

CATERPILLAR EQUIPMENT TRAINING SOLUTIONS



Caterpillar Performance Analysis Teams (PAT) Enable Customers to Achieve More From Their Equipment Investment

Performance analysis and job studies are a service that Caterpillar provides to our customers. To enable our customers to improve their operations and achieve more from their investment, these job studies typically require two days onsite plus a couple of additional days for report writing. Our team's focus is on a number of variables and analysis:

- vehicle/fleet productivity
- loading/hauling systems
- equipment operation reviews
- loading tool sizing/matching
- payload weighing/productivity

Eric Mayfield, Eastern Scale Truck Coordinator based at our Edwards Demonstration and Learning Center, shares that “our teams perform machine production studies on specifically requested pieces of equipment to provide a production advantage for Cat® products. A general rule of thumb is that a 1% production advantage will offset a 5% increase in price.” (Production differences need to be at least an increment of 10% to be visible to the human eye.) “Our team can measure \pm -1% accuracy. Upon arrival at the customer jobsite, the team sets up the scales to weigh and measure cycle times. Anything that digs, loads or hauls weight or volume over a measured distance in a specified amount of time can be studied.”

What can be measured?

- production differences in specific machines
- payload verification
- Vehicle Information Monitoring System (VIMS™) payload comparisons
- belt scale checks
- Fleet Production Cost (FPC) data collection

The Illinois based team visits states just west of the Mississippi River and the remainder of the Eastern United States and Eastern Canada. The Arizona based team, led by **Bill Olsen** at our Tinaja Hills Demonstration and Learning Center, visits customers in the remainder of the Western United States and Western Canada. **For additional information on scheduling or pricing a job study, please contact your local Cat dealer.**



“Every step of the way, Caterpillar people are making it happen. Caterpillar is strong because of our people. And everyday, each of us has the opportunity to deliver our best for those customers who are counting on us.”

– **Doug Oberhelman**,
Caterpillar Chairman and CEO

In this issue . . .

Stories from around the globe, including:

- Australia
- Brazil
- Mexico
- New Guinea
- Spain
- United States
 - Alabama
 - Arizona
 - Colorado
 - Florida
 - Idaho
 - Illinois
 - Louisiana
 - Massachusetts
 - Wisconsin

Caterpillar Completes Acquisition of Bucyrus, Creating Mining Equipment Group with Unmatched Product Range and Unrivalled Customer Support

Driven by a key strategic imperative to expand its leadership and support for customers in the mining industry, Caterpillar Inc. has completed acquisition of Bucyrus International, Inc. "We are bringing together the best people, the best products and the best facilities from both companies. This acquisition is all about growth and unprecedented opportunities. Combined with our aggressive product development and capacity expansion plans, it will position Caterpillar to offer a broad range of surface and underground mining products and solutions to our customers," said Caterpillar Group President, Steve Wunning.

"The rapid development of the world's emerging markets is expected to continue to drive an increasing need for commodities as billions of people around the world seek to improve their standard of living. Wherever there is mining, Caterpillar and our dealers will be there to serve our mining customers."

The next great chapter in mining is here.



When it is time for results it is time for Caterpillar Equipment Training's Operator Career Development Program. Let us work for you to develop a customized training program. **For more information, call 309-675-5268 or visit www.cat.com/training.**

Safety and Equipment Training Go Hand in Hand

The Caterpillar Equipment Training Solutions (ETS) team works very closely with another group at Caterpillar called Caterpillar Safety Services. While Caterpillar Safety Services focuses on safety resources, online safety training and environmental, health and safety consulting services, our ETS team produces the necessary building blocks to create a professional equipment operator career development program. Through the delivery of operator training (i.e. instructor-led in the classroom, e-Learning or by using simulators), our customers achieve higher productivity at a lower cost per ton on their safe jobsites.

