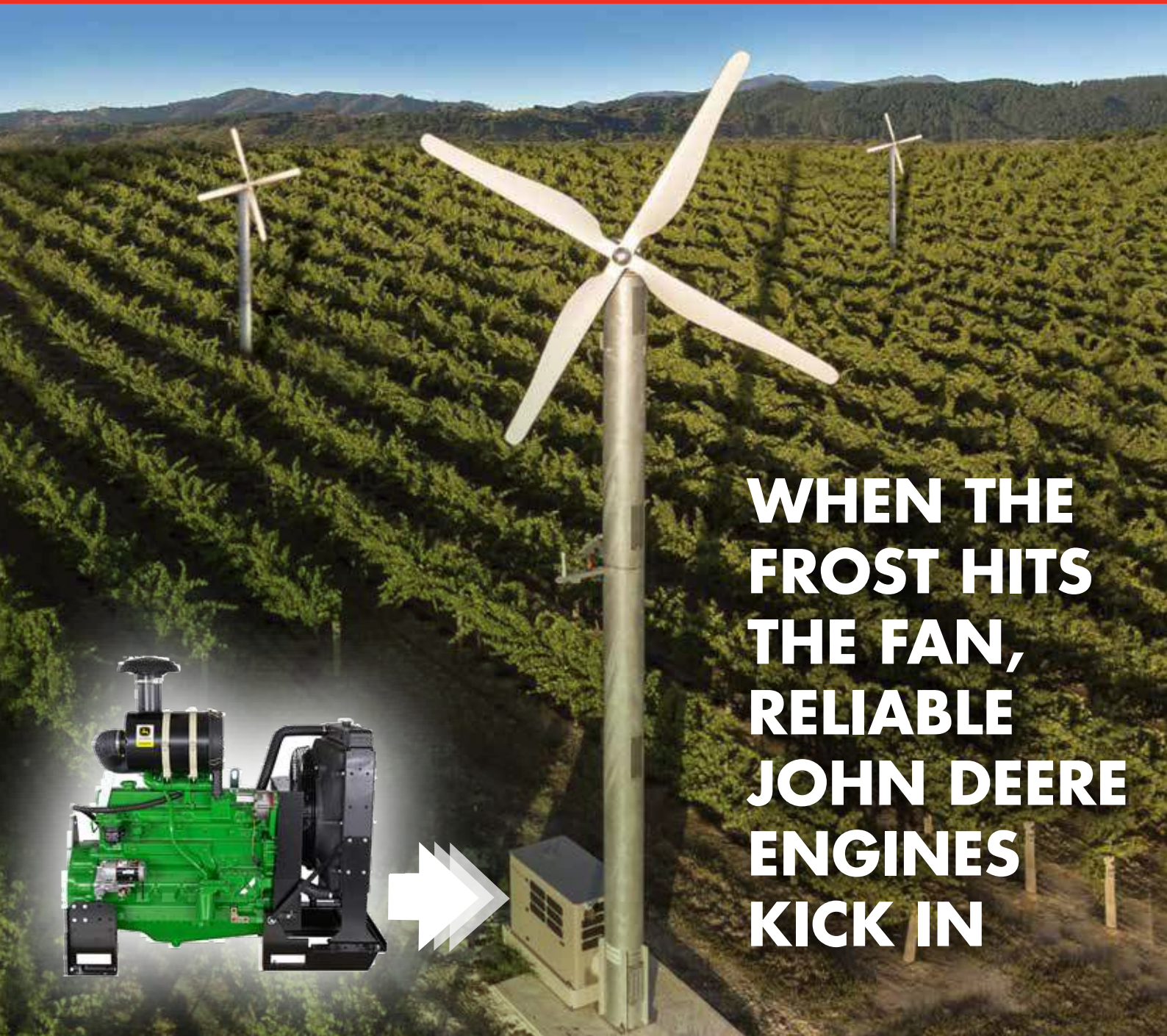


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Power*news* MAGAZINE

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**WHEN THE
FROST HITS
THE FAN,
RELIABLE
JOHN DEERE
ENGINES
KICK IN**



**REMARKABLE VERSATILE
NEW SHORELINE 86
POWERED BY YANMAR**

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'MELBA STAR'
SHINE BRIGHTER**

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POWERS ELECTRIC
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PE celebrates John Deere 1000 units sold milestone

We are proud to be celebrating almost two years since being appointed as the exclusive authorised distributor of John Deere industrial and marine engines in Australia, New Zealand and the South Pacific.



John Deere powered fire protection at Barangaroo Precinct, Sydney.



Our inclusion in the global family of John Deere Power Systems represents an exciting chapter in our company's history.

This was underscored in February when Power Equipment delivered its 1,000th John Deere industrial engine, a milestone which reflects the synergy of both organisations.

Power Equipment General Manager Luke Foster says the company already had a world-class infrastructure with automated parts picking and storage as well as an experienced sales and service team when it took on the distribution of John Deere industrial and marine engines.

"This meant we were well-placed to increase sales of John Deere engines in this region and we have since invested further to support the brand.

"We have invested more than \$5 million to bring in John Deere stock, and we have extended and modified our warehouse to cater for all of these new engines," Luke says.

Power Equipment national power products sales manager Dean Whitford says the company is very proud of what it has achieved in the past year and a half.

"It's taken an extraordinary amount of effort to reach this milestone. Taking on any new product range while ensuring the continuity of business is challenging, let alone the added pressure associated with maintaining the high level of customer service and expectation which comes with the John Deere brand and Power Equipment's own standards.

"Thanks to the efforts of the backend team here in Melbourne, and the professionalism of our area zone managers and dealers, the John Deere power systems products continued seamlessly into the market during the transition phase. From that point on we have experienced continued growth both with existing and new John Deere customers alike.

"Much of this growth can be attributed to the resourcing and drive Power Equipment has put behind the John Deere brand since its appointment in July 2017. As the sales have expanded, so have the resources and infrastructure to support it. There has never been any hesitation in the level of investment required to ensure Power Equipment can offer the right John Deere power solution in a timely and value for money package. This level of support and planning has been well executed by our team as a whole and we can

now see this flow through to the benefit of our John Deere customers, new and old alike," Dean says.

The 1,000th John Deere Milestone was achieved with the purchase of a 6068-HF475 FIRE PUMP SPEC engine by long term John Deere customer, Prime Pumps. The 6068-HF475 is a six cylinder turbo-intercooled 6.8 litre engine running a common rail electronically controlled fuel system producing 205 kW (273hp) at 2,400 rpm.

Prime Pumps Pty Ltd have led the way, designing and retrofitting specialist intercooler and heat exchanger systems required to ensure the suitability of the base John Deere engine. Prime Pumps has been delivering fire protection pump sets across Australia and overseas for more than 30 years and delivered its first high quality John Deere diesel powered pump solution into the Fire Protection Sector more than 10 years ago.

Amongst its more prestige installations delivered by Prime Pumps are the three commercial skyscrapers located in Barangaroo Precinct, Sydney in which 13 x heat exchanger intercooled modified John Deere powered fire protection pump sets were installed.

Dean Whitford believes Prime Pumps to be great example of where John Deere's range and quality of product service the Australian market.

"I think it's very fitting that the 1,000th John Deere engine sold through Power Equipment has been delivered to Prime Pumps. Prime Pumps pride themselves on setting the benchmark for high quality products and the best customer service within the pump service market, and this is reflected in their choice of John Deere engines.

"We look forward to continuing to offer Prime Pumps and the broader market power solutions driven by John Deere engines which are supported by Power Equipment's dedicated team of professionals," Dean says.



Although only a fraction of the total John Deere engine stock on hand, this recently erected racking system alone holds 144 4.5L or 6.8L John Deere engines. Such is PE commitment to support the sales growth of the John Deere product.

The problem with selling dependable machinery is that no one can say how fabulous your service is.

When the frost hits the fan, reliable John Deere engines kick in



The FrostBoss™

New Zealand Frost Fans owner and CEO Steve Haslett says his company uses John Deere 6068T1 turbo-diesel engines to power frost fans in several countries.

“We never have problems with the engines so we haven’t had to test Power Equipment. I have visited their plant in Melbourne and it has a very impressive parts facility.

“They have the knowledge and capability to service an original equipment manufacturer.”

Frost fans pull down warmer air from the inversion layer and spread it over crops to protect them from frost damage.

