The Boss, propelled by Cummins QSM11 engines, has added luxury to the sport of gamefishing in Far North Queensland.

The Seery family started growing cotton in northern NSW in the late 70s. Today, they have a big fleet of Cummins engines for pumping irrigation water on their NSW properties.

Wes and Kristeen Connolly run a diversified trucking business, Oakdare Holdings, out of Mossman, north of Cairns.

George Maris is carrying the Cummins message - ‘Built to meet the toughest standards’ - up and down the east coast.

Cummins engines dominate in the world’s harshest mining environments. At the Argyle diamond mine in WA, a Cummins QST30 has set a new benchmark for engine life in blasthole drilling.

50 years ago Ted and George Pickering were co-founders of a trucking business at Lake Boga in Victoria. Today, Pickering Transport Group is one of Australia’s most professional regional carriers.

Cummins generators provide the backup power at the new nuclear research reactor facility in Sydney.

Brian Smith owns one of the biggest log harvesting and transport businesses in NSW. Cummins Signature engines are firmly entrenched in his fleet.

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When Alan Ross had to take over the reins of the family trucking business, Ross Transport, near Wollongong in NSW in 1989, many doubted his ability to succeed.

A devastating family split had thrust Alan into the position where he had to manage the company with the help of his mother Frances, who had another job at the time, managing 370 people at a clothing factory.

“Twe had 14 trucks and had to sell four to get some cash flow back into the business,” recalls Alan, 42.

Today, Alan and Frances reflect with pride on what has been achieved since those days of anguish in 1989. “A lot of people were waiting for us to go broke,” says Frances, her voice wavering with emotion.

“I’m proud - very proud - of what Alan and all of our loyal employees have achieved since then. Alan doesn’t get the credit he deserves.”

Ross Transport, celebrating its 30th anniversary this year, currently operates 31 trucks - including 17 B-doubles - out of Wollongong. Cummins engines power the majority of the fleet.

These engines include four venerable Big Cams from the ‘80s, two ISMs, four N14s, one ISX, and 13 Signatures, seven of which are Generation II units with the latest technology power cylinder components.

“There has been a dramatic improvement in reliability with the Generation II Signature engines,” Alan reveals. “We’re feeling very comfortable with them.”

Ross Transport was started in 1974 by Frances and her then husband Reg. They were based at Oak Flats, about 20 km south of Wollongong, and operated a Mercedes-Benz 1418 hauling steel and general freight.

The business grew and Alan started driving a truck for the company in the early ‘80s when he’d turned 19. Then the sadness and distress of the family split came in 1989 and Alan had to start managing the business which had been drained of cash.

In 1992 Frances gave up her job at the clothing factory and returned to Ross Transport to help her son on a fulltime basis.

“I didn’t know a lot about managing a business...I’ve learned the hard way,” says Alan in his typically forthright style.

“Mum’s fantastic. She keeps me on the straight and narrow. She does all the tough jobs - workers’ compensation, payroll tax, superannuation, and so on. I couldn’t do without her.”

The Ross linehaul fleet is spearheaded by Freighliner and Kenworth cab-overs, while the Cummins Signature series engines are a mix of 565 and 580 ratings.

“We went through the Signature teething problems, but these were sorted with a minimum of fuss,” says Alan, adding that the company put its first Signature into service in 1999.

“No one beats Cummins when it comes to service support. All the Cummins branches we deal with are approachable. They’re willing to talk and work through a problem. The Wollongong branch, in particular, is doing a great job.”

He also praises the Cummins Wollongong team for its repower of a 1998 Kenworth cabover which entailed the removal of an N14 and installation of a Signature 580. “It’s a great installation,” says Alan, adding that he’s considering a second Signature repower.

He says the fuel economy of his Signatures has always been good, and that the advanced design of the 15-litre Cummins engine is now paying off as soaring fuel prices put the squeeze on the trucking industry.

“The higher fuel prices have added another $2000 a day to our fuel bill - that’s critical when you’re using 190,000 litres a month,” he confides.

Today, Alan Ross derives great satisfaction from the company’s 30th anniversary - an anniversary that may have seemed out of reach 15 years ago. His enthusiasm for the business and its continued success is indeed understandable.
When John and Ada Seery set out from Sydney 30 years ago, they weren’t planning on becoming one of the most prominent names in the cotton industry.

Today, the Seery family is among Australia’s largest cotton growers. Their properties are mostly in the Gwydir Valley, centred on Moree in the north-west of NSW.

The region is one of the richest agricultural areas in Australia, and one of the largest cotton producing areas in the nation.

Cotton is a significant export earner for Australia to the tune of $1.5 billion a year, and is the nation’s third most valuable crop.

John and Ada Seery moved to the Moree region in 1974. They’d been market gardeners at Chipping Norton in Sydney.

They bought 1000 acres of mainly scrub and set about developing the land to grow cereal crops. In the late 70s they moved into cotton when the industry was first being established in the Gwydir Valley.

“They slowly developed a paddock here and there, and here we are today,” says son Stephen, a smile creasing his face as he calculates the extent of the Seery cotton business in 2004.

“We currently have around 22,000 growing acres and our cotton produces 20,000 to 55,000 bales a year depending on the season,” he points out. Each bale of clean lint weighs 227 kg and is produced at the family-owned cotton gin.

John and Ada are still actively involved in the business, with sons Richard, Ian, Stephen and Michael managing the various properties which now extend into Queensland.

“Each of us has got a patch of dirt, a hobby farm,” quips Stephen.

Stephen’s patch south of Moree is 4,500 acres of irrigated land expanding to 7,000 acres in the next year or so.

A new pumping station featuring three 540 hp Cummins QSX15 engines and one 400 hp QSM11 is ready to deliver water into a massive new dam that holds 6,000 megalitres, or six billion litres, for flood irrigation.

The dam walls alone are built up from 1.1 million m³ of dirt, 400,000 m³ of which have come from new irrigation channels.

With the QSX15 engines exerting maximum muscle, each has the capacity to pump more than 120,000 litres of water a minute.

