

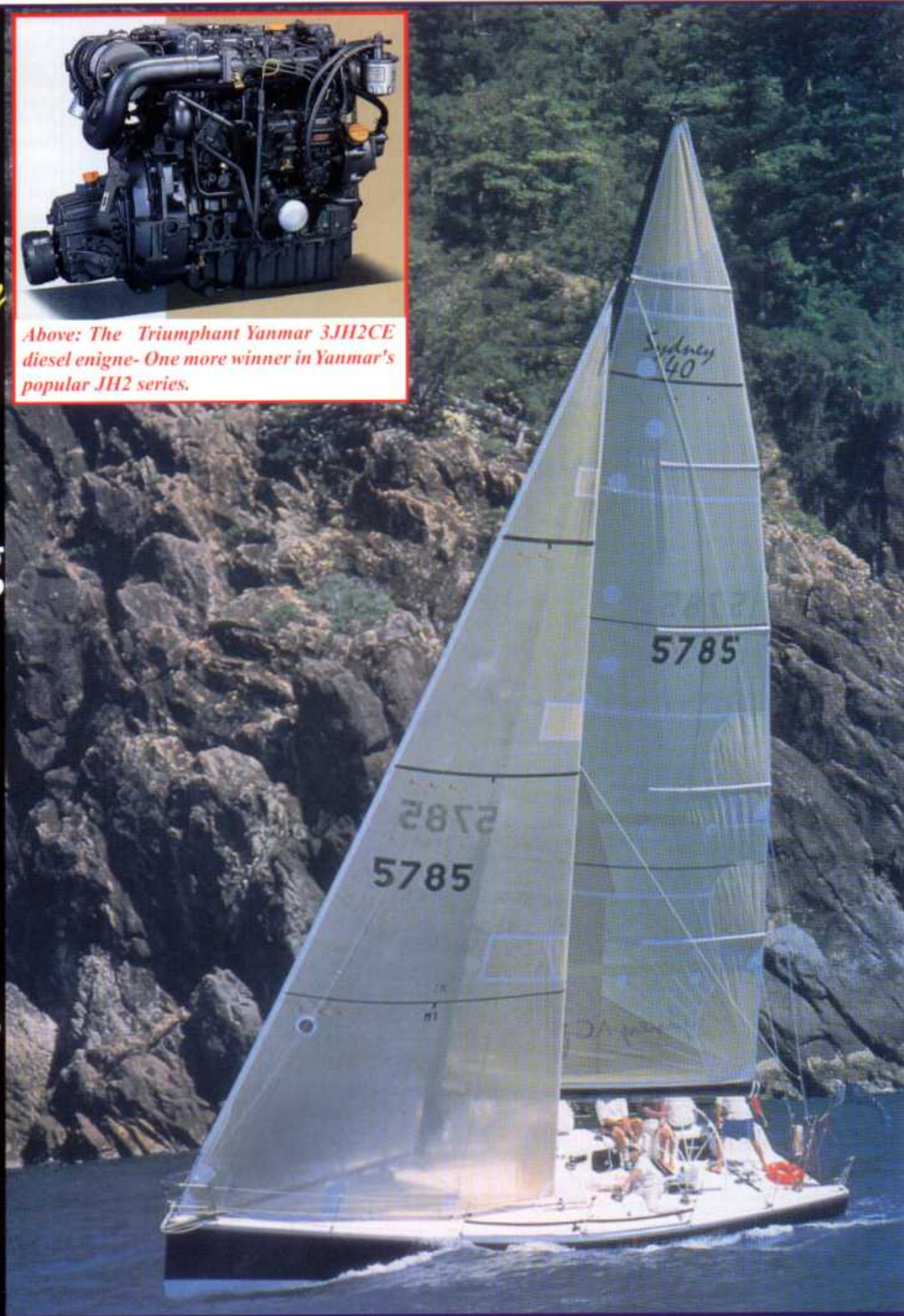
POWER NEWS

NEWSLETTER OF POWER EQUIPMENT PTY LTD - AUSTRALIA

The
Sydney
40
-
making
it's
mark
on
the
world.