The fans are activated by temperature. The grower sets the temperature, depending on the crop and its particular sensitivity. When it drops to that temperature, the frost fan activates automatically.

New Zealand Frost Fans’ machines are called FrostBoss™ and the blade assembly sits atop a 10.3m tower. Each fan typically covers 6-8 hectares.

The blades on the FrostBoss™ are composites rather than alloy. This means they can be moulded into exactly the right shape so the full blade is producing a uniform wind momentum along its length rather than the tip doing all the work.



John Deere 6068T1

This optimises the coverage area per fan at an efficient low engine speed of 1750-1800 rpm at which the maximum torque of the attached engine is generated with industry-leading fuel efficiency and low noise emissions.

FrostBoss™ fans can be equipped with two, three, four or five blades. The more blades, the slower the fan can rotate, which means it is quieter and at the same time very efficient at moving large volumes of air.

Because FrostBoss™ machines are manufactured in New Zealand where the weather can be fickle, especially during spring and autumn, reliability is paramount for growers who use them.

“The engines are virtually indestructible and are a critical component for the overall reliability of FrostBoss™ machines.”

Steve Haslett, Owner and CEO, New Zealand Frost Fans

This is where the John Deere engines come in.

“We need a reliable, industrial, six-cylinder engine of 130-140hp,” Steve says.

“The engines do limited hours, but when they need to run, they have to run. You can’t take half an hour to fix them.

“They turn on in the middle of the night and quite often no one is around to fix them anyway. They need to go right away. We need reliability above everything else.

“The John Deere engines we use are mechanical and simple.”

The engine sits on a concrete pad at the base of the tower that holds the fan. It runs a drive shaft up the tower to the blades. All the grower has to do is top up the diesel, and run it once a month out of season. New Zealand Frost Fans employs a trained network of service technicians, with custom-equipped bucket trucks, to service the machines.

“The engines are virtually indestructible and are a critical component for the overall reliability of FrostBoss™ machines. Typically we expect at least a 25-year lifespan.”

New Zealand Frost Fans sells fans in every continent except Antarctica. The crops they protect include citrus, grapes, nuts, pip fruit and stone fruit. Some countries use different engines, but the John Deere engines supplied by Power Equipment are used in New Zealand, Chile and Turkey. Many Australian growers have strong links with John Deere and also request them.

“Power Equipment is professional and very proactive with our business. John Deere makes good, reliable engines that we are happy to use,” Steve says.

“They are well accepted in growers’ circles because of the link with John Deere tractors and pumps.”



The John Deere 6068 powered the FrostBoss™

The upgrade of a stylish, custom-made catamaran has been a great success thanks to her powerful new Yanmar engines and the skill of the marine engineers who installed them.

Catamaran ready for BIG ADVENTURES WITH NEW YANMAR Common Rail Engines

Two years ago Des Caling took ownership of the beautiful 48-foot Grainger catamaran, SV Dream Catcher, which was built on the Gold Coast in 2000.

Des wants to build up enough experience to sail Dream Catcher to some of the Pacific Islands, Western Australian coast and even on some ocean crossings. In order to do this he decided to enhance her cruising ability and remote capabilities.

Along with the new Yanmar marine engines, the improvements he commissioned included new electronics, backup satellite communications, high quality solar panels and batteries with 1000 amp hours capacity.

Marine engine installation experts, Moore Marine in Cleveland, Brisbane, guided Des when it came to replace the engines. The decision was made to install a pair of new Yanmar 4JH80 (80 horsepower) common rail diesel engines.

Moore Marine is an authorised sales and service dealer and preferred installer of Yanmar Marine engines through exclusive distributor Power Equipment.

The Dream Catcher already had 50 hp Yanmar 4JHA Series engines, which made the installation easier because the new, more powerful and fuel-efficient 4JH80 engines had the same footprint as the previous ones.

However, Des says, the skill and knowledge that Moore Marine brought to the job made all the difference.

“Moore Marine did an unbelievable job. Bruce Moore mapped out a proposal to lift out the old engines without damaging any of the interior and without cutting the hull or deck,” Des says.

In order to preserve the American white oak interior, it was necessary to carefully plan and execute all movements of the engines, both while removing the old ones and installing the new engines.

The new 2-litre, four-cylinder Yanmar 4JH80 engines deliver a maximum output of 58.8 kW (80 mhp) at a rated speed of 3200 rpm. They meet EPA Tier 3 emission compliance and come with a 2+3 year extended warranty.



Yanmar 4JH80 engine

They were matched to new SD60 sail drives, and Des had the boat computer-modelled for a custom propeller match.

“Dream Catcher has run as she should from the very first water test with the new engines, with no changes or rework necessary,” he says.

Yanmar has built innovative, reliable engines for 100 years. Its aim is to provide engines that are best in class not only for power, but also for low noise, emission levels and fuel efficiency.

His new Yanmar 4JH80 engines confirm this for Des. He says the fuel efficiency of Yanmar’s common rail diesel engines was one of the main reasons he stayed with the brand and the new engines are quieter than the old engines.

“There is a significantly noticeable difference in the saloon with engine noise when underway,” he says.

“And coupled with the electronic governor and fuel flow meters, they are a particularly good engine to find the ‘sweet spot’ on your vessel.”

Des says the 10.5-tonne Grainger will easily do 10 knots with the Yanmars at around the 3000 rpm mark, while he can achieve 8 knots with engine speeds in the 2400-2800 rpm range.

This means Dream Catcher can cover the nautical miles when the breeze doesn’t want to help and it is easy to cross bars.

As a cruising assist option, one of the 4JH80s can run in a motor/sail combination at around 1600 rpm. In this setting, Dream Catcher can travel 6 knots and fuel consumption is less than 0.5 litres/hour.

Des says he is completely satisfied with both his new engines and the job that Moore Marine did installing them.

“In my experience, the difference between a good and a bad engine installation can be a few thousand dollars but the potential problems a short time down the track can cost you much more than that.

“The Yanmars are great engines, however using Moore Marine to have them installed made a big difference, because they went the extra yards.”



POWER PROFILE	
Application:	Sailing Catamaran - Pleasure
Vessel Construction:	GRP
Vessel Name:	SV Dream Catcher
Vessel Owner:	Des Caling
Length (LWL/LOA):	48' LOA
Weight:	10,500 KG
Engine Model:	4JH80 x 2
Engine Power Rating:	58.8 kW (80mhp) @ 3200 RPM
Drive Configuration:	Sail Drive
Gear Ratio & Model:	SD60-4 Ratio 2.49:1
Electronic Control Type:	n/a
Top Speed:	10 Knots @ 3000 RPM
Propeller Size:	20" Diameter Folding
Technician Name:	Bruce Moore
Sold by:	Moore Marine
Repower Installation	
Completed By:	Moore Marine

“Dream Catcher has run as she should from the very first water test with the new engines, with no changes or rework necessary,”

Des Caling, Owner, Dream Catcher



Trouble-free John Deere engine drives massive new grain conveyor

An enormous new tube conveyor for shifting grain designed and built by Queensland industrial engineers Oztec easily gets all the power it needs from a John Deere 6068T1 industrial engine.

An enormous new tube conveyor for shifting grain designed and built by Queensland industrial engineers Oztec easily gets all the power it needs from a John Deere 6068T1 industrial engine.

Oztec manufactures grain and cotton-handling equipment for the agricultural sector, as well as industrial conveyors and other equipment for the oil and gas drilling and mining industries.

The Oztec range of grain augers and Tubeveyors come in a variety of lengths, diameters and engine sizes to suit any farming operation.

The new 40m Tubeveyor is the largest conveyor of its type the Toowoomba-based company has ever built.

Oztec Managing Director John Sheehan says his team designed and built the Tubeveyor for a farmer with specific requirements. It is a 600 mm-wide belt conveyor inside a 1200 mm tube and has the capacity to carry a wide range of grains.

"We have been building self-propelled augers and tube conveyors since we started in 2003, but this is the biggest one we have ever done," he says.

"It is run by a John Deere 6068T1 industrial engine, which is the same engine we have put in our earlier models. It is a very reliable engine and has more than enough power for this job as well. Over the last 15 years we haven't had one bit of trouble with these engines."

John says the Tubeveyor is unique in its size.

"With a belt conveyor like this you can only run it up to an angle of 25 degrees or the grain starts falling backwards on the belt. It is 40m long to get the height needed to fill silos that are 15m high.