When you are looking for operator training specific to a machine or industry segment, Equipment Training Solutions is the team you need. We have developed professional operator training programs with proven results, designed to refine and enhance the heavy equipment operator's skills. The training courses offered by our team are much more than the customary orientation training offered at the time of machine delivery.



RENT Cat Simulators!

Incorporate Cat® Simulators into your next training program. Rental units are available for many machine models and are easily portable to jobsites or satellite locations. Save on expensive fuel costs and train more than one operator at a time. Plus, record and report results of each simulation session for immediate feedback on operator progress. **Call 309-266-2643 for more information.**

Certified Dealer Instructor/Dealer Demonstrator Conference Held in May, 2011

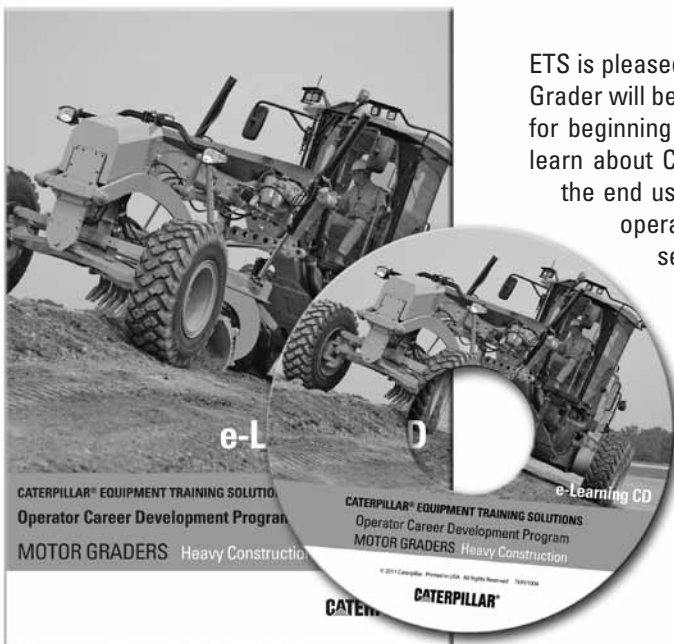
Over 40 North American Certified Dealer Instructors (CDI)/Dealer Demonstrators attended the May, 2011 conference held at our Tinaja Hills Demonstration and Learning Center, located just south of Tucson, Arizona. Attendees were dedicated to the enhancement of product knowledge, operation skills and training curriculum materials that will improve the safety and operating efficiency of our equipment end-users. There was excellent involvement by everyone in both classroom and in-the-field activities. Highlights of the program included:

- Product updates given by subject matter experts
- CDI keynote address by **James Kincaid**, CDI Louisiana Machinery
- Customer keynote address by **Kelly Protz**, CDI Wagner Equipment and Scott Grove of Colorado Springs Utility
- Equipment operation
- Hands-on with the Virtual Training Simulators
- Curriculum; both Instructor-led and e-Learning
- Salesmen's Toolbox



But the most important highlight of the conference was the opportunity for all attendees to enhance our personal support network with other dealer and Caterpillar personnel.

ANNOUNCING MOTOR GRADER E-LEARNING CD



ETS is pleased to announce the new self-learning CD for Heavy Construction Motor Grader will be available for order on September 1. This training module was created for beginning operators, technicians, equipment owners, and others who want to learn about Cat® machine operating basics. These materials are intended to give the end users basic knowledge on safety, maintenance, operator controls, pre-operating procedures and basic operating procedures. There is a knowledge self-check exercise at the end of each unit and a final examination at the end of the program, which enables students to print their results. Interactive exercises make learning enjoyable. Each CD includes a resource section with tailgate safety presentations, operator cabs and controls interactivity, specialogs, safety videos and links to equipment training solutions and Safety.cat.com.

For quick and easy ordering, just visit www.cat.com/training and click on the "Buy Now" button.

