre in the Maldives. TSL is the authorised Cat dealer for Singapore, Maldives and Christmas Island, Indian Ocean.

Organised by the Maldives Association of Construction Industry (MACI) to showcase the latest progress and developments in the Maldivian construction industry, the exhibition was inaugurated by the President of the Maldives, Mr Abdulla Yameen Abdul Gayoom and attended by visitors which included government ministers and officials, international and local contractors, resort developers and building industry-related professionals.

Trade visitors at MTCC’s booth learnt about the wide range of Cat products available to address their construction needs, from heavy equipment such as excavators, wheel loaders and paving equipment to the latest technological innovation from Caterpillar® - Cat EMSolutions.

Cat EMSolutions provide Cat machine owners with real-time information on the status and health of their machine wherever and whenever needed. Using data collected from a hardware installed onto the machine, called Product Link and easy-to-use web-based analysis tools – VisionLink™, customers can make well-informed equipment management decisions that can help manage resources, control costs and improve operations. This effectively
minimises equipment downtime as any machine irregularity detected can be rectified before it results in major failure.

At MTCC’s booth, representatives from TSL were present to demonstrate and illustrate the benefits of Cat EMSolutions. It drew interest from visitors at the booth, as the live data and analysis of the health of Cat machines fitted with Product Link in Singapore were beamed in real-time, truly showcasing the remote monitoring aspect of the technological solution.

The MACI Home and Build Expo 2016 was a success, with more than 30 participating companies drawing over 2,000 visitors across three days and allowing the industry to know more about Cat equipment for the construction industry in the Maldives.

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INTRODUCING THE LATEST IN CAT® PROPULSION & CAT TECHNOLOGY AT THE CAT MARINE SOLUTIONS SEMINAR

With Tractors Singapore Limited (TSL) now awarded distribution rights for Cat Propulsion products, TSL - the authorised Cat® dealer for the territories of Singapore, Maldives and Christmas Island (Indian Ocean) - together with Caterpillar Marine Asia Pacific jointly organised a Cat Marine Solutions Seminar to broadcast TSL's expanded capability and to also showcase the latest Caterpillar® technologies available that can help marine industry customers reduce costs.

Held on 11 March 2016 at Raffles Marina, seminar participants included local shipbuilders, vessel owners, operators and designers.

Subject matter experts from Caterpillar Marine and TSL were on hand to share their expertise with the audience during the seminar, ranging from macro topics such as the marine market outlook to more technical aspects and new concepts in the pipeline from Caterpillar. One subject which drew much interest was the Cat Hybrid Thruster, a hybrid solution designed for all important vessel operating conditions, and outperforms conventional diesel mechanic on all partial load conditions. With this, vessel owners and operators can enjoy lower Total Cost of Ownership, with savings in fuel costs and maintenance in the long run.

Addressing the audience (from left): Jonas Nyberg - Regional Sales Manager for Southeast Asia & Oceania, Caterpillar Marine; Kervin Goh - Territory Sales Manager for Singapore & Thailand, Caterpillar Marine; and Pang Hee Jit (Asia Pacific Business Development Manager, Caterpillar Marine Asset Intelligence)

Cat Marine Asset Intelligence is yet another technological innovation by Caterpillar. A remote monitoring solution that enables vessel owners and operators to bring together all of the data onboard their vessels and synthesise data into actionable information, the solution allows the customer to make better operational or maintenance decisions in a timely manner. A wide variety of equipment onboard commercial vessels - ranging from gas turbines, diesel engines to a variety of auxiliary equipment such as thrusters, controllable pitch propellers, basically equipment with an electronic sensor output – can be monitored.