"We could have built it as a shorter self-propelled grain auger, but over that height an auger puts a lot of pressure on the grain. The belt is a lot softer on lupins and chickpeas, so it handles the grain more gently. That's the main reason

this farmer went with the belt conveyor this long."

Oztec came up with a completely new design for the 40m Tubeveyor to give it a high level of stability. It features four wheels on 6m wheel centres.

John Deere's six-cylinder 6068T1 engine provides a continuous 127hp (106kW) at 1800rpm and features a dynamically balanced crankshaft, forged-steel connecting rods for increased durability, a self-adjusting Poly-vee fan drive that can be matched to specific application requirements, and replaceable wet-type cylinder liners that provide excellent heat dissipation.

"The engine is working well," John says. "We have put a Kensho K27 engine controller with it, which is a computer that provides the engine with greater protection and management.

"It is very easy to operate and has a lot of features which we don't need to use, but it has very extensive software in it and it

goes well with the John Deere product."

Oztec is looking forward to further developing its relationship with Power Equipment, since the company took over the Australian and New Zealand

distribution of John Deere industrial and marine engines.

"John Deere is a well-known name and that's an advantage for us. Farmers are confident they know what they are

getting and when they need parts or service, there are agents or dealers all across the country," John says.



The John Deere 6068T1 powered Oztec grain augers

Yanmar-powered FERRY

HEADED FOR BUSY LIFE

in the Seychelles

Queensland company, Wildcat Marine, has specified Yanmar 6AYM-WGT engines for the latest fast commercial catamaran it has built, and it says the results are superb.



“Yanmar engines are very smooth and their efficiency is good.”

Guy Obren, Wildcat Marine Managing Director



The Yanmar 6AYM-WGT in the engine room



Quality engineering Yanmar 6AYM-WGT engine

The new 27m Wildcat 2750 passenger ferry is destined for the Seychelles. Powered by two Yanmar 6AYM-WGT 911mhp engines, it will work seven days a week and put in an estimated 2,500 running hours each year.

Wildcat Marine Managing Director Guy Obren encouraged the owner of the new ferry to install the commercial-grade 6AYM-WGT Yanmars, although his fleet has used another brand of engine for many years, Guy says the owner visited Australia for a week of sea trials for his latest acquisition.

“He was very impressed with how quiet the engines were and the power of the boat. In fact, he admitted that if we had gone for the other brand of engine, the boat would have performed nowhere near as well,” he says.

It’s no fluke that the latest collaboration between Wildcat Marine and Power Equipment performed so well. Guy brings a wealth of experience to the table when it comes to projects such as the Wildcat 2750 and he knows what Yanmar engines can deliver.

“Every manufacturer claims their engine is the most efficient,” Guy says, “but you need to look at the specific application. Often the Yanmar will be the better option. Yanmar engines are very smooth and their efficiency is good.”

Though still a mechanically-controlled unit, the low-revving, 20-litre 6AYM-WGT is a tough engine that requires minimum downtime. It features stable lubricating oil consumption and long-life fuel valves at the tip of each injector.

They are kind on the environment because they create low particulates and NOx, SOx and carbon monoxide emissions. This means they meet strict International Maritime Organisation air pollution requirements.

“The ferry’s new owner has built boats himself and was quite fussy about what he wanted,” Guy says.

“He gets around 10,000 hours out of the other engines in his fleet. We would expect around double that from the Yanmars, which will pay off in the long term.”

The Seychelles sit about 1600 km off the coast of Africa in the Indian Ocean. It is an archipelago made up of many islands that range from coral atolls to large, mountainous land masses.

The Inter Island Ferry Operation operates between three of the largest inner islands of the Seychelles – Praslin, La Digue and Mahe’.

With visitors flocking from around the world to experience the pristine tropical waters of this island paradise, the new, cleaner-running Yanmars will be appreciated by locals and visitors alike.

“This client’s ferries operate in a relatively remote area. Being a mechanical engine, the engineers there will have a much better chance to repair any issues if required,” Guy says.

A typical run for the new vessel will be 10 km and take 14 minutes. It will do 10-14 return trips a day.

Operating speeds will be 22 knots, although initial sea trials of the Wildcat 2750 saw a simulated fully loaded wide open throttle return of 28 knots.

Guy says Yanmar is fastidious with installation checking, which gives owners an extra level of confidence.

“After initial trials, Yanmar puts a dial gauge on the engine’s crank shaft to ensure nothing has twisted in the installation. They know their

warranty is good and we know everything is 100 per cent accurate and the build is good.

“We also get personal service from Power Equipment. Power Equipment is very easy to deal with and you can ring up the people you need.”

Wildcat Marine was the main contractor for the new ferry build, with construction subcontracted to Brisbane-based Commercial Marine Australia.

Designed by JQ Stephens, the ferry has a length overall of 27.2m with a waterline length of just over 24m and beam of 7.8m.

The new Wildcat ferry has ZF 2050 transmissions, Furuno electronics and Freezetec water-cooled air conditioning. Beurteaux seating is also among a number of its higher-spec finishes.



Cat Rose's III ready for a sea trial



Practical and Functional Helm Station

POWER PROFILE

Application:	Commercial Passenger Ferry
Vessel Construction:	Aluminium
Vessel Name:	Cat Roses III
Vessel Owner:	Mr William Rose - Inter Island Ferry Seychelles
Length (LWL/LOA):	27.23m (LOA) 24.29m (LWL)
Weight:	69 Tonnes
Engine Model:	6AY-WGT x 2
Engine Power Rating:	670 kW (911mph) @ 1938 RPM
Drive Configuration:	Fixed Pitch Propellers
Gear Ratio & Model:	2.032:1 / ZF2050
Electronic Control Type:	ZF Mathers
Top Speed:	26 Knots - Cruise 22 Knots
Propeller Size:	36 x 41 x 5 CFoil - Teignbridge
Technician Name:	Brad Williams
Sold by:	Power Equipment - QLD
New Installation	
Completed By:	Wildcat Marine