Cummins engines aren’t new to the Seery family. Stephen estimates there are around 70 on the family properties for pumping and powering the hydraulics on the cotton module builders.

“We’d have at least 40 big engines - 280 hp and above - for pumping and around 30 small engines for the module builders,” he says.

“We bought our first Cummins engines for pumping in the mid-80s. They were 855 cubic inch (14-litre) engines, and virtually every engine we’ve bought since then has been from Cummins.

“We had bits and pieces of everything in the early days before we decided to standardise and reduce our parts inventory.”

Service and parts support is another critical aspect and is provided by the Cummins dealer for the Moree region, SJ & ML Foster Pty Ltd.

Steve Foster is totally familiar with the Seery business as he has been the Cummins dealer in Moree since the mid-80s, and today has a workshop staff of six along with four service vehicles to provide support.

“We get good back-up from Steve Foster. Cummins parts are readily available. We’ve never really been held up for parts,” John Seery points out.

“Cummins isn’t always the cheapest engine, but we’re comfortable with the life of the product and the back-up.

“We value the back-up,” he asserts. “We also value the fact that someone’s always prepared to listen at Cummins or at the dealer. That’s important.”

The Seery diesel engine fleet ranges from the 3.9-litre, 60 hp B-series units on the module builders, to the highest power diesels the family has ever operated, the 15-litre, 540 hp QSX15s with full-authority electronic controls.

The QSX15 was chosen because of the need for plenty of grunt when pumping into a high dam head.

The QSX15 has established an excellent reputation for performance, fuel efficiency and low emissions in other agricultural applications, such as the Steiger STX tractor.

Most of the Seery engines are in Cummins Custom Pak configuration - a fully self-contained power pack incorporating radiator, air intake and exhaust, and control systems.
Meet the new boss

Having operated tour coaches for a number of years, Alan Doherty knows all about the hospitality industry - and it shows if you’re lucky enough to experience a couple of days of five-star comfort on board ‘The Boss’.

Doherty, the well-known truck and tour coach operator from Wollongong in NSW, is using his new $5 million, 24.5-metre vessel as a mothership for gamefishing boats in Far North Queensland.

This stretch of water - the outer edge of the Great Barrier Reef - is famous for its black marlin fishing. Even if you don’t have a passion for gamefishing, The Boss is the perfect retreat if you want to drop-out of the rat race for a while and enjoy the tropical climate. You can snorkel or dive on the Great Barrier Reef, sunbathe on an uninhabited cay, or simply lie back and savour the private luxury of The Boss.

Alan Doherty selected Cummins QSM11 engines for propulsion following the performance of QSM11s in the well-known gamefishing boat Don’t Ask Me. Doherty owns Don’t Ask Me which is operated and skippered by Haydon Bell. A Riviera 43, Don’t Ask Me originally had a pair of Cat engines but these were disposed of early in 2003 and replaced with the 580 hp Cummins QSM11s which transformed the gamefishing boat.

“We get the fuel economy and there’s no smoke,” is Alan Doherty’s crisp assessment of the QSM11. He mentions Cummins’ service support in Cairns as another key benefit.

White Don’t Ask Me cruises at 23 to 24 knots and is capable of a top speed of around 30 knots. Alan Doherty likes to see his mothership doing a leisurely 8.5 to 9 knots. At this speed the QSM11s are ticking over at a fuel-squeezing 1350 rpm. “Each engine is only using 22 litres/hour at this speed,” he points out.

The Boss sleeps 25 (including four crew) and sources its onboard electrical power from two Cummins gensets.

With its five star amenities and fine dining, The Boss certainly adds a new dimension to angling in the Far North.

First Cummins A-series gets down and grunts in Tassie

The first Cummins A-series engine to start work in Australia is at the heart of a new irrigation system at Cressy in Tasmania. The A-series are the smallest engines ever released by Cummins. With displacements from 1.4 to 2.3 litres, the pocket powerhouses span 31 to 60 hp.

In Tasmania, the 1.4-litre, 31 hp A-series engine is working at the well known Woodburns Murray Grey and Angus cattle stud property owned by Charles and Janet Wallace.

It is powering a hydraulic pump that is part of a new T-L centre pivot irrigation system installed by Longford Irrigation, a Tyco Flow Control company. This is the fifth T-L centre pivot irrigator installed by Longford Irrigation for the Wallaces who use them to irrigate a number of crops and provide feed for their stud cattle. The crops include broccoli, poppies, processing peas, cereals, and grass seeds.

The new centre pivot irrigates 40 acres of poppies for processing by pharmaceutical companies.

Water to the irrigator is supplied by a Cummins B3.3 Custom Pak directly coupled to a pump built by Longford Irrigation. The T-L centre pivot uses a hydrostatic drive system through planetary reduction gearboxes which provide continuous movement on all towers resulting in a very even water pattern. The A-series Cummins powers the hydraulic pump at the heart of this system.

The A-series family is the result of a strategic partnership between Cummins and Kukje Machinery Co, South Korea’s largest manufacturer of agricultural equipment.

Cummins and Kukje combined their engineering expertise to provide the new range of small displacement, high performance diesel engines.
Jim Coe was desperate for help as Christmas Eve approached last year. He and wife Karen, owners of a vineyard at Cooba, 30 km north-east of Gundagai in NSW, needed water urgently for their vines. They had water in the dam on their 1,820-hectare (4,500-acre) property, but the second-hand generator set they’d bought several months earlier had failed, so no water was being pumped to the vines.

Today, they have a Cummins Sentry genset reliably doing the job, and Jim still expresses amazement at the response of the Cummins Wodonga branch to their Christmas Eve dilemma last year.

An important aside to this story is that Jim and Karen have an eight-year contract to supply grapes to Casella Wines, producer of the ‘Yellow Tail’ brand that has taken the US market by storm. (Jim and Karen are in partnership with Karen’s parents, John and Helen Martin.) Yellow Tail has become the most spectacular export success story in the history of Australian wine. It blasted off in 2001 to become the No.1 imported wine in the US, the world’s largest wine market where 6,500 brands compete.