Louisiana Machinery Certified Dealer Instructor Trains Gilchrist Construction Company Employees

James Kincaid, Louisiana Machinery Certified Dealer Instructor, recently conducted Level III Operator Certification on Hydraulic Excavators in Alexandria, Louisiana for Gilchrist Construction employees.



Pictured left to right are: Troy Coincon, Peter Rozas, Kodie Brouillette, Glen Russell and Keenan Ebey.

James conducted an additional Level III Operator Certification for Gilchrist Construction employees on Hydraulic Excavators. Congratulations to Jeremy Lemoine as he attained his third machine certification!



Pictured left to right are: Jeremy Lemoine, Wendell Vidrine, James Kincaid (CDI), Glenn Lemoine and Robert Ransome.

James conducted another session of Level III Operator Certification for Gilchrist Construction employees on Track-Type Tractors.

Pictured left to right are: Kenneth Clark, Glen Russell, Kodie Brouillette, Peter Rozas and Warren Diamond. Glen Russell (pictured 2nd from the left) is the first Louisiana Machinery customer to attain certification on three machine families.



Jefferson County (Wisconsin) Highway Department Employees Receive Training on Caterpillar 140M

Josh Hayes, Caterpillar Certified Demonstrator/Instructor, conducted Level II Motor Grader training for two Jefferson County (Wisconsin) Highway Department employees, Dale Kutz and Dan Lemke, at the Edwards Demonstration and Learning Center. Topics covered during the training included reclaiming of roads, setting supers, crowns, ditching benchmarking off of curbs, reclaiming materials to centers, roadside maintenance/pull-up of shoulders, hubs-new construction and general fine tuning and honing of skill sets for better productivity. Employees of Jefferson County maintain approximately 650 miles of road. The County has a 140M AWD with Trimble cross-slope in their machine fleet.



Hasting Deering Institute of Training Conducts Testing

During February, 2011, Caterpillar Certified Instructors conducted testing for Hasting Deering Institute of Training heavy equipment operators. Product families (all mining sized machines) included in the testing were OHT, WL, WD and MG.

Congratulations to these new Hasting Deering Institute of Training Certified Dealer Instructors: **Joseph Ignas**, **Katrina Boon**, **Kevan O'Brian** and **Vern Marfell**. Three of our new CDI's are from Australia; one from Papua, New Guinea.

While the Caterpillar Certified Instructors were on site, an introduction to the Cat 795F and D7E was conducted. Both machines will be introduced to the Australian market in 2011.

Thompson Tractor Certified Dealer Instructors Conduct Training for U.S. Air Force 823D Red Horse Squadron

Jeffrey Smith and Clayton Walley, Thompson Tractor Certified Dealer Instructors, conducted Level I Motorgrader Heavy Equipment Operator Training for 12 members of the 823D Red Horse Squadron stationed at Hurlburt Field in Ft. Walton, Florida. Training concentrated on the construction industry covering basic safety, ISO symbols, Cat warning systems, messenger monitoring systems,

machine walkarounds, machine controls/switches, operating tips as well as stick time in the field.

All of the men have been previously deployed to Iraq and Afghanistan. Several have been awarded the Purple heart for injuries received from IED's.



Pictured from left to right are: S Sgt. Dan Hall, M Sgt. Steven Stanford, AIC James McNall, Jeff Smith of Thompson Tractor, AIC Timothy Sackett, SRA Justin Lindblom and S Sgt. Adam Lance.



Pictured from left to right are: S Sgt. Jeffrey Boudreau, S Sgt. Matthew Kmiec, Jeff Smith and Clayton Walley of Thompson Tractor, T Sgt. Michael Filler, T Sgt. Leroy Huyghue, M Sgt. Michael Gandy and T Sgt. Lucas McGlove.