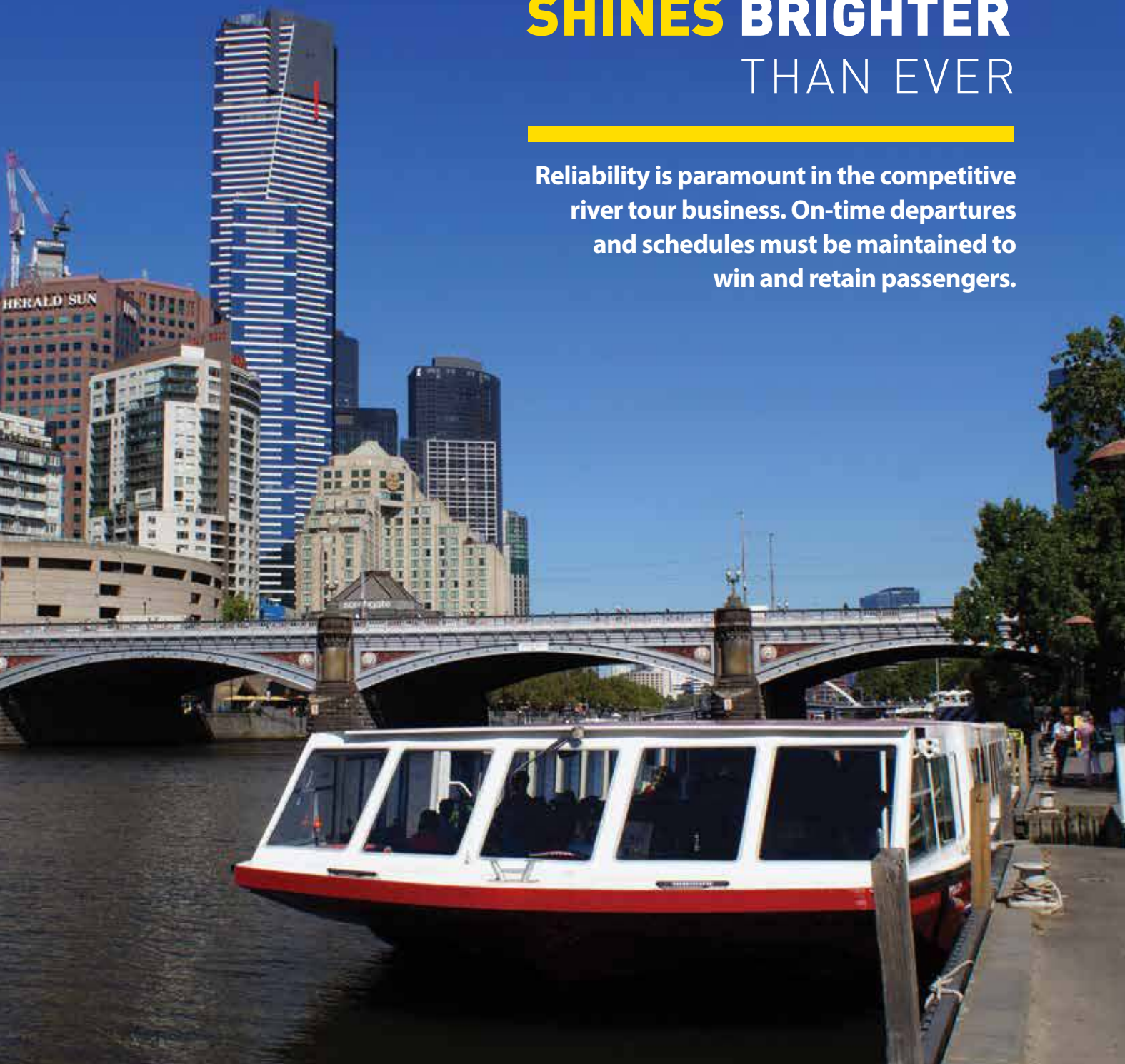


WITH NEW **DEERE ENGINE**

Melba STAR

SHINES BRIGHTER
THAN EVER

Reliability is paramount in the competitive river tour business. On-time departures and schedules must be maintained to win and retain passengers.



Melba Star passengers can enjoy the captain's commentary and hold a conversation without engine noise and vibration



Melba Star business owners, Con Sarrou and his partner Shelley Xu

On Melbourne's Yarra River, the *Melba Star* cruise boat is now powered by John Deere marine propulsion to deliver customers both comfort and a highly reliable service.

For more than 30 years Yarra River Cruises' *Melba Star* has been a popular choice for local and international visitors who want to see the booming city from a unique perspective. Recently Con Sarrou and his partner Shelley Xu purchased the business and they have brought with them a fresh approach to river cruising and events.

Self-admitted perfectionists who like to do things properly, Con and Shelley brought their management and marketing experience in the entertainment and hospitality sector to the city's key waterway. It was something of a business sea change for them.

"Yarra River Cruises was a good fit for our respective skillsets. Events and venue management is a space I am very comfortable with, and this is a tourism business on the water," Con says.

"We want people to return from a cruise and say 'We had a really good time'. We don't want to just sell a ticket, get them on and get them off."

While they inherited the purpose-built aluminium tri-hulled *Melba Star* (and its smaller sister *Bianca*), she was a few decades old and had a similarly-aged engine and propulsion system. Replacement parts for the old engine often had to be delivered from interstate, and they were at the mercy of freight companies that didn't share Con and Shelley's sense of urgency.

An upgrade was needed to deliver their vision of a total Yarra cruising experience.

So last year *Melba Star* was off to successful tenderer Mariner Engineering for re-powering with a new six-cylinder, 6.8 litre John Deere 6068AFM85 diesel engine as part of a major four-month refurbishment that included new interior trim, rebranding with a new corporate lively style.

Con grew up on a fruit orchard at Mildura on the Murray River and knew the John Deere brand's reputation with farmers and growers.

As part of the upgrade, the old stern leg propeller drive was replaced with a new jet propulsion unit to maximise the 22m boat's manoeuvrability.

"We're running tours every day with up to 100 people on board so we wanted a safe, reliable boat, including the engine," Con says.

Power Equipment marine sales engineer Darren Bird worked with Con and Mariner Engineering on the revamp of the *Melba Star*. Darren suggested they use the new turbocharged and intercooled John Deere 6068AFM85 which would meet the operational profile perfectly.

The John Deere 6068AFM85 is a fully commercial engine that has 250 hour service intervals. In this application, it is configured to its M4 rating of 223 kW (300hp) at 2500 rpm.

"This engine is common-rail fuel injected, so it is very fuel efficient and cleaner running, which is good for the Yarra River," Darren says.

Melba Star captain Jeff Cieslinski says storms or major rain events in the Yarra's headwaters or even intense local rainstorms along the river's many metropolitan tributaries quickly change the Yarra's water levels and currents, which can push boats around.

Yarra River Cruises' central city mooring at Federation Wharf is also subject to tidal influence and westerly winds blowing upstream from the Port of Melbourne. So the John Deere 6068AFM85 engine's power and torque are not wasted.

Generally river conditions are not an issue, however, as the electronic controlled John Deere's smooth, low noise propulsion system delivers a quiet, relaxing cruising experience.

Passengers can easily hear the captain's commentary, hold a conversation, or even communicate with friends and family around the world via *Melba Star's* free Wi-Fi while cruising, without engine or exhaust noise and vibration.

The quiet, smooth powertrain is also a major attraction for on-board events – weddings, parties, corporate functions and night cruises – which are part of the *Melba Star* experience.

Captain Jeff Cieslinski is very happy with the fit-out.

"It is a beautiful engine that is less noisy than the old one. It is quiet and smooth. It really hums," he says.

The new engine comes with the added advantage of being supported by the first class local dealer Mariner Engineering of Spotswood.

It goes to show that, even on Melbourne's Yarra River, 'Nothing Runs Like A Deere'.

POWER PROFILE

Application:	Tourism Operator Yarra River Melbourne
Vessel Construction:	Aluminium
Vessel Name:	Melba Star
Vessel Owner:	Con Sarrou
Length (LWL/LOA):	-
Weight:	-
Engine Model:	6068AFM85-M3
Engine Power Rating:	300hp @2500rpm
Drive Configuration:	DOEN DJ142 Jet
Gear Ratio & Model:	1.514:1 ZF280-1
Electronic Control Type:	-
Top Speed:	-
Propeller Size:	n/a
Technician Name:	Mariner Engineering
Sold by:	Darren Bird / Mariner Engineering
New Installation	
Completed By:	Mariner Engineering



"Melba Star" Captain Michael Lauwers is very happy with the John Deere 6068AFM85

A new multi-purpose fishing vessel paired with Yanmar 6AYEM-GT series engines is set to create waves in Western Australia's marine industry.

Remarkable versatile

NEW SHORELINE 86

POWERED BY YANMAR

"These engines keep running costs to a minimum, which is what commercial marine operators require."

Nick Marsden,
Power Equipment WA Sales Manager



POWER PROFILE

Application:	Wet Liner Fishing
Vessel Construction:	Aluminium
Vessel Name:	Ada Clara
Vessel Owner:	Western Wild Fisheries
Length (LWL/LOA):	86ft/26.2m
Weight:	64 Tonnes
Engine Model:	Yanmar 6AYEM-GT (S) x 2
Engine Power Rating:	1002mhp @ 2000rpm
Drive Configuration:	Shaft
Gear Ratio & Model:	MG6599A 2.48:1
Electronic Control Type:	Twin Disc
Top Speed:	26 Knots
Propeller Size:	Nakashima 5 blade 40.75D x 45.66P
Technician Name:	Jim Kibblewhite
Sold by:	Power Equipment - WA
New Installation:	Shoreline Marine/
Completed By:	West Point Engineering

A new multi-purpose fishing vessel paired with Yanmar 6AYEM-GT series engines is set to create waves in Western Australia's marine industry.

Shoreline Marine Fabrication based in Henderson built the 86-foot Global Marine Design aluminium vessel. It was launched for sea trials and systems testing off Fremantle in December, 2018 and it turned in an impressive performance.

Named the Ada Clara, the 26.2m long, 50 tonne fishing craft can carry a 14-plus tonne fuel and catch load and will take its place as the flagship for the Western Wild Fisheries company.

Ada Clara has two 737kW Yanmar 6AYEM-GT marine engines which are designed to minimise fuel consumption and optimise performance with precise digitally-controlled fuel injection.

Power Equipment supplied the engines and before the build, Power Equipment WA Sales Manager, Nick Marsden, met with the owner and Shoreline Marine to discuss the advantages of Yanmar's new electronic, common-rail version of the proven 6AY Series.