Jim and Karen are supplying Casella Wines with both chardonnay and shiraz grapes from their 53-hectare vineyard. They planted their first vines in September last year. Water for the drip irrigation is provided by two submersible pumps in the dam. These pumps are powered by a generator set and supply one megalitre - one million litres - of water every three hours to the vineyard.

On December 23 last year, in extremely hot conditions, not one litre of water was being pumped.

“We were trying to save money and had bought a second-hand genset,” Jim recalls. “It had done a pretty ordinary job for six weeks and then at about 1 pm on December 23 it finally went bang. The temperature was 34°C and we had vines that desperately needed a drink.

“My big worry was that no one was going to be able to help us since we were coming into Christmas.”

Anyway, I started ringing around. The people who sold us the second-hand genset couldn’t help us and I finally got in touch with Adrian Melotto (sales manager at Cummins Wodonga). I’d met Adrian at the Henry Field Days.

“I was familiar with the Cummins name because I’d been a Case tractor dealer in the UK before emigrating to Australia in late 2001.” (Cummins engines power some Case models, including the top of the line Steiger.)

Adrian Melotto tracked down a new genset that met Jim’s requirements at Cummins South Pacific headquarters in Scoresby (Melbourne), and Ipec trucked it overnight to the Wodonga (Vic) branch.

Adrian put the genset on a trailer behind his car and speared up the Hume Highway towards Gundagai, 200 km away.

“We had the new genset here at 3 pm on December 24 and by 4.30 it was pumping water,” recalls Jim.

“So, in the space of just over 24 hours, we’d gone from a potential disaster to being able to save our vines thanks to Cummins.”

The Coes supply grapes to Casella Wines, producer of the ‘Yellow Tail’ brand that has become the most spectacular export success story in the history of Australian wine.

George Maris has been so impressed with the support from Cummins since he got into trucking in Australia in 1999 that he has his latest trailer emblazoned with the Cummins message: BUILT TO MEET THE TOUGhest STANDards. YOURS.

We featured George in the July 2004 issue of the Cummins Commentary.

In the mid-80s, George defected from his country of birth, Romania, which was under draconian communist rule.

With the help of the United Nations, he immigrated to Australia to start a new life with wife Saveta and sons George and Ovidiu.

He’d driven trucks in Romania, but for his first 10 years in Australia he was a factory worker in Sydney. He then bought a small truck before leaping into linehaul with a Kenworth K104 and moving to Brisbane.

Now living in Brisbane, George put his second Signature-powered Kenworth, a T904, on the road in September, and was only too willing to have his new trailer adorned with the Cummins message.

During a recent visit to Cummins South Pacific headquarters at Scoresby in Melbourne, George showed Cummins managing director Gino Butera over his impressive new truck.

Muscular, square-shouldered T904 is the second Signature-powered Kenworth George Maris is operating.
A broken back couldn’t stop Noel logging on

Noel Gerke has made some big decisions in his business life but probably none as big as buying a new truck when he was laid up in hospital with a broken back in 1992.

Noel and his wife Yvonne had only started in the Tasmanian logging industry in 1989 and were operating one truck when Noel had his accident. Today, they run 30 logging trucks from Scottsdale in the state’s north-east. Their company is Samjack Transport, named after their sons and daughter Sam, Jacob and Kristen.

A water skiing accident put Noel in hospital in 1992 for over three months, during which time he was obviously concerned about his power of recovery from the broken back.

He ordered a new truck while in hospital and Cummins’ manager in Tasmania, Rob Criggie, convinced him to specify it with Cummins power; an N14-460 Celect.

Criggie still shakes his head in amazement at Noel’s confidence in buying the truck, a Western Star, when there was grave concern about his health. “There he was investing in a new truck and he didn’t even know whether he was going to be able to get up and walk again,” Rob recalls.

Noel Gerke did get up and walk again, and put his new Western Star to work. He had this truck for four years before he bought another and then another.

With industry reform in Tasmania basically dictating a ‘get bigger or get out’ strategy, Noel and Yvonne decided to get bigger and started expanding their business, mainly through the buy-out of other companies.

Samjack is today one of the biggest log truck outfits in Tasmania and moves, on average, 400 tonnes per truck per week.

Cummins ISX and Signature engines ranging from 500 to 580 hp dominate in the fleet, while Kenworth is the preferred truck brand.

“Noel wouldn’t be buying ISX and Signature engines if we weren’t happy with them,” Noel points out. “The drivers love their performance and engine braking, and Cummins’ service support in Tasmania is excellent.”

The latest trucks in the Samjack fleet are Signature-powered twin-steer Kenworth K104 prime movers that can operate at 51.5 tonnes with air suspended triaxle trailers on permit roads.

Samjack’s Tom Brown is driving a twin-steer K104 that went into service in July, and he has no complaints about the performance of the Signature 520, nor the ISX 500 that he was piloting previously in another K104.

Unloading at the Gonna Logrech woodchip mill.

Noel Gerke is actually a third generation truck operator. His grandfather Wilf and father Wilfred Glen had gravel trucks in Tasmania as did Noel to start with, before he decided there wasn’t a great future in the business and moved into logging.

Apart from hauling logs successfully for 15 years, Noel and Yvonne have added another important element to their business and that’s the Samjack Airlogger – a water skier’s Magic on an on-highway truck.”

As the name implies, the Airlogger is on air suspension and around 30 have been built over the last five years. Noel and Yvonne have upgraded their own fleet with Airloggers as well as selling them commercially.

There’s no complex reason behind their decision to build their own trailers. “We started out simply wanting to make sure we had good trailers for our business built at a competitive price,” explains Noel.

With Tasmania’s logging industry continuing to be embroiled in fierce debate and political point-scoring, many Tasmanians and their businesses face a future that is far from certain.

“Yes, we face an uncertain future - that’s the one concern we have,” says Yvonne.

Thoughtful for a moment, she gathers her emotions, returns to her work at the computer. Like the many other families involved in the Tasmanian logging industry, Yvonne and Noel Gerke have pride in their industry, their business. Pride that will never diminish.