Training Conducted at Thompson Creek Mine in Challis, Idaho

Late last year, Caterpillar Certified Demonstrator/Instructor, **Bill Olsen**, conducted two Quarry & Mining Application Train-the-Trainer sessions on Cat Wheel Loaders for ten Thompson Creek Mine trainers at their Clayton facility (about 35 miles west of Challis, Idaho).

Thompson Creek Mine is one of the four largest open pit, primary molybdenum mines in the world. Thompson Creek plays an important global role. The mine's annual production of 15 to 20 million pounds of molybdenum represents 6% of the world supply. The company's honored environmental commitment has set an example for mining operations throughout the world.



Pictured are trainers conducting a machine walkaround on a Cat Track Type Tractor.

"I've been training drivers on Cat® trucks since 1994. This is the best training I've received in that time."

Do you need to update your mailing address?

- Do you know someone who should receive this newsletter?
- Do you have an idea for a future story?
- Would you like to make a comment?

Please respond to:
Dallinger_Kathy_A@cat.com

Madisa CDI Trains Customers in Mexico

Jose Cardona, Certified Dealer Instructor for Maquinas Diesel S.A. de C.V. in Santa Catarina, Nuevo Leon, Mexico recently completed two sessions of training on the Cat 980H Wheel Loader for Cooper T. Smith heavy equipment operators. Training was delivered on site at the customer facility in the City of Altamira Tamaulipas, Mexico. Coal is stockpiled at the terminal and shipped to locations around the globe.



Jose Cardona, Madisa CDI, conducted 385C Hydraulic Excavator Operator Training for Minerales Monclova S.A. de C.V. (MIMOSA) heavy equipment operators at their facility in Pauau Coahuila, Mexico. This training was requested by the customer to increase their safety, production, cycle times and overall efficiency of their jobsite.



Topics presented during training included:

- Product Presentation.
- Walk Around Safety and Maintenance Inspection
- Cab and Controls; Command control System
- Operator Techniques
- Stock & Pile Operations
- Transmission & Hydraulic Automatic Options
- Field practice

Topics presented during training included:

- New Product Presentation.
- Walk Around Safety and Maintenance Inspection
- Major Component Location
- Cab and Controls; VIDS System
- Operator Techniques, Load from Bank
- Mass Excavation & Production

Instructor Certification Conducted at Tinaja Hills Demonstration and Learning Center



Instructor certification was conducted during May, 2011 at Tinaja Hills Demonstration and Learning Center. Congratulations to:

Patrick Sheridan – Caterpillar (Malaga)
Derrit Holmes – Caterpillar (Tinaja Hills)
Nick Vickles – Wagner Equipment
Nigel Pritchard – Caterpillar (Malaga)

Wagner CDI Trains at Freeport McMorans Climax Molybdenum Mine in Colorado

Kelly Protz, Certified Dealer Instructor at Wagner Equipment, recently completed training on Cat 789B and C-Series OHT's for four Freeport McMorans Climax Molybdenum Mine employees at their facility near Leadville, Colorado. Elevations at this facility exceed 13,000 ft. Climax Molybdenum Company is one of the world's leading molybdenum producers. The roots of Climax run deep tracing its name and origin to the early mining days in the high mountains of Colorado. The name "Climax" derives from the Climax Railroad Station which was built at the top of the Continental Divide as a place to uncouple helper locomotives after the long climb from Denver to the mining town of Leadville. Elevations at the Leadville facility exceed 13,000 ft.

Additional training will be conducted on Cat® 994F, 16M, 824H and Large TTT'S. Look for a training update in a future issue of this newsletter.



Pictured from left to right are: Wagner CDI Kelly Protz and Climax employees: Tim Yates, Scott Jackson, Tad Fry and Phil Cottrell.

People On The Move

We are pleased to announce that **Josh Hayes** has accepted the position of Sr. Marketing Training Consultant for Equipment Training Solutions. In this role, Josh will be responsible for coordinating and delivering operator training classes and supporting the delivery of advanced application training. This also includes serving as an SME for training materials development and certifying customer operators and dealer instructors. Josh will be located at the Edwards Demonstration and Learning Center.