Nick says with its 20-litre displacement and a long stroke, the Yanmar 6AYEM-GT produces very high torque.

"Thanks to 500-hour maintenance intervals, long fuel injector life and Yanmar's renowned low fuel consumption, these engines keep running costs to a minimum, which is what commercial marine operators require.

"The key to the performance and efficiency of the 6AY Series is the new staggered injection nozzle and patented 'ASSIGN' combustion chamber design. Yanmar originally developed ASSIGN for

large bore, low speed propulsion engines, so it allows for a very wide rpm range and delivers outstanding fuel consumption."

Because this was the first time 6AY engines with ASSIGN have been used in this type of application, Shoreline Marine's installation attracted engineers from Yanmar Japan and Yanmar Asia (Singapore). They visited Fremantle during the Ada Clara's sea trials to get a first-hand look at performance of the 6AYEM-GT engine and how it performs and suits the Australian commercial fishing vessels.

Power Equipment National Marine Sales Manager Mark Butterfield says Australia is the biggest market outside of Japan for Yanmar 6AYEM-GT engines.

"6AYEM-GT engines are used successfully in many commercial marine sectors in Australia, and this latest application has shaped up as a fantastic fit," Mark says.

Mark says the Ada Clara's on-water speeds in initial runs were "remarkable".

Power Equipment Senior Service Engineer, Jim Kibblewhite, was also at the trials and he says the



The Ada Clara under construction

new vessel did better through the entire rev range of the engines than most he has seen.

"Her waterline length no doubt helps with that," Jim says. "At 75 percent engine load she achieved 19 knots, while at 50 percent load we were still clocking 16.5 knots."

The 737-kilowatt 6AYEM-GT engines are coupled to 2.48:1 gearboxes which allow one metre diameter propellers to be swung on the shafts.

"Even with a simulated full fuel and catch load put on board during trials, the engines lost less than 15 rpm at wide-open-throttle," Jim says. "This is proof of a good set up of electronically-controlled direct-injection engines and a quality installation."

The Ada Clara's engines produced no visible smoke during start-up or manoeuvring and very little during heavy load acceleration tests, which is in line with Yanmar's aim to produce engines that surpass global emission standards.

Shoreline Marine has built the Ada Clara to be a versatile vessel, and the design could have applications in other industries, including oil and gas, charters or marine research.

Ada Clara's initial work load will be line fishing for species-specific catches in deeper waters along the Western Australia coast. It will clock up around 1,500 hours a year on her engines, depending on weather and market conditions.

Fishing deep water takes a lot of steaming time. This means the power that the Yanmar

6AYEM-GT can produce combined with the speeds the Ada Clara is capable of, will deliver fresher fish back to market and a quicker turnaround.

The new owner says during its trials the Ada Clara showed excellent sea-keeping abilities. It is also very quiet which is good because noise equals fatigue in any working environment.

The decision to specify the Yanmar 6AYEM-GT engines was based on their power-to-weight ratios, service intervals, and speed ratios relative to fuel consumption.

The 6AYEM-GT engines provide easy access

to all maintenance points, even for major works if required. For example, individual pistons can be removed without removing the engine.

Everyone involved in the launch of the Ada Clara is happy with the results. Power Equipment is impressed with Brad Moseley's Shoreline Marine build quality and installation of the 6AYEM-GT engines.

The vessel's owner is equally happy with both Brad's team and Power Equipment. He says Power Equipment made sure everything would run properly from installation through to the sea trial.



Yanmar 6AYEM-GT

Classic launch more spritely than ever with *new* John Deere engine

The owners of the classic launch *April* are now enjoying its new amenities and additional power after a refurbishment by the Wooden Boat Shop, which included a new 112kW John Deere PowerTech™ marine diesel engine.

Built in 1972 from Huon pine, *April* is a 11.2 metre long cabin cruiser with a 3.96 metre beam that displaces 9 tonnes. Formerly named *Antonella*, she is beautifully proportioned and has a generous deck area where the owners and their families and friends can comfortably enjoy cruises around Port Phillip Bay and beyond.

Co-owners Peter Osbourne, Curt Leonard and Rick Gilbert took over *April* in 2016. They loved her classic appearance, spacious interior and solid construction. Given her age, however, they decided she needed a re-power and refurbishment.

This included a new deck, new gunwales, new steering and propshaft, the addition of a bow thruster, and a revamped cabin.

After its long service, the original 150hp engine had become a little unreliable for the busy shipping channels of Port Phillip Bay, much less trips out through the Heads.

"We were always concerned about the size and weight of this boat so we were looking for a 150-160 hp engine," Rick says.

"We found the compact John Deere 4045 would fit readily into the existing space and deliver the power we needed."

Power Equipment Marine Sales Engineer Darren Bird consulted with *April's* owners and the Wooden Boat Shop about the benefits of the John Deere 4045 engine.

"These include fact that the John Deere 4050TFM50 is a commercially rated engine with long, 3000-hour per year duty cycle and 250 hour service intervals," Darren says. "It also produces lower RPM and has more mid-range torque, so it is a quiet engine that delivers comfortable cruising."

Curt says he and the other owners were convinced. He has considerable experience in agricultural supply chains and food processing, so he was familiar with the outstanding reputation of John Deere engines.

The owners were also comfortable with the parts, service and customer support that is available through Power Equipment, the Australasian distributor of John Deere marine engines.

With an M4 performance rating the four-cylinder 4.5 litre turbocharged John Deere 4045TFM50 engine produces 112kW (150hp) at a rated speed of 2600 rpm. It is fitted with a reliable mechanical speed control and other features that deliver service flexibility and fast, easy maintenance.

Comfort for crew and passengers is enhanced by the use of a water-cooled exhaust manifold, internal balancers, and a lower rated speed. The owners of *April* say the boat's low noise



The John Deere 4045TFM50 in its new home



The John Deere 4045TFM50



Curt Leonard (Left), Peter Osbourne, and Rick Gilbert (Right), April's Co-owners

levels now allow normal conversation in the cabin, which was not possible before.

Wooden Boat Shop Shipwright General Manager Wayne Parr says the John Deere 4045TFM50 is a good fit for the boat.

"The John Deere worked out well. It is a very nice engine and was the best option for the job, given its high horsepower and low rpm relative to the physical size of the engine.

"It is a quality piece of equipment and it has greatly reduced noise and vibration. We also installed a large diameter five-blade propeller. This means *April* can cruise at 8 knots with the engine cantering at only 1800 rpm and the prop turning at just 725 rpm," Wayne says.

Wooden Boat Shop even modified the John Deere control panel to suit the boat's small dashboard.

Rick says he and the other owners are enjoying the launch's new look and feel.

"We had a really good run last year to the Portarlington Mussel Festival. We were coming well back into a southerly. It was rough. Water was coming over the bow and splashing on the windscreen, yet the boat felt almost like it was moored in a pen.

"The engine didn't miss a beat doing 1800 rpm and 7 knots into that wind and 1.5-2m swells. There were six or seven of us on board and we felt very safe."

Curt says the John Deere 4045TFM50 was able to propel the heavy launch effortlessly in the rough conditions. "And it is a helluva lot quieter, which is an important thing for us," he says.

Wayne Parr says that now that the Wooden Boat Shop has added the John Deere range of engines to its line-up it can offer its customers more choice when it comes to selecting the right engine for their boats.

POWER PROFILE

Application:	Pleasure
Vessel Construction:	Pompei Built Timber
Vessel Name:	April
Vessel Owner:	Peter Osbourne and Syndicate
Length (LWL/LOA):	11.2m
Weight:	8.3 Tonne
Engine Model:	4045TFM50-M4
Engine Power Rating:	150hp @2600rpm
Drive Configuration:	Shaft
Gear Ratio & Model:	ZF63 2.48:1
Electronic Control Type:	n/a
Top Speed:	9.5 Knots
Propeller Size:	25 x 18 x 5
Technician Name:	Wooden Boat Shop
Sold by:	Darren Bird / Wooden Boat Shop
New Installation Completed By:	Wooden Boat Shop



2019 Australian WOODEN BOAT FESTIVAL

The bi-annual Australian Wooden Boat Festival is a high point of the boating calendar in Hobart and a popular drawcard for wooden boat enthusiasts from around Australia and increasingly from overseas.