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Noel and Yvonne Gerke.

“They’re magic downhill on the engine brake,” he says of the Cummins ISX/Signature Intebrake.

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Nuclear reactor is toughest test yet for Cummins gensets

The RRR, which is less than 100th the size of an overseas nuclear power reactor, will be fuelled by low-enriched uranium and capable of generating 20 MW of thermal power.

It is set to become an international hub of activity for scientists seeking to use neutrons to perform world-class research into areas such as medicine and unlocking the secrets of matter.

Cummins Power Generation’s scope for the RRR project - design, construct and commission the replacement reactor.

This analysis has gone to extraordinary lengths to ensure there were no amplification issues. The acoustic canopies and dual-wall fibreglass fuel tanks were also verified under seismic loading. Even the wind loads on the canopies and the effect of those loads on the concrete slabs on which the generators are mounted were part of the analysis process.

David Van Brussel points out that Cummins only had to make minimal changes to the basic genset design following the seismic analysis.

Other key requirements were that the PowerCommand Master Control panel be secured to the skid base instead of being remote mounted; the vibration isolators between the skid base and concrete pad be beefed up; and the rubber isolators between the engine/alternator assembly and skid base be removed.

The batteries also had to be capable of 10 consecutive cranking cycles, so four 12V batteries were fitted instead of two and the battery leads were doubled in size to minimise the voltage drop.

“Cummins was chosen ahead of relevant competitors for the RRR project, and we’ve delivered a product that meets the most exacting specification and analysis we’ve ever encountered in a power generation project in Australia,” says David Van Brussel.

Witnessing a generator being put through its paces - seeing the turbos glowing red hot under load while the test team goes calmly about its work - is invaluable in expanding a client’s knowledge of the product.

INVAP and ANSTO have placed a high level of importance on quality procedures for design, manufacture and testing to ensure that the products they are purchasing not only meet the specific requirements of the project but also the manufacturer’s own claims and standards.”

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For example, a special engine-driven fuel transfer pump had to be designed to complement the traditional electric pump to lift fuel from the three 30,000-litre underground tanks.
A 2,800 hp aluminium crew boat/supply vessel delivered recently to Singapore-based Abeer Marine Services is another example of the expertise and versatility of SBF Shipbuilders of Henderson, Perth. SBF was established in 1977 by Perth businessman Don Dunbar and still owned by Dunbar, specialises in the design and construction of aluminium vessels from 20 to 50 metres.

The 32-metre Abeer vessel - ‘Abeer Thirty Nine’ - is propelled by a pair of Cummins V12 KTA38 engines, each punching out 1400 hp at 1950 rpm, and is transporting personnel and equipment to offshore rigs and platforms. Abeer operates more than 30 oil industry service vessels in south-east Asia and the Arabian Gulf, and its chairman Erik Næs is reportedly very impressed with the SBF product.

Alan McCombie points out that SBF has designed and built some rare vessels over the years. These range from a 32-metre, quad-jet passenger catamaran that operates on the mighty Yukon River in Alaska, to a Cummins-powered aluminium tug - one of the few alloy tugs in the world - that is based at Esperance in Western Australia.

In winning the Abeer business, SBF promised to deliver a 32-metre vessel with 2,800 hp to achieve 28 knots loaded. Any scepticism went out the window when Abeer Thirty Nine exceeded this on sea trials.

Built to American Bureau of Shipping (ABS) survey under Panama Flag, this vessel provides Abeer with a fast but economical workhorse.

Long favoured by US Gulf Coast crew boat owners and builders, the Cummins KTA38-M2 engines were chosen by Abeer because of their proven operational record in high-speed transits.

An interesting point is that Cummins has around 70% of the Gulf Coast crew/supply boat market, especially in the high-speed ferry segment.

Apart from providing the propulsion power for Abeer Thirty Nine, Cummins also supplied two 88 kW generator sets as well as a 3.9-litre B-series engine for a dedicated fire monitor pump.

Tankage on the vessel includes 24,000 litres of fuel and 10,000 litres of water.

The cargo deck provides almost 80 m² of clear space, while there’s accommodation for a crew of eight plus seating for 50 passengers.

Abeer Thirty Nine adds to the growing list of SBF designed and built vessels operating around the world. “Most of our production is for export and outside Australia we’d have close to 50 vessels in service,” says Alan McCombie.

“All the larger vessels we’ve built over the years are still in operation. We know that for a fact.”

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Young people are missing the obvious in job search

Young people are missing the obvious when it comes to securing well-paid and interesting jobs, according to vocational education providers and employers.

Cummins employs high volumes of apprentices each year to work in jobs which many young people aren’t considering when making career decisions.

However, according to Cummins Brisbane service manager, Derek Marriott, these people are missing opportunities, which to him are obvious.

“Being an apprentice in this industry is not a dead-end job. It is a career path and you can end up with very lucrative rewards,” says Derek.

Moreton Institute of TAFE graduate Angus Short may be a member of this close to dying breed of apprentices but knows he made the right career choice.

Angus works as an apprentice fitter diesel mechanic at Cummins Brisbane, and attests to the advantages of his apprenticeship.

“The training I did at Moreton TAFE has also been really useful. The work experience was really good, and because I did mine here at Cummins it helped me make an easier transition to my job and get to know what I am supposed to do.”

Derek Marriott says that while securing employees like Angus is encouraging, the skills shortage situation is still dire. He even recruits from other trades.

“The heavy commercial vehicle industry and others are fighting negative images about apprenticeships,” he asserts.

“Parents often come to me about jobs for their kids and they don’t even know the apprenticeship system still exists.

“There are a lot of opportunities for apprentices. They can earn quite a lot more money in our industry, there are a lot of opportunities to travel and it is very diverse.

“An apprentice working here could be working on anything from pleasure boats, fishing trawlers, motor homes, and farm machinery to mining equipment and trucks.

“There are also a lot of high tech components of the job using electronics and computers. And we have employees working in Indonesia, Papua New Guinea, New Zealand, Fiji and Tahiti.”