Eric Mayfield, Caterpillar Certified Instructor/ Demonstrator at the Edwards Demonstration and Learning Center, has added scheduling of the Edwards Performance Analysis Truck to his job responsibilities.



Carl Thomsen has joined Caterpillar as a Certified Instructor. Carl has over 20 years of prior experience in the construction industry; the last ten with a dealer and five as a Certified Dealer Instructor. Carl will be located in New South Wales, Australia working with dealers in SE Asia, India, Australia and New Zealand.



Jay Black comes to us as a transfer from the Tucson Proving Ground where he worked in the operations side of our business for the past twelve years. Prior to joining Caterpillar, Jay worked for sixteen years in the construction and mining industries.

Derrit Holmes has over twenty years of equipment and industry experience in both construction and mining. Derrit most recently worked as a test operator at the Tucson Proving Ground before joining the Tinaja Hills team. We welcome Derrit as a Certified Instructor/ Demonstrator.



Sixteen Vale (Brazil) heavy equipment operators recently attained Level III Certification on Motor Graders and Off Highway Trucks. **Derrit** along with **Keith Johnson**, conducted the certification at



Tinaja Hills Demonstration and Learning Center. Sotreq Certified Dealer Instructors, **Fritz Paes** and **Ricardo Silva dos Santos**, hosted the group and provided translation. Fritz and Ricardo conducted Level II training with the operators prior to their trip; all were very well prepared for the certification process.



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THANK YOU!

After 33 years, Ron Kuykendall has retired from Caterpillar. We thank Ron for his many years of service and wish him well in his retirement.

EQUIPMENT TRAINING AND SAFETY GO HAND IN HAND.

Learn more about both at cat.com/safetraining

Certified Instructors

Certified Instructors – United States

Bob Madson	Altorfer
Austin Morken	Butler
David Pabst	Butler
Scott Melder	Cashman
Paul Patterson	Cashman
Daniel Brownson	Cleveland Brothers
Ed McQuiston	Cleveland Brothers
Bill Potts	Dean Machinery
Bob Kell	Empire
Tony Newlin	Empire
Craig Reidhead	Empire
Jim Williams	Empire
Jim Breen	Fabco
Mike Gwinn	Fabco
Jay Collup	Holt Cat
James Muckleroy	Holt Cat
James Kincaid	Louisiana Machinery
Larry Small	Louisiana Machinery
Bill Giddings	MacAllister
Charlie Cotten	Mustang
John Young	Ohio Cat
Don Styx	Patten
Ben Hooper	J. A. Riggs
Curt Loucks	Ring Power
Mike Oster	Ring Power
Jeff Smith	Thompson Tractor
Clayton Walley	Thompson Tractor
Kelly Protz	Wagner
Louie Romero	Wagner
Nick Vickles	Wagner
Dave Gutshall	Walker Machinery
Jackie Scott	Walker Machinery
Bob Grimes	Warren
Richard Hale	Warren
Andrew Gallusser	Whayne
Brad Frampton	Wheeler
Dave Johnson	Wheeler
Larry Bock	Wyoming
Steve Green	Wyoming
Terry Stone	Wyoming
Andy Field	Yancey
Heath Hanna	Yancey
Aaron Scheele	Ziegler

Certified Instructors – Canada

Neil Smith	Atlantic
Craig DeSautels	Finning
Brad Nunn	Finning
Marc Poirier	Hewitt
Bob Besner	Toromont
Tim Chandler	Toromont
Steve McVicar	Toromont