L to R: Noel Van Der Meulen, Darren Bird, Mark Butterfield, Jason Hodder and Michael Blair

This four-day festival is the largest gathering of wooden boats in the Southern Hemisphere and the beautiful craft on display extend from dinghies to yachts and tall ships.

Among those attending the festival this year were six members of Power Equipment both marine sales team and marketing specialist, Joy Wotherspoon.

Mark Butterfield, National Marine Sales Manager says Power Equipment once again had a strong presence at the Australian Wooden Boat Festival. We displayed a range of Yanmar and John Deere marine engines, Torqeedo electric propulsion systems and the world's most advanced diesel outboards – Dtorque (50hp) and OXE Diesel (200hp).

"We also showed a selection of Gori Propellers, MASE generators and PSS shaft seals to complement our marine engine range," Mark says.

Working with Power Equipment's Marine Sales Engineer Darren Bird at the festival this year was Power Equipment's Hobart marine dealer, Spectrum Engineering.

"Spectrum staff helped us set up our stand and joined the PE sales team that manned the display to help visitors with product queries," Darren says.

Power Equipment Senior Application Engineer Noel Van Der Meulen says a highlight at the Power Equipment stand was the special display of the two new diesel outboards.

"This was the first time that we have displayed the Dtorque and OXE diesel outboards in Tasmania. They attracted a lot of attention and many visitors were impressed by the new technology," Noel says.

Torqeedo Product Manager Jason Hodder says one of the most popular products at the stand was the Torqeedo electric propulsion systems. "We received many enquiries about the Torqeedo product and we enjoyed showing customers how fantastic the technology is," Jason says.



Power Equipment Stand at the 2019 Wooden Boat Festival

On the first day of the festival, Michael Blair, Pleasure Craft Engine Group Administrator / Branch Manager Queensland, and Mark took Joy to visit with many PE customers. Michael has attended the festival in the last seven times and has a depth knowledge of our products. He is able to point out which wooden boats were Power Equipment's customers, and introduce all the owners.

Joy says it was a delight to experience the festival and to visit with Power Equipment customers who are devoted to wooden boats.

"The festival is a brilliant celebration of our nation's rich maritime culture. It was exciting to see the wooden boats sail through the gate at the Constitution Dock and note that many of them are our customers," Joy says.

"It was a great experience for me to join the boat owners proudly showing off their wooden boats to the public. I am very proud to say many of those boats are proud PE customers."



Among the wooden boats and owners the Power Equipment team caught up with were:

STORM BAY



The magnificent 51-ft fishing smack Storm Bay was built in 1925 by the legendary shipwright Percy Coverdale and it has been completely restored by Tim Phillips and his staff at the Wooden Boat Shop in Sorrento, Mornington Victoria.

The boat has a 110 mhp Yanmar engine (4JH4-HTE) in the engine room. Storm Bay is an example of how modern marine engineering can help preserve our Australian maritime history. It is a favourite amongst Hobart aficionados. For more information about the boat, visit the Wooden Boat Shop's Facebook page.

BENITO



Pete Kass of Johns Bay Boat Company in South Bristol, Maine, USA built the lobster boat cruiser Benito to order for Will and Sally Baillieu of Cape Schanck, Victoria. For its trip Down Under Benito travelled 600 miles under its own power from South Bristol to Baltimore, Maryland. From there it was brought to Melbourne via the ship Wilenius Whilemsen.

Power Equipment supplied this lovely boat's Yanmar 6HY-700 ETE diesel engine and MASE genset. Benito now resides at the southern end of Port Phillip Bay, Victoria, and is used for fishing and family cruising around Bass Strait and Tasmania.

RACHEL CHRISTINE



Loyal Power Equipment customer Rodney Clark is the owner of the impressive wooden crayfish boat, the Rachel Christine. This boat was designed and built in 2002 by Malcolm Fergusson. It is the last Huon pine commercial fishing boat built in Tasmania.

Rodney told us that the Yanmar 6HA-HTE3 engine originally fitted into the Rachel Christine is still running brilliantly after 20,500 hours and is incredibly fuel efficient, and easy to maintain.

The Power Equipment team also said brief hellos to the owners of several other Yanmar-powered wooden boats and provided them with Yanmar floor mats.

Perth's *ELECTRIC-POWERED* ferries a popular favourite

The vessels that the Little Ferry Company runs on the Swan River in Perth have a yesteryear look, but are driven by a futuristic propulsion system.



“The performance of the motors has far exceeded my expectations. They provide good torque, they are economic, and they don’t have the noise or smell of diesel.”

Kevyn Townley, Owner and Skipper, Little Ferry Company



Kevyn Townley, owner and skipper of Little Ferry Company



MV Ellie J runs a two-stop service between Elizabeth Quay and Claisebrook Cove on the Swan River four times a day.

The vessels that the Little Ferry Company runs on the Swan River in Perth have a yesteryear look, but are driven by a futuristic propulsion system.

There is something soothing about watching the Little Ferry Company's 1920s-style ferries make their way gently along the river beneath the gleaming towers of steel and glass of Perth's central business district.

It is fitting then, that while they have a classic look, the ferries run the latest in marine propulsion technology. They are powered by quiet, powerful Torqueedo Cruise 4.0 electric motors, whose batteries are recharged by solar panels.

The two ferries are the MV Ellie J and the MV Jessica Leigh, and they run a two-stop service between Elizabeth Quay and Claisebrook Cove on the Swan River four times a day. They are also used for special tours and a transfer service to Optus Stadium on event days.

The ferries are so popular that the Little Ferry Company in Perth has been voted the number one cruise company in Western Australia by Trip Advisor.

Owner and skipper Kevyn Townley has run his ferries for three years using Torqueedo motors, and he says they are the quietest vessels on the Swan River.

“The performance of the motors has far exceeded my expectations,” Kevyn says. “They provide good torque, they are economic, and they don’t have the noise or smell of diesel. They provide an absolutely unique cruising experience.”

Power Equipment is the exclusive distributor of Torqueedo electric marine motor systems and it also provided Kevyn the banks of four lithium ion Torqueedo batteries that fuel the two 8 horsepower-equivalent motors.

Kevyn says on average the ferries cruise 6 hours per day, but they can do more when special tours have been booked.

“If we pushed the motors to the max we could get 12 to 15 hours out of the batteries each day,” Kevyn says.

A solar PV system sitting above the cabin structure of the ferries delivers recharge to the lithium battery system during daylight hours, while a mains power connection tops them up after hours.

All maintenance of Little Ferry Company's ferries is carried out at the Fremantle Power Equipment branch by Torqueedo factory trained personnel. Kevyn praises the passion Power Equipment has for the Torqueedo system.

His ferries were custom-built to run with the Torqueedo's electric drive system and he believes this has been a major contributor to the Little Ferry Company's success.

Torqueedo Cruise motors have a simple control system that covers range, operating load and GPS tracking. The motors are out of sight on the ferries.

“We get brilliant feedback about the electric motors,” Kevyn says. Customers who comment through Trip Advisor mention the beauty of the ferries and the quiet engines.

Along with the support from Power Equipment Kevyn points to the contribution of his crew (Mark, Rory, Bob and Ian), who have been with the company since it began.

“They each bring their own personality and unique contribution to the company. Without that combined effort we would not be here today,” he says.

The Little Ferry Company is optimistic about the future. It is making plans for a larger 50-seat, solar/electric/hydrogen ferry to operate on the Swan River.



Torqueedo Cruise 4.0 provides all the power the Little Ferry needs

New Yanmar 6LY-440 common rail makes *GREAT* jet boat *EVEN GREATER*



David McDonald, owner of Wild West Charters



Shooting Wild West Charters on the duty



The Yanmar 6LY440 common rail engine powers the Wild West Charters

Re-powering its 8.2m jet boat with a new Yanmar common rail engine has given Perth-based eco-tour company Wild West Charters an exciting edge. Wild West Charters owner David McDonald says while he was happy with the performance, reliability and economy of the 10-year-old Yanmar engine that was previously in the jet boat, he decided it was time for an upgrade.

To take the step up, David opted for Yanmar's new 6LY440 common rail engine because of its power improvements and low emissions. He also liked the additional 60 hp it promised, and he is more than pleased with the results.

"With the extra horsepower of the engine and the new efficiency of the water jet, my boat lifted out of the water like never before," David says.