Moreton TAFE education manager Sandra O’Neill says she is constantly trying to get the message out that young people are missing out on rewarding careers because of misconceptions about trades.

“Companies are calling us daily wanting people who are undertaking pre-apprenticeship courses in a range of automotive and engineering fields,” she says.

“At the moment we just can’t fill that demand.”

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The cylinder heads were in good condition with no valve beat-in. The crankshaft main bearings, con rod bearings, and con rod small end bushes were all in good condition with only slight scratching. The pistons had slight scratching on the skirts but were still within Cummins specified diameters. The top compression ring grooves had slight wear. The liners were measured and were still within Cummins re-use guidelines. The outer surface had no cavitation. The block had little wear on the top deck; this would be machined and the counterbores cut to the standard size. The conclusion was the QST30, with close to 23,000 operating hours, was still in very good condition throughout. The lubrication and cooling systems had been well maintained and there was no major component failure.

Cummins has produced over 6000 of the durable and versatile QST30 engines, and around 600 of these are in prime construction and mining applications such as blasthole drilling. With a rating as high as 1500 hp for oil well (frac) service, the QST30 is also popular in power generation applications.

Cummins' 30-litre, V12 Quantum engine, the QST30, has emphasised at the Argyle diamond mine in Western Australia why it has become the engine of choice for blasthole drilling applications. The 1000 hp QST30, installed in a P&H Mining Equipment 250XP-ST drill rig, notched up 22,754 hours before its recent scheduled changeout. The field service report from P&H stated that the condition of the major internals of the QST30 was "exceptional", and that the original life-to-overhaul estimate of around 14,000 hours could be revised up to 20,000 hours.

The Argyle mine, in the Kimberley region in the far north of Western Australia, is the world's largest single producer of natural diamonds. The region is remote, rugged and hot, with temperatures over 40°C (104°F) during the wet season from October to March. The mine produces around 30 million carats each year. Argyle diamonds are internationally renowned for their stunning array of colours - exotic pink, sparkling champagne, rich cognac, and dazzling white.

Blasthole drilling is a severe application with engine load factors as high as 70 per cent. The QST30, rated at 1000 hp at 1800 rpm, was still running well at the changeout at 22,754 hours, according to P&H. “This is phenomenal service life considering the application, duty cycle and environment,” says Venkat Bommakanti, Cummins South Pacific business manager for industrial products.

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“The QST30 has become the engine of choice for blasthole drilling applications, with customers insisting on its fitment in drill rigs produced by P&H, Reederl, Ingersoll-Rand and others.”

The teardown and inspection report produced by Cummins on the QST30 at Argyle made the following observations:

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Koramba gin a tonic for cotton industry

Four 800 kW Cummins generator sets are providing big cost savings and productivity gains to Koramba Ginning at Boom, north of Morree, NSW. The prime power gensets were commissioned in 2002, having replaced three Caterpillar units that had become unreliable and were costing Koramba Ginning hugely in lost production and maintenance costs.

Ginning process uses prime power from four 800 kW Cummins generator sets that are providing big productivity gains.

Further significant cost savings have come through a clever system which captures heat from the radiators to assist in the cotton drying process. The warm air from the radiators is ducted to the drying area to supplement heat from gas burners that run on LPG.

We previously used only the gas burners for drying,” Phil Atkins points out. “We’d use two tonnes of LPG on a wet day and around 250 tonnes of LPG a season.

Now, with heat being reclaimed from the radiators, we’re using far less LPG. In fact, we’ve had a 50% reduction in LPG costs.”

Unlike automotive applications where the engine fan pulls air through the radiator, the fan on gensets and industrial engines pushes air through the radiator. Ducting the warm air from the radiators is thus not a complex task.

A plenum room is part of the process with computer-controlled louvres regulating air flow and air pressure. During the ginning season, three of the 800 kW Cummins gensets provide prime power while the fourth is on standby to take over in the event of a shutdown for servicing or maintenance.

“The fourth genset gives the flexibility to properly maintain and service each of the gensets during ginning without interrupting power to the plant,” says David Van Brussel, who managed the installation and commissioning of the plant for Cummins Power Generation.

The gensets are paralleled by the Cummins PowerCommand digital control system, the most advanced engine-generator management system on the market today. The genset alternators are fitted with special filtration to prevent cotton getting into the windings of the alternator motor.

The ginning process involves separating the lint (fluffy cotton) from the seed. Three products result from the process - cottonseed, lint and waste.

“Mean buggy” unloads wool module from truck to begin the ginning process.

**K2O... the new Kimberley cruiser**

Its name, K2O, sounds like a chemical formula and, indeed, its owner believes it has all the right chemistry for the Western Australian tourist market.

K2O is, in fact, an abbreviation of ‘Kimberley to Ocean’ - a 22-metre luxury live-aboard catamaran that is making its mark in the booming Kimberley charter market.

Powered by a pair of Cummins QSM11 engines each rated at 450 hp, K2O was built by Tim Brown’s Fine Entry Marine of Geraldton and designed by Gavin Mac’s Global Marine Design.

K2O is owned by Phil Peet of Broome and operates on 10 to 14-day tours of the stunning gorges and coastline of the Kimberley region in the far north of WA.

The all-aluminium K2O has a cruise speed of 12 knots with its Cummins QSM11 engines turning over at a fuel efficient 1400 rpm, each using 30 litres/hour at this speed.

Early reports from the vessel are that the QSM11 is living up to its outstanding reputation for fuel efficiency.

The vessel accommodates 10 to 12 passengers and is equipped with two Cummins gensets - 4B3.9 units, each providing 40 kVA of on-board electricity.

Gavin Mair’s Global Marine Design, Tim Brown points out that K2O is the first Cummins-powered vessel built by Fine Entry Marine.

The 10.8-litre QSM11 was chosen for a specific reason. “We knew the engine had an excellent reputation around Australia for reliability and fuel efficient performance,” he says.

He was also impressed with Cummins’ service support. “Right from day one we had top level technical support from people like Peter Brookes and Tim Worme at Cummins Perth,” he points out.