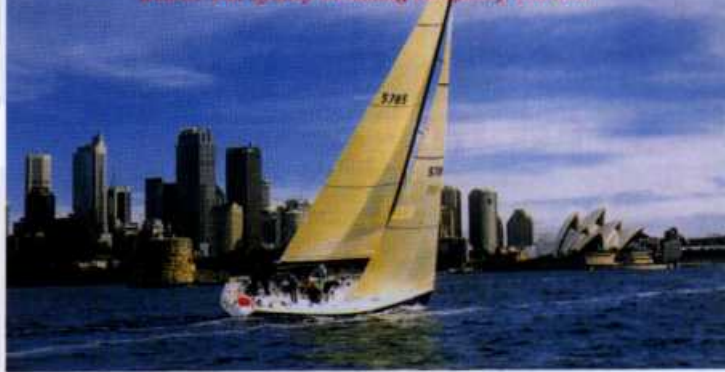
Above: The Triumphant Yanmar 3JH2CE diesel engine- One more winner in Yanmar's popular JH2 series.



**"A state-of-the-art supercharged one-design
Grand Prix racer...."**

- Iain Murray

Below: The Sydney 40 sailing on Sydney Harbour



From Page 1: The Sydney 40 made its mark on the world of international yacht racing even before the first of the class was launched.

This superbly designed and crafted 40-footer was chosen unanimously above 10 other powerful contenders to become a new one-design class racer for the Champagne Mumm Admiral's Cup - the worlds premier ocean racing team event.

One of the largest yacht building companies in the Southern Hemisphere, Bashford International manufactures its range of "Sydney Yachts" at it's facility located in Nowra, New South Wales to meet both Australian and International requirements. The range includes the Sydney 36, 41, 46 and 60 and are among the world's most successful racing yachts. The Sydney 36 was presented with the prestigious 1997 Australian Sailboat Of The Year Award.

The Design of the Sydney 40 is from the internationally acclaimed group of Murray, Burns and Dovell. In recent years these highly experienced designers and yachtsman have combined their talents with those of Bashford International and achieved outstanding success in some of the world's most prestigious and keenly contested races and regattas. As with all Bashford produced yachts Yanmar was again chosen to power their latest offerings.

PRINCIPAL DIMENSIONS

- Length Overall: 12.5m (41')
- Draft: 2.68m (8' 9")
- Length on the Water: 10.75m (35' 3")
- Displacement: 5750kg (12680 lbs)
- Beam on Deck: 3.7m (12' 2")
- Sail Area: 92 sq m (990 sq ft)

ENGINE SPECIFICATIONS

The Sydney 40 is installed with a Yanmar Saildrive Diesel Engine.

- | | |
|--|---|
| Engine Model: 3JH2CE | Saildrive Model: SD31 |
| Configuration: 4-stroke, vertical, water cooled diesel engine | Reduction Ratio: 2.31 ahead |
| No. Of Cyl: 3 | Propeller speed: 1471 |
| Bore x Stroke: 82mm x 86mm | Direction Of rotation: Counter Clockwise |
| Displacement: 1.363 lt | Lubricating: Splash |
| Max. Output: 28.5kW (38.7hp)/3600 | Dry Weight w/eng: 198kg |
| Combustion System: Direct Inj | |
| Starting System: Electric | |
| Cooling System: Fresh Water | |

**Atlas
Copco's 'L'
Range**

Atlas Copco's L range of oil-lubricated and oil-free, air-cooled, reciprocating air compressors for industrial applications are renowned for their Performance, Reliability and Market leading technology.

The L range of air compressors (see photo below) offers variants from 1.5 to 15kW with free air deliveries ranging from 2.5 to 31.7 l/s and 10, 15, 20 and 30 bar working pressures. Atlas Copco also offer a complete range of options to compliment these compressors, such as receiver mounted variants, silencing hoods, desiccant dryers etc.

For applications where no electricity supply is available Atlas Copco offers a belt driven diesel variant using the Yanmar L series air-cooled diesel engine. The Yanmar easily fits onto the standard Atlas Copco mounting kit for belt drive applications and is used for applications from 1.5 to 5.5kW.

Atlas Copco is not only concerned with compressor performance and reliability but also with service support throughout Australia and thus only use components which compliment their equipment.

For more information please contact Atlas Copco on (ph) 02 9621 9622 or email andre.van.der.heyde@atlascopco.com. Visit their home page: www.atlascopco.com

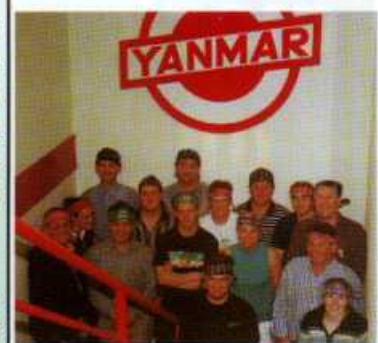


**National
Bandanna
Day 1998**

On October 30, Power Equipment took part in National Bandanna Day - the annual fundraiser and awareness day of CanTeen, The Australian Teenage Cancer Patients' Society.