Wild West Charters takes people out for fast jet boat tours showcasing the Swan River and Kings Park. A big attraction of the tours is the wild life that can be viewed just minutes from the city centre – including bottle nosed dolphins, ospreys and Western Australia's iconic black swans.

The aluminium jet boat at the heart of the business is called Ol' Mate Hoodlum. It was built in 2008 by Calibre Boats in Adelaide.

"The design and quality construction of the vessel has exceeded my expectations and stood the test of time for over 10 years," David says.

"I had been looking at the Yanmar new common

rail 6LY440 since it came on to the market. The previous Yanmar 6LY3A - UTP (380mhp @ 3300rpm) had been so wonderful and reliable for so long that I never even considered another brand."

Among David's priorities for the re-power were fuel efficiency and low levels of noise and exhaust. Being a 'fourth generation' 6LY Yanmar the new engine's mounting footprint was identical to the old one. This meant a perfect match-up with the existing ZF 280 gearbox and Doen DJ 120 jet unit.

"After discussions with Nick Marsden from Power Equipment's Perth office I ordered the engine through Parker Marine in Fremantle and did the installation myself," David says.

"The new engine seems to have more space around the engine bay and the 6LY440 actually weighed in 35 kg lighter than the 6LY UTP"

During the installation, the Doen DJ 120 impeller was removed and sent to the manufacturer for re-pitching in line with the extra horsepower.

David says improvements to Ol' Mate Hoodlum are significant.

"At idle the 6LY440 is notably quieter than the previous engine. You can actually hear the waves lapping against the hull over the engine at idle.

"Holshot was the most impressive aspect of the re-power and re-pitch. The vessel is up onto the plane within 30 ft when full of fuel and loaded with

"At idle the 6LY440 is notably quieter than the previous engine."

David McDonald, Owner, Wild West Charters

12 passengers. Top speed has also increased four knots from 33 to 37 knots."

David says a lack of turbo lag in the new common rail engine has improved the boat's ability to power out of turns.

"The total lack of smoke from the common rail engine at start-up and while underway is a fantastic credential for my business. You can hardly smell exhaust fumes." Operating from Elizabeth Quay in Perth's city centre, emission output was a huge consideration. The Yanmar 6LY440 exceeds the latest emission requirements.

Despite the extra 60 horses, there has been a notable reduction in fuel burn.

"At 30 knots the 6LY440 consumes a little under 50 litres per hour compared with 60 litres per hour for the same speed with the older engine."

The engine averages a fuel burn of 35 litres per working hour for its first 200 hours, which David says is amazing.

Another feature he is impressed with is the 6LY's new control helm, which is very comfortable when you hold onto the throttle all day, every day.

David is now planning another Yanmar re-power for a new boat. He hopes to add to the Wild West Charters operation.

"I'm looking to get hold of a new larger vessel and plan to put two new 6LY440's in her. It will be a boat we can take more passengers on slightly longer tours," David says.

Exciting times indeed for Wild West Charters and marvellous testament to the quality and service of Yanmar engines and the Power Equipment team.

POWER PROFILE

Application:	Light Duty Commercial - LDC - Jet Boat Tourism
Vessel Construction:	Aluminium
Vessel Name:	Ol' mate Hoodlum
Vessel Owner:	David McDonald
Length (LWL/LOA):	8.5 MTR LOA
Weight:	3500 KG
Engine Model:	6LY440 x 2
Engine Power Rating:	324 kW (440 mhp) @ 3300 RPM
Drive Configuration:	Doen Water Jet
Gear Ratio & Model:	ZF280-1
Electronic Control Type:	Yanmar VCS
Top Speed:	39 Knots
Propeller Size:	n/a
Technician Name:	Nick Marsden
Sold by:	Parker Marine, WA
New Repower Installation	
Completed By:	Owner - David McDonald

Carnac Island is the destination of Wild West Charters' four-hour return eco-tour from Elizabeth Quay. Whilst out on the sea trials, Jim Kibblewhite, Senior Service Engineer, was treated to a sighting of rare Australian Sea Lions that reside on the eastern cove and a visit from a pod of dolphins. David says he was proud to be able to show the Power Equipment representative first hand exactly what is on offer to local, interstate and international tourists each day on the Wild West Charters tours.



ROC Hydraulics and Tefco Trailers have set industry standards for high capacity bulk tipping trailers. But when a client recently wanted a new rig for their bulk grain and stockfeed delivery business it was a John Deere engine and its distributor Power Equipment that provided them with the right package.

John Deere ‘the right package’ for ROC and Tefco



ROC had used other engines in the past but when it came to specifying a new power unit for this order it found advantages in the John Deere 4045T2 and local product support in New South Wales from Power Equipment’s John Mason. John advised ROC Hydraulics on engine selection and installation to ensure ROC and Tefco’s high standards were met.

The engine drives a blower and hydraulics on the Tefco tipper trailer. Naturally the right power, performance and reliability is expected but a limited package envelope was also needed for the installation in a pivoting cradle suspended under the trailer body and frame. Power Equipment met ROC Hydraulics’ requirements with the turbocharged 107hp/80kW (continuous, @ 2200rpm) JD 4045T2 backed by prompt personal service, full product support and assistance with proper and effective installation.

ROC Hydraulics director Ad Hall said the 4 cylinder 4.5 litre John Deere engine provided a valuable 20mm additional clearance height compared with previously used power sources, its operation was not affected by the trailer’s 28o tipping angle, and the JD



control panel – including starting system and shutdown switch – was well featured and conveniently mounted outside the cradle.

“And this engine just purrs,” Ad enthused. As they say, ‘Nothing Runs Like A Deere’”.

An upsized drive coupling was also installed to match the John Deere engine’s slightly higher power rating than that in previous engine installations. The engine directly drives the trailer’s high capacity blower for unloading poultry feed, while the PTO option is connected to hydraulic drives for raising and lowering the trailer’s tipping

mechanism plus an internal auger which helps deliver feed to the blower.

“The John Deere engine, plus Power Equipment’s customer support during installation, contributed greatly to a great outcome for the customer,” Power Equipment’s John Mason explained.

“While a re-design of the powerpack’s mounting cradle by ROC was required, overall the 4045T2 resulted in tighter and better packaging of the engine and hydraulic drives for the Tefco trailer,” John added.

In addition to the inherent performance and reliability qualities of the JD 4045T2 supplied, the service, technical support and backup provided by Power Equipment and its NSW Area Manager contributed significantly to the engine’s installation success and customer satisfaction.

This project is expected to be followed by a repeat order from the same customer for the same application scheduled for completion in early 2019. It is planned to have this rig on display at the 2019 Brisbane Truck Show and NatRoad Conference scheduled for 16 -19 May 2019.

Power Equipment’s specialist sales and engineering team will be on hand to respond to all enquiries from fleet and individual operators, and vehicle and equipment manufacturers attending from Australia-wide.

“The John Deere engine, plus Power Equipment’s customer support during installation, contributed greatly to a great outcome for the customer.”

John Mason, NSW Area Manager, Power Equipment



The John Deere 4045T2 used on the Tefco tipper trailer



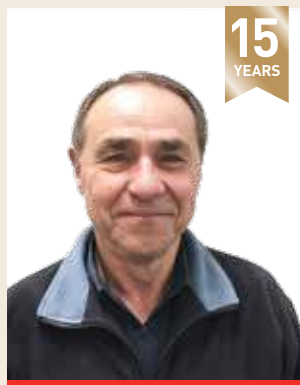
The John Deere 4045T2 was being installed on the Tefco trailer



Meet some people who make Power Equipment work for you



**DOMINIC
VERRATTI**



The friendly atmosphere at Power Equipment is a big reason Dominic Verratti has stayed with the company.

Born in Italy, Dom arrived in Australia when he was a child. He has been with Power Equipment for 15 years.

As PE's Spare Parts Interpreter, he processes sales orders and invoices and deals with dealers and customers.

Dom has always been impressed by PE owner Allan Foster's supportive, informal manner.

"The day I started, Allan was wiping the floor and picking up glass from a broken window. I had never seen the owner of a business do this."

Dom says he took his lead from Allan, and rolled up his sleeves to help out with anything that needed to be done.

"Power Equipment is a close-knit team. Everyone helps each other, and we have a lot of fun," he says.

Dom lives with his wife Jo and their German Shepherd named Sasha. He enjoys cooking and his signature dish is Pasta Bolognese.