K2O was built by Fine Entry Marine in seven months. The company started out nine years ago building cray boats and small charter vessels and then the business evolved into bigger work boats and charterBoats such as K20.

**Cummins gensets were commissioned in 2002, having replaced Caterpillar units that were unreliable.**

“This is a pressure business,” says Phil Atkins, ginning manager at Koramba Ginning. “The ginning season runs for five months of the year, March to August, and we operate 24 hours a day, seven days a week.

“We have to have plant that works reliably at maximum capacity. The last thing we want is downtime.”

Koramba Ginning was established in 1992 and has produced 132,000 bales of lint in its best season, each bale weighing 227 kg. The gin relies totally on generator power since the cost of getting grid power out to the remote plant is cost prohibitive.

“The Cummins gensets have been very reliable. In fact, in their first year, 2002, we didn’t have one minute of downtime,” Phil Atkins points out.

The V12, 30-litre Cummins QST30 engines powering the gensets are also providing substantial fuel savings over the Cats - savings that amount to 10-15%, he reveals.

Kimberley cruiser K20 was built by Fine Entry Marine in seven months. The company started out nine years ago building cray boats and small charter vessels and then the business evolved into bigger work boats and charter boats such as K20.

**Around 45% of ginned cotton is made up of cottonseed. The seeds are valuable and are used for a variety of products such as cooking oil, stockfeed, cosmetics, and margarine. Lint makes up 35 to 40% of the cotton. Once it has been separated it is compacted into bales and transported to spinning mills. At the end of the process the clean lint is pressed into 227 kg bales.**

The V12, 30-litre Cummins QST30 engines that are providing big productivity gains would cost around $200,000 each. The gensets are fitted with special hot air recuperators to pre-heat the air to assist in the ginning process.

“Ginning manager Phil Atkins... “We have to have plant that works reliably at maximum capacity... the Cummins gensets have been very reliable.”

**Ginning process uses prime power from four 800 kW Cummins generator sets that are providing big productivity gains.**

“Mean buggy” unloads wool module from truck to begin the ginning process.
A contract to clear land at Port Douglas for construction of the Sheraton Mirage hotel in 1986 was the start of what has become a diversified trucking business for Wes and Kristein Connolly in Far North Queensland. Obviously an astute couple with plenty of resolve, Wes and Kristein run their business, Oakdare Holdings, out of the small town of Mossman, 90 km north of Cairns.

Their fleet of 21 trucks, all Cummins-powered, is involved in cane and livestock haulage, and they also have tippers as part of the earthmoving side of their business.

“Diversification works for us... it takes out the humps and hollows,” says Wes.

Wes Connolly’s ancestors were pioneer cane farmers in the Far North. In fact, it was 122 years ago that the Connolly family started cane farming at Mowbray.

Wes, 44, is an electrician by trade. He did his apprenticeship at the sugar mill at Mossman and then drove a cane harvester for three years. Kristein was brought up on a cattle property on north of Cairns.

Wes and Kristein married 22 years ago, and in 1986 they bought their first truck to accompany a dozer they also operated. They had won a contract to clear land for construction of the Sheraton Mirage Hotel at Port Douglas.

That job kept them going for four years, and then in 1990 they started carrying sugar cane from Mareeba on the Atherton Tablelands to Mossman. That was also the start of their company, Oakdare Holdings.

“The Sheraton Mirage job started us off, and then the cane cartage forced us to expand the business as we grew with the mill at Mossman,” Wes explains.

“When the sugar industry was at its peak we were running nine B-doubles and eight single trailers on sugar cartage seven days a week.

In 1995 Wes and Kristein made their move into livestock haulage when they bought Jadas Transport, a six truck business that was also involved in earthmoving.

Then they acquired Kristein’s parents’ business, Remfrey’s Livestock, adding two more roadtrains to the fleet.

“Livestock today accounts for 40 to 50 percent of our workload, while cane is 30 to 40 percent, and the earthmoving is around 20 percent,” Wes points out.

“Over the last four years our major capital investment has been in the livestock side of the business. We made the decision not to expand any more into cane.”

Six Oakdare trucks are dedicated to livestock cartage — two roadtrain triples, a roadtrain double, and three B-doubles — while 11 trucks, five of which are B-doubles, cart cane.

The earthmoving side of the business comprises four loaders, a roller, excavator, dozer, three body trucks and two semi-tippers.

The Oakdare fleet is split between Western Star and Kenworth, while the Cummins engines are a mix of ISM, N14, ISX and Signature.

The top-power Signature 580 and 600 engines propel the roadtrain prime movers on stock work. Oakdare moves, on average, up to 1200 head of cattle a week.

“We initially went to Cummins to get an effective engine brake for our cane trucks which have to come down the range into Mossman,” Wes explains.

“At the same time we decided to standardise on the one engine make so that we’d be dealing with only one lot of people.”

The Connollys don’t have any regrets. “The back-up from Cummins Cairns is very good, and we’ve found Cummins engines to be reliable. If they weren’t reliable we wouldn’t be buying them, simple as that,” Wes emphasises.

Entire Oakdare fleet is Cummins powered.

Water police vessel Vigilant has had her share of memorable missions since joining the Tasmania Police fleet in 1971.

A classic 52 ft vessel crafted from Huon pine, 33-year-old Vigilant is powered by a pair of Cummins V504 naturally aspirated diesels — her original engines.

Vigilant was built specifically for search and rescue and fisheries policing duties, and today is skippered by Constable Scott Dunn of Tasmania Police, Marine Services.

“She’s been in eight-metre seas on rescue work,” says Scott, discussing some of the vessel’s tougher missions.

He was on Vigilant in the early 1980s when she spent five months bolstering police presence in the face of hundreds of protestors who were physically blocking construction of the Franklin Dam in Tasmania’s wilderness.

In 1975 Vigilant played a key role in rescue efforts following the Tasman Bridge disaster near Hobart. The bridge, crossing the Derwent River, was hit by a bulk ore ship sending cars into the river. Twelve people lost their lives.