Certified Instructors – Asia/Pacific

P. Chinnappa	GMMCo
R. Ranganathan	GMMCo
S. Maheswaran	GMMCo
K. Krupa Sagar	GMMCo
T. Ravichandran	GMMCo
Shushil Kumar Singh	GMMCo
Usman Gani	GMMCo
C. Babu	GMMCo
C. Velayudhan	GMMCo
Dashrath Singh Pal	GMMCo
Dhirendra Kumar	GMMCo
G. Velmurugan	GMMCo
Hariharan R.	GMMCo
P. Abdul Jilani	GMMCo
Beemappa	GMMCo
Milan Mohanty	GMMCo
P. Srinivas	GMMCo
Raj Bhour Patel	GMMCo
Ram Singh Limbodia	GMMCo
Suresh Yadav	GMMCo
Tharun Das	GMMCo
Tushar Naik	GMMCo
Vikash Kumar	GMMCo
Vinod Kumar Patel	GMMCo
Leonilo Abadiano	Monark
Tero Romulo	Monark
Eduardo C. Zamora	Monark
Robert I. M. Hall	Monark
Panchu Gopal Mandal	TIL
Raju Kumar Sharma	TIL
Pratim Basu	TIL
Rakesh Verma	TIL

Certified Instructors – Asia/Pacific (cont.)

Harish Kumar	TIL
Biswanath Bose	TIL
Subir Das	TIL
S. Prakashtao	TIL
Manoj Kumar Verma	TIL
Irpani Muslimin	Trakindo
Norry Tangkilisan	Trakindo
Gunawan Muchamad	Trakindo
Abdul Salam Kadir	Trakindo

Certified Instructors – China

Tony Liang	Capital Machinery Ltd.
Song Xiao Ming	Lei Shing Hong Machinery
Su Liang Yuan	Lei Shing Hong Machinery
Wang Hui	Lei Shing Hong Machinery
Xin Wei Hua	Lei Shing Hong Machinery
Chow Wai Hao	Sime Darby
Liu DianChang	West Trac China
Wei JinLin	West Trac China
Chen ChunMing	West Trac China
Wu WenZeng	West Trac China
Li Jian Lin	Sime Darby (CEL)
Li YongPing	Sime Darby (CEL)
Shi JunJi	Sime Darby (CEL)
Zhou HouYuan	Sime Darby (CEL)
Zhou WeiHao	Sime Darby (CEL)
Qi Bo	ECI-Metro
Liu XiaoJun	ECI-Metro
Zhou ChengLiang	ECI Metro

Certified Instructors – Australia/New Zealand

Richard Beard	Cat Institute
Kevin Whiteman	(New Zealand) - Goughs Institute of Training
Katrina Boone	Hastings Deering Institute of Training
Chris Nolan	Hastings Deering Institute of Training
Joseph Ignas	Hastings Deering Institute of Training
Vern Marfell	Hastings Deering Institute of Training
Kevin O'Brien	Hastings Deering Institute of Training
Mick Barnes	Caterpillar Institute (WA)
John Merlo	William Adams Institute of Training
Chris Munday	William Adams Institute of Training

Certified Instructors – Europe

Sam Magabini	Barloworld SA
David Lotwane Motitswe	Barloworld SA
Enock Kgwale	Barloworld SA
Boet Snyders	Barloworld SA
Eissa Gerges	Mantrac
Usama Mohamed	Mantrac
Timo Siironen	Witractor
Stefan Becker-Sippel	Zeppelin
Mathew Duff	Zeppelin
Uwe Wieduwilts	Zeppelin