As a cancer awareness exercise Power Equipment sent Bandannas out to customers and suppliers and received a terrific response. One customer (Scan Hi) sent in a donation, a supplier (AEI) decided that it was a great idea and ran a similar exercise, and Thompsons Office Supplies contacted the organisers and purchased Bandannas for all their staff.

Power Equipment has become more aware of the much needed support for people such as those living with cancer, and as an annual supporter of Daffodil Day (raising funds for cancer research) we believe that volunteering to promote National Bandanna Day is the next step in our small contribution to helping beat this dreaded disease.



Above: Head office staff wearing their Bandannas

Dependable Power Units; Anywhere, Anytime. * Compact Dependable....

* Compact, Dependable Power Units; Anywhere, Anytime.

BAMAWM PUMPS

Product: Bamawm Pumps 8" Centrifugal Fabricated Pump.
 Engine: Yanmar TF160E, 14hp Continuous.
 Applications: - Flood Irrigation Of Crops & Pasture.
 - Re-use of water for salinity control or effluent control.

For more information please contact Bamawm Pumps on (03) 54 865 496



SCAN HI



Centre of display is Scan Yanmar 3TNE74-G1A e an ACP-100 automatic c electric appliance is swit

Suited to rural properties

Behind the TNE and to ACYN5E also fitted with 5.5 kVA capacity in this r and business as well as t

For more information pl

KY GENERAL ENGINEERING

Product: Ky General Engineering 8" Centrifugal Pump
 Engine: Yanmar TS190RS, 16hp Continuous.
 Applications: Flood irrigation of pasture used for dairy cattle grazing.

For more information please contact Ky General Engineering on (03) 58 521 589.



YANMAR STEALS THE

In October of this year the Elmore Field Days were held in Northern Victoria. Yanmar's Compact Power Unit range was well represented by Power Equipment's OEM's as the surrounding photos show. Other applications are also represented in this colarge to show the unique diversity of the Yanmar diesel range.

FACTS: Compact Power Units

Yanmar compact industrial diesel engines feature air-cooled and water-cooled diesels.

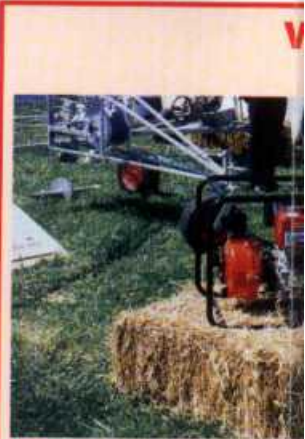
- ☺ Air-cooled LA engines are lightweight and compact. They can be used for a wide range of applications - generators, pumps, light construction equipment, agricultural machines, mowers, sprayers, air compressors etc.
- ☺ Built-in reliability, together with performance, this is the TNE concept. Yanmar's long history of matching industrial diesel engines to a wide variety of machinery insures a best match for your needs.

ONGA PUMPS



Product: Farmmaster Engine Driven Jet Pump
 Engine: Air-Cooled L Series Engine
 Applications: - High pressure versatile firefighting and general purpose pump.
 - Pressures to 170psi - 1165 kPa using shallow well injectors.
 - Pumping from bores down to 200feet using deep well injectors.

For more information please contact Onga Pumps on: (03) 9828 1500



Dependable Power Units; Anywhere, Anytime * Compact

Compact, Dependable Power Units; Anywhere, Anytime.

Hi built 6.5kVA Generator powered by a fine - ACYN6.5D4 unit is also fitted with control panel which starts generator when an

and small business.

right is an L Series powered generator - CP-100 control panel. Scan Hi offer 2 - ge, and they suit stand by power for home esman.

contact Scan Hi on (03) 9428 1429.



93117/93217 - Yanmar Diesel Engine

DAVEY PUMPS

Product: Davey 93117/93217 Diesel Drive Pump.

Engine: Yanmar L Series, 6hp.