As part of the seminar programme, participants were also invited to an exclusive guided tour around the Cat Propulsion Factory located in Tuas, where the MTA and MTT series of Cat Propulsion propellers are assembled. Impressed by the facility and the manufacturing processes, the tour participants peppered the guides with questions, and the tour inevitably ended later than scheduled.
Participants decked out in PPE and viewing the assembly line at the Cat Propulsion factory

With Cat dealers such as TSL now able to sell full Cat Propulsion packages, or just a single Cat Propulsion propeller, Caterpillar is gradually appointing Cat dealers to provide aftersales support and service for the Cat Propulsion products. Existing customers can still approach their local dealer for product support assistance for their Cat Propulsion propellers in the meantime.

At the end of the seminar, three lucky draw winners were randomly picked by Mr Jonas Nyberg, Caterpillar Marine Regional Sales Manager for Southeast Asia & Oceania, and Mr Alan Ow, Managing Director of TSL, and walked away with a Cat watch each.

The event concluded with participants enjoying cocktails and dinner by the marina.

The event received positive feedback from the participants, who had the opportunity to network with their industry counterparts, and took away renewed insights on the solutions TSL and Caterpillar Marine had to offer.
Tractors Singapore Limited (TSL) is proud to be bestowed the title of achieving Asia Pacific's highest PODD (Percentage of Dealer Deliveries) financed in 2015 by Caterpillar Financial Services Asia Pte Ltd (CFSA)!

Mr Sam Kwun, Managing Director of CFSA (left) and Mr Danny Teo, General Manager of Equipment Sales of TSL (right)

Despite the multitude of financing options available from banks and financial institutions, the many advantages of financing Cat® equipment with CFSA with schemes specifically tailored for our heavy equipment customers have won customers over. Benefits include:

- Re-financing of equipment with high running hours
- Flexibility in payment structure
- Extension of credit terms
- Allows customers to free up capital outlay.

This provides additional value to customers when they purchase quality Cat equipment from TSL, with financing plans from CFSA enabling them to better manage their cashflow. It’s a win-win all round!

On 18 February 2016, TSL’s General Manager of Equipment Sales, Mr Danny Teo received a plaque commemorating this milestone from Mr Sam Kwun, Managing Director of CSFA. The plaque was presented in appreciation of the efforts of TSL, the authorised Cat dealer for the service territories of Singapore, Republic of Maldives and Christmas Island (Indian Ocean) in allowing CFSA to achieve a 90.4% financed PODD in 2015.

A FIRST FOR THE CHINA ENGINEERS, LTD'S POWER SYSTEMS DIVISION

APPLICATION OF CAT® C280 SERIES ENGINES IN CHINESE DIESEL ELECTRIC PROPULSION VESSEL
Accomplishing great strides since its conception more than five decades ago, initially as the Marine Geological Scientific Research Institute of Geological Ministry and later as the Guangzhou Marine Geological Survey (GMGS), GMGS has garnered numerous accolades for its work in China and collaborated with international bodies around the globe.

A scientific research institute under the China Geological Survey Bureau, GMGS conducts research and investigative studies on marine geology - both offshore and on-shore - around the Chinese seas, Pacific Ocean and the Antarctic Continent to locate and analyse new energy sources such as gas hydrates. Not one to rest on its laurels but instead, with foresight and to prepare for future requirements, GMGS commissioned the construction of a new scientific geophysical survey vessel with advanced seismic exploration capability.

The China Engineers, Ltd’s Power Systems Division (CELPSD) is proud to announce it has won the bid to power GMGS’ comprehensive survey vessel. The feather in CELPSD’s cap is the fact that this achievement marks the first application of the Cat C280 series engine in a diesel electric propulsion vessel to be built in China. (The China Engineers, Ltd is the authorised Cat® dealer for Southern China, Xinjiang, Hong Kong and Macau).

For this vessel, CELPSD will supply 4 x Cat C280-8 main diesel generators (2710 kW) and 1 unit of Cat C32 standby generator (874kW), and work with 711 Institute – a subsidiary of China Shipbuilding Industry Corporation - which will take charge of genset packaging, design, systems integration and testing.