Certified Instructors – Latin America

Jose Reina Castro	Carlindo
Johny Gonzalez	Carlindo
Abad Trelles Alvarez	Ferreyros
Raul Cardenas Gutierrez	Ferreyros
Julian Lazo	Ferreyros
Ralfo Alvarez Oporto	Ferreyros
Hector Pacheco Portugal	Ferreyros
Nestor Sanchez Zanabria	Ferreyros
Jorge Reano	Finning – Argentina
Eduardo Catalan	Finning – Chile
Benito Medina Fredes	Finning – Chile
Marco Antonio Pallauta Luco	Finning – Chile
Isai Contreras Fernandez	Finning – Chile
Juan Flores Araya	Finning – Chile
Sergio Humberto Bruna Vergara	Finning – Chile
Vladimir Rengifo	Gecolsa
Carlos J. Ortega P.	Gecolsa
Jahn Antonio Naranjo Sanchez	Gecolsa
Alvaro Antonio Solano Gomez	Gecolsa
Henry Elith Brito Onate	Gecolsa
Reyes Barrios	GENTRAC
Jose A. Anzules Roca	IIASA
Freddy Guevara	IIASA
Jose Cardona	Madisa
Gaspar Cano Franco	Maqsa
Luis Arandas Renteria	Maqsa
German Chavez	Matco
Juan Bernal	Matco
Tadeo Esquer Amavizca	Matco
Daniel Enrique Vega Simo	Matco
Oscar Steve Valenzuela Zamora	Matco

Certified Instructors – Latin America (cont.)

Sergio Michael Sanchez Duarte	Matco
Jesus Obeth Beltran Amavizca	Matco
Gustavo Sequeira Ch.	Matra
Edgar Ortiz Campos	Matra
Antonio da Silva	Pesa
Nilvo Bezerra	Pesa
Antonio Miguel de Souza	Sotreq
Claudio Jose dos Santos	Sotreq
Fernando Antonio Rodrigues de Freitas	Sotreq
Geizon Magalhaes Sa	Sotreq
Joao de Branco Filho	Sotreq
Jose Wanderley da Silva Nascimento	Sotreq
Noe Alves Moreira	Sotreq
Fritz Paes	Sotreq
Ricardo Silva dos Santos	Sotreq

Certified Instructors – Caterpillar

Robert McGahey	Australia
Carl Thomsen	Australia
Nicezo Basso	Brazil
Oswaldo Granello	Brazil
Tadeu Mattos	Brazil
Augusto Mendes Montragio	Brazil
Zou Tong	China
Qiao Liping	China
Feng Baoxin	China
Wu XingXiao	China
He Xiaxing	China
Zhao Hong Yan	China
Li BaoQin	China
Jim Van Lue	Decatur
Williams Lee	Hong Kong
Emmanuel Chatelain	Malaga
Antonio Garcia	Malaga
Serena Janssen	Malaga
Siegburt Jeshke	Malaga
Karl Marlow	Malaga
Andres Minski	Malaga
Antonio Garcia Porras	Malaga
Nigel Pritchard	Malaga
Patrick Sheridan	Malaga
David Statham	Malaga
Bill Warwick	Malaga
Dave Littlepage	Panama
Onofre Quintero	Panama
Sebby Serracin	Panama
Mike Baldwin	Peoria
Chad Cremeens	Peoria
Marty Dains	Peoria
Greg Dozier	Peoria
Tom Griffith	Peoria
Josh Hayes	Peoria
Eric Mayfield	Peoria
Ryan Neal	Peoria
Tim Noon	Peoria
Cole Peltier	Peoria
Brian Sims	Peoria
Scott Thomas	Peoria
Brad Van De Veer	Peoria
Scott Veatch	Peoria
Bill Pittenger	Singapore
Felice Stocco	Singapore
Miah Andrews	Tucson
Brad Cook	Tucson
Jim Deputy	Tucson
Jared Harris	Tucson
Derrit Holmes	Tucson
Keith Johnson	Tucson
Ken Karpuleon	Tucson
Tony McGuire	Tucson
Bill Olsen	Tucson
Alan Osborne	Tucson
Jim Schoon	Tucson
Tony Torres	Tucson
Gary Walter	Tucson

Renewing our strengths...
Shaping our future...
Customers. People.
Stockholders.

For more information go to www.cat.com/training, or call. Customers in the U.S. / Canada call 1-800-962-6628. All other customers call 1-309-578-6298 or 1-309-675-5268.

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