Applications: Water Transfer and Low Head Irrigation Duties

For more information please contact Davey Pumps on 1300 367 866

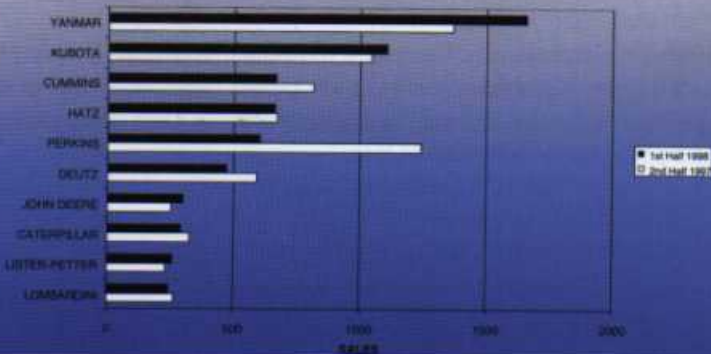
YANMAR

THE SHOW

TF/TS engines are horizontal, single cylinder, water-cooled diesel power units. Designed for easy operation and handling in industrial and agricultural applications, versatility is the biggest selling feature, with power take-off possible direct from the flywheel, otherwise by vee - flat-belt drive.

NOT ONLY DO THEY WATER THE MILES OF FIELDS, THEY LEAD THE REST OF THE FIELD BY MILES AS WELL!

TRENDS IN SALES OF LOOSE DIESEL ENGINES AND POWERED GENSETS IN AUSTRALIA - TOP 10 MANUFACTURERS JANUARY TO JUNE 1998 VERSUS JULY TO DECEMBER 1997



MONO PUMPS



Product: AGM High Capacity Remote Location Pump.

Engine: Yanmar TF Series Engine

Applications: A superior high capacity pump for all occasions - whether it be filling a tank from a dam or pumping over hills for several kilometres.

For more information please contact Mono Pumps on (03) 9580 5211

PATERSON PUMPS

Product: 9" Paterson Pump.

Engine: Yanmar TF120E Diesel Engine and Protection System

Applications: - Salinity Control Re Use Pump.
- Corn or Soya Bean Re Use Pump.
- Dairy Farm Re Use Pump.

For more information please contact Paterson Pumps on (03) 54 809 470.



VAUGHAN IRRIGATORS

Product: 2" High Pressure Pump. Built by Vaughan Irrigators to power their mobile irrigator.

Engine: Yanmar L Series Engine.

Applications: Used to distribute run off from dairy yard onto pasture to promote growth and stop contamination of waterways.

For more information please contact Vaughan Irrigators on (03) 5743 15600



*** Compact, Dependable Power Units, Anywhere, Anytime. * Compact, Dependable Power Units, Anywhere, Anytime. * Compact, Dependable Power Units, Anywhere, Anytime.**

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TEAM PLAYER



DARREN RYDER

Position: **H.O. Internal Sales Co-Ordinator, soon moving into Power Product field sales.**

Schooling: **Year 12 & Tertiary**

Best TV Show: **The Simpsons**

Best Film: **The Game**

Favourite Food: **Seafood**

Favourite Drink: **Bourbon**

Hobbies: **Golf, Garden, House**

Philosophy Of Life: **Work Hard - Play Hard**

Most Admired Person: **Sean-Claude Van Damme.**

Favourite Rock Band: **Various**

Do you keep fit? **Yes**

Favourite Dinner Guests: **Stephanie Seymour.**

Least Known Talent: **Cooking**

Favourite Holiday Spot: **Echuca/ Bali**

New Years Resolution: **Save some money (still can't do it).**

Employment History: **Power Equipment Pty Ltd 5^o years - climbing the corporate ladder.**

What would you like to see PE achieve in the next few years: **Exceptional growth and maintaining No. 1 Australian supplier for Industrial and Marine Diesel Engines.**

Powered By Yanmar

Below: Tested in the waters off Australia's Gold Coast was the 'NSICT 2' Semi SWATH Catamaran. The Cat performed well, especially in head sea conditions and achieved a maximum loaded speed of 29 knots with twin 420hp Yanmar Diesel Engines.



First Samson catamaran for India's first private container terminal

Presenting 'NSICT 2' the 15m passenger ferry catamaran with its two powerful 6CX-ETE Yanmar Diesel Engines.

This 80 passenger ferry was built by Samson Marine. It has a GRP/Balsa Cone Construction with a Semi Warth Hull fitted with bulbs and was designed by Scott Murphy of Asdmar Pty Ltd.

Asdmar Pty Ltd was formed as ADS Marine in 1976 as an independent company to provide marine design and consultancy services to the Australian Maritime Industry. The company has been successfully developing displacement catamarans, hybrid swath/catamarans and stern landing vessels. To date, 24 countries have built Asdmar designs, or have used Asdmar's consulting services.