Today despite her years, Vigilant is still involved in sea patrols, inspecting abalone and crayfish vessels, helping National Parks & Wildlife with seal counts, and so on. Her duties also now include police PR work, taking disabled kids out on educational tours, and other such community activities.

The 33-year-old V8, 504 in’ Cummins diesels, each rated 185 hp at 3000 rpm, have given remarkable service.

The 504 (8.25-litre) V-series engine first appeared in the mid-60s and boasted an oversquare design, with the bore diameter greater than the length of the stroke. This permitted a large dual inlet and exhaust valves for improved engine breathing throughout the full operating range.

“We’ve estimated that each engine has done over 20,000 hours,” says Scott Dunn.

“Vigilant had a refit in 1988 but the motors weren’t touched. I know that in the last 22 years the only thing of note that has been done to each engine is the replacement of a liner ‘O’ ring.

“We cruise at 10 knots at 2100 rpm and each of the engines uses around 22 litres/hour at that speed,” he points out.

A new 7 kW Cummins Onan genset was also installed in Vigilant recently, replacing an Onan unit that had done a trouble-free 10,000 hours.

“The old unit hadn’t failed, it had just aged gracefully. It was sold to a new owner who fitted it straight into a boat for continued service,” says Cummins Devonport sales engineer Dave Johnson.

Tasmania’s water police have a fine tradition to uphold, and with a vessel like Vigilant continuing to fly the flag it’s a tradition that has even deeper meaning.

There are newer and faster vessels than Vigilant in the Tasmania Police fleet today, but none has her time-honoured presence.

How Tasmania’s water police have stayed ‘vigilant’ for 33 years
Brian’s bush business builds from modest start

When Brian Smith bought his first logging truck in 1986, it was a modest beginning to what has become one of the biggest log harvesting and transport businesses in NSW.

Based in Walcha, Brian has built his business on sensible goals with steady growth. Today, he has 15 log trucks that had around 200,000 tonnes of hardwood and pine a year.

Brian Smith is the largest private employer in Walcha, and he’s genuinely proud of the fact he can contribute to the small community in this way.

He also sees the business as a future for his three kids, Bonnie, Beau, and Robert. “They love the trucks and tractors and come out with me as much as they can,” he says.

Brian Smith operates 15 top-power Cummins Signature engines - a mix of earlier 600s and the latest generation 620s. Thirteen of these are in Western Star and Kenworth log trucks while two propel tippers that haul woodchips and fertiliser.

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Country Energy extols Cummins Power Rent’s ‘exceptional service’

A recent project carried out by Cummins Power Rent in far west NSW has attracted praise from Country Energy. Cummins had provided “exceptional service” in the face of constant and critical deadlines according to Country Energy, which owns and operates the world’s second largest power supply network.

Cummins Power Rent mobilised generator sets and associated equipment to ensure power supply to Country Energy customers in far west NSW during the Millston-Inland major line refurbishment project carried out over two weeks. The ability of the Cummins gensets to parallel with the mains supply meant they were deployed without interruption to the electricity supply except for a short outage to disengage the gensets when the work was completed.

Country Energy’s power supply network includes 185,000 km of power lines and 1.3 million power poles across three-quarters of NSW.

“Numerous challenges were encountered during the planning, trial connection of the generator supply, and the initial days of the project, all of which were assessed, resources and fulfilled by the outstanding service from Sam Buttiglieri (Cummins Power Rent manager in NSW),” stated Country Energy in a letter of appreciation.

“The remote location also presented difficulties with the inclusion of an earthing transformer and specialised reactor bank equipment. The provision of an on-site service technician with generator expertise proved invaluable.”

Cummins Power Rent provided two containerised gensets for the project (which required 2.5 MVA of temporary power) along with the reactive load bank. Cummins also provided a specialised earthing transformer which enabled Country Energy to utilise one of its existing 415V/33 kV transformers.
Cummins LNG engines score in tough Perth trial

A new natural gas Cummins engine on trial with SITA in Perth is delivering key environmental and operational benefits.

SITA Environmental Solutions has three waste collection trucks fitted with the 280 hp Cummins C Gas Plus engine. The first has been in service since January 2004, while the second and third began running in July-August.

Marcus Geisler, SITA’s general manager in Western Australia, confirms the trial is showing extremely positive results to date.

He says the key attractions for SITA of the natural gas Cummins engine are its ultra-low emissions, quietness, and fuel cost savings.

The 8.3-litre C Gas Plus engines are installed in ACCO 6x4 and 6x6 chassis and are running on liquefied natural gas (LNG). Cummins Perth carried out the installations.

SITA’s fuel cost savings with its Cummins LNG engines exceed 30% when compared with the 275 hp diesel Cummins C-series engines that were originally installed in the trucks.

Emissions produced by the Cummins C Gas Plus are also significantly lower than the current Australian standard and below the stringent US levels - levels that require the use of technology such as EGR (exhaust gas recirculation) on diesel engines.

The C Gas Plus also emits less greenhouse gases than its diesel equivalent.

“The gas engine is a lot quieter than the diesel; and that’s a huge benefit when the truck is in noise sensitive areas, or is operating early in the morning or late at night,” Marcus Geisler points out.

“Driver acceptance is also very good,” he adds. “There were concerns initially that the gas engine wouldn’t have the performance of the diesel unit, but our drivers say that performance is almost identical.”

SITA’s fleet in Perth is focused on industrial waste collection, but around Australia the company services close to 620,000 households weekly along with 30,000 commercial/industrial customers.

The C Gas Plus, an electronically controlled, spark-ignited engine, delivers its maximum 280 hp speed automatic transmissions, are fitted with a 510-litre LNG tank which gives over 400 km range. This allows the trucks to complete a 10-hour day without having to refuel.

Kleenheat points out that LNG, compared with CNG, has 3.5 times greater fuel density thus providing the vehicle with a viable operating range. LNG’s fuel storage mass is also considerably lighter allowing increased payload.