Measuring 88 metres long with a width of 20.4 metres and 8 metres in depth, this vessel will be the most powerful and largest survey vessel CEL and 711 Research Institute have collaborated on to-date and comes equipped with an advanced 2D-seismic earthquake measuring technology, with the option to be upgraded to a 3D-seismic version. This survey vessel is one of the investments from the largest budget set aside for China’s national marine geological projects (totalling RMB$1.9 billion) and will be deployed in regional key marine geological survey and oil and gas resources survey expeditions.

711 Research Institute is a leading service agency on marine power and supporting services in the China domestic market, with experience in research, development, production, service, and project contracting. It serves more than 20 industries including Machinery, Petrochemical, Energy and Transportation in more than 30 countries. CEL and 711 Research Institute have cooperated and worked together to provide electric propulsion equipment and comprehensive system solutions for many domestic expedition vessels.
Earlier in 2013, the ship owners were invited to visit CEL’s Guangdong Headquarters to view the Cat C280-8 engine installation, and the Parts Warehouse and Maintenance Workshop. The workshop is certified the Gold Award standard in Caterpillar’s Marine Service Assessment (MSA) by DNV-GL.

The visit and CEL’s technical expertise impressed the owners; and increased their confidence in Cat products and services. The renowned excellent performance of the Cat C280 became one of the major plus points for its inclusion in their comprehensive geophysical survey ships.

The Cat C280 Series medium speed diesel engine has its beginnings in the Cat 3600 Series’ platform, which was produced 30 years ago in 1985. To date, there are more than 1300 units in successful marine applications around the globe. The C280 is one of the smallest and lightest models in the medium speed engine market at the same ratings and boasts of the following:

- Efficient operation
- Improved performance and function
- Environmentally conscious

Moving ahead and in alignment with China’s One Belt One Road initiative which would see new developments in the maritime route; CEL hopes to continue working together with 711 Research Institute, and contribute to China’s future maritime development through the supply of reliable Cat products, packaging and services.
Sime Darby Industrial’s Power Systems Division in pilot project with Oxycom Marine Sdn Bhd

Sime Darby Industrial Sdn Bhd (authorised Cat dealer for Malaysia and Brunei)’s Power Systems Division secured a deal with shipbuilder – Oxycom Marine Sdn Bhd (OMSB) to repower end-user Malaysia Maritime Enforcement Agency (MMEA or more popularly known as Malaysia’s Coastal Guards)’s 25-year old vessels. This is a pilot project to replace their existing Paxman engines.

Working with its valued customer OMSB – a ship building/repair company which prides itself on continuously achieving operational excellence and prioritises on customer satisfaction - Sime Darby Industrial Power Systems Division (SDIPSD)’s team meticulously studied customers’ requirements, bearing in mind the need for minimal modification to the vessel’s engine room. SDIPSD recommended Cat 3516C rating D @ 3386bhp as the most suitable engine in similarity and compatibility in terms of weight, dimension and rating. The minimum speed required is around 18 knots and the Cat 3516C can effortlessly achieve it.
In comparison with competitive brands, the Cat 3516C has renowned product reliability, lower maintenance cost.

To enhance their bid too is the fact that SDIPSD has an efficient product support network throughout the states in Malaysia with links to worldwide parts logistics.

With the award, the pair of Cat 3516C has since been delivered to customer’s site in Port Klang for installation and commissioning. Sea-trial is scheduled for June 2016. If this proves successful and meets critical customer requirement – SDIPSD hopes to work with Oxycom/MMEA on the repowering of the rest of MMEA’s fleet.

Globally, the Cat 3516C marine propulsion engine is a popular power choice with customers for its proven outstanding performance and product value. It is also backed by World-class Product Support offered through the Cat dealer network, providing customers peace of mind with the available schemes such as:

• Scheduled maintenance, including S•O•S sample
• Customer Support Agreements (CSA)
• Caterpillar Extended Service Coverage (ESC)

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