**JENNY
BRECKENRIDGE**



Power Equipment Minards Branch Manager Jenny Breckenridge is pleased to see more women working in the diesel engine industry now, than when she started out 21 years ago.

Jenny has been with Power Equipment for nearly 11 years and worked for Minards Diesel before that.

"I worked for the previous owner of Minards Diesel for 10 years," she says. "I became the office manager and then branch manager when Power Equipment bought the business. I do both engine and parts sales."

"For the past 15 or 16 years I have sold marine and industrial engines. It has been an interesting road in a predominantly male industry."

"It is about learning your stuff, building confidence and earning respect from your customers. It took a while but I think I am there now."

Outside work Jenny enjoys yoga, kayaking and spending time with family.

**JIM
KIBBLEWHITE**



Power Equipment Senior Service Engineer and Training Manager Jim Kibblewhite loves helping customers.

Jim has been with Power Equipment for more than 11 years. He is based in Melbourne and his primary responsibilities are to commission commercial marine engines and train customers.

"The commercial customers I support include Sydney Ferries and large fishing fleets," he says.

Jim travels a lot in his role and has made regular trips to China for a Filipino customer who runs a fleet of ferries there.

"I like the challenges in the field. Every day is different. Resolving the customer's problems face-to-face is the most enjoyable part of the job," he says.

"Power Equipment has changed immensely in the years I have worked here. It is now a big Australia/New Zealand-wide company."

"As it has grown, the primary focus has shifted from pleasure crafts to commercial marine boats in Australia, China and the Philippines. It is a very rewarding place to work."

**TRACY
HENDY**



Tracy Hendy moved to Perth from the UK 12 years ago and in the process found a new family at Power Equipment Australia.

Tracy has worked at the WA branch in Fremantle for 10 years, after moving from England with her husband Peter and their sons, Craig and Matthew.

"We moved here for a better lifestyle and warmer weather," she says. "Since joining Power Equipment I have been in reception and accounts, but I help out help in other departments when needed."

"I muddle in and do what I can. If it means packing parts I just do it."

Tracy has remained with Power Equipment because she enjoys the work and the family-like atmosphere.

In her spare time, Tracy enjoys horse racing, walking her dog on the beach and soaking up the Australian sun.

New PE Internal Sales Coordinator quickly getting up to speed

Power Equipment Australia's new Internal Sales Coordinator, Matt Stuart, is looking forward to the challenge of working with marine and industrial engines after a career in the automotive industry.



Matt Stuart, Internal Sales Coordinator

Matt only started with Power Equipment in Melbourne at the beginning of November, 2018 and admits it is still early days in his new role.

He comes from a background in cars, having most recently worked for ACM Parts for two years. Before that he spent nine years with BM Spares European.

"I was a European automotive specialist and I also dealt in performance Holden and Ford parts," Matt says.

"I originally came out of the panel trade and I am a self-taught mechanic. I decided it was time for a change after ACM Parts announced it was moving to Sunshine on the other side of Melbourne."

As Power Equipment's Internal Sales Coordinator, Matt's role is similar to his most recent jobs except he will only be dealing with Power Equipment representatives, rather than customers.

"My role is to process all internal sales. I get all the inquiries from the reps and dealers. I process the purchase orders, make sure the

product and price are correct, get it to the workshop and make sure all the lead times are right," he says.

"There is a lot that cross references with my mechanical knowledge. It is just about getting to know the Yanmar and John Deere engines. I have spent my first few weeks getting used to it and it's starting to become a bit more fluent. They are quite different to automotive engines but it's a good, positive and healthy change."

Matt mainly works from within Power Equipment's Melbourne office, but as he has started his new role, he has been out on the road meeting customers and getting to know the business.

"It is interesting to see the different applications of industrial engines, what customers are doing with the product, and how skilled they are with their fabrication work."

Matt's interest in engines and vehicles extends well beyond the office, as he spends a lot of spare time building and restoring early classic cars.

"I do all my own panel work, painting and mechanical work. The only work I outsource is material trimming. I have built a Pro street HG Kingswood from the ground up, and I am in the middle of building a SLR 5000 Torana, VN Group A Commodore and a VL. I still have them all."

Matt lives in Melbourne with his wife Narelle and their five-year-old daughter, Narelle also works for Power Equipment as a Logistics Coordinator.

He is looking forward to the challenge of his new position.

"The Power Equipment product is really well made. There are no comparisons with the quality. Everything is extremely well made."

"It is good to make a break from the automotive trade and take on a new challenge. I am looking forward to the future and where we take it from here with our equipment."



PE GOES GREEN

Power Equipment distributes some of the world's most fuel-efficient and environmentally-friendly engines, and now we have taken a big step to reduce our own environmental impact.

In December 2018 we installed 280 solar panels on the roof of our head office in the Melbourne suburb of Lynbrook. The head office complex also houses an engineering facility and warehouse.

The total investment in the project is \$100,000 and we expect to recover this amount after four years through lower energy bills. In the process we will also lower our carbon footprint.

Prior to installing the solar panels, the average monthly power consumption at Power Equipment HQ was 12,400 kilowatt hours (kWh). This meant a typical monthly electricity bill was about \$4000. With the solar panels we have cut this expense in half as confirmed by our January bill of \$2195.79.

Our consumption for January 2018 was 14,977 kWh and this January it was 5140 kWh, so that is a reduction of nearly two-thirds.

Award-winning renewable energy specialists Gem Energy installed the solar system for us. The installation process took two weeks to complete.

The solar panels generate DC power, which is

sent to inverters where it is converted into AC power. Each solar panel produces 355 watts of DC power so together the 280 solar panels generate about 99 kilowatts.

The system uses three inverters located in our warehouse. Each inverter produces AC power at 27 kilowatts. The three inverters produce 81 kilowatts, which is about 50 percent of the electricity we use per month.

Gem Energy has also provided an app so that

we can monitor the amount of power the solar panels and inverters produce. This gives us a real time report on the efficiency of the panels.

The lifespan of the solar panels is 25 years. Over that time they will reduce our electricity bills by \$600,000 (or even more if the price of power continues to increase).

At the same time we are playing our part to become a greener company and reduce our carbon emissions, so it is definitely a win-win.



Three AC inverters are located in the Melbourne's warehouse

See the world through the customer's eyes says new National Power Products Sales Manager

Power Equipment's new National Power Products Sales Manager Dean Whitford is bringing a wealth of industry experience to the company along with a strong understanding of what customers need.

Dean is a qualified diesel mechanic who worked for Isuzu for 16 years before taking up his new role within Power Equipment's Power Products division.

"I started off as a customer support officer in the parts department," he says.

"I was supporting the dealer network nationwide and that expanded into a sales manager role. From there I went on to head up the industrial engine division, which they were separating out."

Dean spent 10 years in charge of Isuzu's industrial engine division and during that time he learned a great deal about customer requirements and expectations.

"One of the greatest things I gained from my time as a diesel mechanic was how things work and why sometimes they don't. I can visualise that and what the customer is trying to do with the product," he says.

"It is all about trying to understand the application and what they are trying to achieve. An engine is only part of the solution.

It is always driving something else and that is what the customer is trying to achieve. The engine is just one part in that chain."

While customers are ultimately looking to purchase power, Dean says how that power is packaged and supported is what makes all the difference.

"I believe it is the passion to deliver on this that has always set Power Equipment apart, and this is the reason I am so pleased to be part of the team."

Dean also brings a huge amount of management experience to his new role at Power Equipment.

"To me, business is about other people and the way you relate to them and work with them. How you want to be treated is how you treat other people."

With Power Equipment already an industry leader, he has no immediate plans to make any changes within the Power Products division.

"Long-term, the aim is to improve what we are doing. Making continuous improvement is a must. It is all about looking for those opportunities to make life easier for people who work here and for our customers."

Dean is excited about his new role and being part of such a progressive company.

"The quality and range of products Power Equipment has on offer is second to none, but it is the know-how derived from nearly three decades of service to the Oceania market that makes it a leading value-for-money solutions provider, not just another engine supplier.

"I look forward to being part of Power Equipment's future alongside this dynamic team and to engaging with our dealers and customers to supply them with our products and services."

In his spare time, Dean is kept busy running around after his son and daughter, aged 13 and 12. He enjoys playing guitar and keyboard with friends at the weekend.



Dean Whitford, National Power Products Sales Manager

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