This catamaran was built for the Nhava Sheva International Container Terminal in Mumbai (Bombay), which is India's first private container terminal. The vessel will transport labour from Nhava Sheva to Mumbai on the other side of the river. Wave heights in the area are up to two metres and the Samson Cat was chosen because it was the best performance craft for the task.

THE POWER

As mentioned above this Asdmar Catamaran is powered by 2 of Yanmar's 6CX-ETE Diesel Engines which are rated at 420hp @ 2700rpm with ZF301PL 1:86:1 ratio transmissions driving 25" x 25" 4 blade propellers, through 2" 2205 stainless steel propeller shafts.

These engines are an elite new engine to serve top-of-the-line boats, and the 'NSICT 2' is no exception. Sandy Davie of Asdmar commented on how impressed he was with the clean running and exceptional performance of the Yanmars which have put Power Equipment in good stead for future orders from Asdmar.

MODEL	6CXM-ETE
Configuration	4 STROKE VERTICAL WATER COOLED
No. Of Cyl.	IN - LINE 6
Bore X Stroke	100mm X 125mm
Disp (L)	7.127 LITRES
Cont Rating	375HP @ 2600RPM
Max Rating	420HP @ 2700RPM
Combustion	DIRECT INJECTION
Aspiration	TURBO CHARGED/INTERCOOLED
Dry Weight Ex G/Box	820kg
Dry Weight Inc G/Box	893kg



TAMAR TAKES ON THE ARMY

Right: The successful Army Pump Unit from Tamar Designs.

Far Right: The final check is made for the last 55 Pump Units to go to Puckapunyal Army Base. Centre Of Photo John Keogh - Production Manager for Tamar Designs.

Over the last 2 years Tamar Designs of Exeter Tasmania, have been fulfilling their tender for a general purpose, diesel driven water pump for the Australian Army.

The last 55 pumps left Tasmanian shores and headed off to Puckapunyal Army Base in Northern Victoria in November this year.

The pumps are powered by a Yanmar 10hp L100AE-D which will now join L48's and L70's already in operation with the Army. The multi purpose pumps are to be used to help fight fires and also transfer water from places such as creeks through water purification plants for personal use.

Initially Tamar Designs made a prototype using a specially designed pump, frame and the Yanmar L100 engine. For 3 months these prototypes were tested under extreme weather conditions and terrain including being dropped off the back of trucks. When these sets were returned, the Army required only a few changes made to strengthen the roll frame to cope with the arduous conditions experienced.

The Australian Army now has in excess of 2000 Yanmar Diesel Engines powering equipment such as battery charges, generators and pumpsets etc.

Power Equipment enjoyed an excellent working relationship with Tamar Designs over the last 2 years whilst working on this Army project, and look forward to other such projects in the future.



A CHRISTMAS MESSAGE

Once again Christmas is looming like a Scud Missile on the horizon; its hard to believe that Summer Holidays are only weeks away and my mind can't help but drift to the delights that await. '98 has been another big year at Power Equipment and our growth has continued at a controlled but break neck pace.

Earlier this year we released the new 250 and 300hp Yanmar/Mercruiser Sterndrive packages which have immediately won the hearts of "people in the know". Many units are now in service and without exception, Boatbuilders and End Users alike have had nothing but praise for this package. We have also earned the confidence of many Commercial Marine Operators and have witnessed a healthy flow of new orders for Yanmars Heavy Duty Marine Engines for a broad range of crafts and applications. Being a "newer" area of our business activities, this is particularly pleasing to see. More recently we received our first shipment of the new 420hp 6LY2-STE series powerboat engines which were immediately sold and literally disappeared before our eyes, and with more orders in hand for delivery against future shipments this engine is "hot property"! Despite the enormous amount of marine activity, industrial engine sales are continuing to just keep their nose in front, albeit its going to be a fight right down to the June 30, '99 finishing post! Demand for our L Series engines remains strong and the 3 and 4 cylinder TNE series engines just keep going from strength to strength. The graph on the prior page confirms the overall customer demand for Yanmars excellent and very diverse range of diesel engines.



To all staff at Power Equipment and Yanmar, we thank them for their tireless efforts during '98, and to our great business friends and customers in Australia and Overseas we wish you all a very Happy and Safe Christmas and Prosperous New Year.

Allan & Avril Foster