Kleenheat is involved with SITA in the trial, having had experience with the Cummins C Gas Plus engine in its own delivery fleet in Perth since late 2001. Kleenheat currently runs three ACCOs with dedicated-LNG Cummins engines.

One of Kleenheat’s mini tankers fuels the SITA trucks each day, but if SITA decides to commit to the gas engines it will get its own on-site refuelling station in the form of a containerised 20 m³ tank (about 15,000 litres). The on-site refueller is capable of delivering 190 litres of fuel a minute, typically with the drivers refuelling their own vehicles.

Kleenheat business development manager Rod Jones says Kleenheat is willing to ensure stable long term LNG pricing for users by providing supply contracts for a specified period - five, 10 or more years. The cost of the LNG would be indexed to the CPI.

LNG also qualifies for the Federal Government’s Energy Grants Credit Scheme rebate.

The Cummins gas engine is recognised by the Australian Greenhouse Office (AGO) under its Alternative Fuels program. The SITA trucks received funding equal to fifty percent of the conversion costs. The AGO scheme is an incentive for operators to adopt fuels such as LNG.

One of the three ACCOs now operating with SITA in Perth with a Cummins LNG engine.

(205 kW) at 2400 rpm, with peak torque of 850 lb ft (1152 Nm) at 1400 rpm. It is based on the proven and durable Cummins C-series diesel, the two engines sharing many parts. The SITA trucks, equipped with Allison MD3560 six-speed automatic transmissions, are fitted with a 510-litre LNG tank which gives over 400 km range.

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A Cummins ISX 475 continues to notch up big fuel savings for Brookes Transport in a roadtrain operation in Western Australia.

The Generation II ISX is competing against two C15 Cats in identical work between Bunbury and Perth, hauling particleboard in 79-tonne roadtrain doubles.

The engines, powering K104 Kenworths, entered service early in 2003 and by mid-2004 each had done over 330,000 km. In this time, the ISX had no major reliability issues.

Both the ISX and C15 are rated at 475 hp, with peak torque of 1650 lb ft.

The ISX is living up to its reputation as the industry leader in fuel economy, with the latest fuel records at Brookes showing the ISX-15 litre Cummins to be maintaining the economy lead it has had over the C15 since day one.

In recent months the ISX has averaged 1.59 and 1.65 km/litre versus 1.45 and 1.47 km/litre respectively for the best performing C15.

Over 12 months/300,000 km, the fuel savings notched up by the ISX would thus total more than 18,000 litres.

This translates to a cost saving of around $15,000 based on a diesel price of around 80 cents/litre (after GST, fuel rebate, and fleet discount deductions.)

An interesting point is that when the ISX started out on the job its fuel economy was below that of a Cummins N14-460 that had been on the run previously.

Once the ISX bedded in, however, it took the lead in fuel economy and today has a 0.15 km/litre better average.

Bunbury-based Brookes Transport operates one of Australia’s largest roadtrain fleets, with more than 50 units involved in logging and the haulage of building and concrete products and general freight.

The company was started in Bunbury in 1976 by the late Gary Brookes and wife Jill. Today, sons Trevor and Geoff manage the respected business.

Brookes has operated most types of Cummins engines over the years and early in 2003 the first ISX engines came into the fleet with the release of the Generation II upgrade package for the 15-litre platform.

One of the most critical of the controllable daily costs is fuel, and Trevor Brookes acknowledges that any measure that can improve economy has to be a priority.

The company doesn’t run engines over 500 hp because it has a simple philosophy that you don’t buy horsepower you don’t need. The flow-on costs are just too high.
Cummins apprentices take out top awards

The ability of Cummins apprentices continues to come to the fore with Bill Brant, Nick Miller and Brendan Seawright taking out top awards in Queensland.

Cummins Brisbane’s Nick Miller was named Apprentice of the Year by apprentice provider Torgas. He won $1600 worth of prizes and his name goes on a perpetual trophy.

Cummins Emerald’s Bill Brant was named Apprentice of the Year by the Capricornia Training Company.

Bill started his apprenticeship with an engine reconditioning company but completed his final three years with Cummins in Emerald.

“There are plenty of opportunities working with Cummins,” says Bill, who works mainly on mining engines - 38-litre, 45-litre, 50-litre and 60-litre units - in the Bowen Basin.

Meanwhile, Cummins branches continue to highlight the value of apprenticeships as a career future.

Cummins Mt Gambier recently joined industry partners to stage an ‘Auto and Transport Careers Expo’. As a lead up to the expo, Leigh Newton, Cummins branch manager at Mt Gambier, joined an industry team in going to schools to talk to students and careers advisors about opportunities in the transport industry.

At the expo, students and parents gained exposure to all aspects of the industry and were able to talk to technicians, salesmen, parts interpreters as well as gain advice in careers such as finance, OH&S, IT, freight logistics and driving.

Memorial award recognises top Cummins apprentice

Cummins Perth apprentice Steven Turpin has won the inaugural Rodney Hutton Memorial Apprentice of the Year award.

Steven Turpin (right) with Cummins Perth workshop manager Brian Leeder next to the toolkit of the late Rodney Hutton.

Rodney Hurton, a popular and respected technician at the Perth branch, passed away in October 2003.

His family, from New Zealand, generously donated his substantial toolkit to the Perth branch, specifically for use by apprentices in the training centre.

The memorial award is for Cummins apprentices in Western Australia and the Northern Territory.

Steven Turpin’s prize is a visit to Cummins South Pacific headquarters at Scoresby (Melbourne) and also a local truck manufacturing facility.

Steven started with Cummins as a 1st year apprentice in January 2003.

Cummins Perth apprentice master Joe Coltrana describes him as an outstanding performer with an exciting future in the heavy-duty diesel industry.

“It became very obvious from an early stage that Steven would excel in his chosen vocation,” says Joe.

“He learns very quickly and possesses a good understanding of the trade and of what is expected from him. He is an extremely popular employee and gets on well with his peers and each of his supervisors speaks very highly of his attitude and ability.

“His instructors at TAFE share the same opinion of his ability and attitude.”

The words ‘Please use these tools with care and pride’ are fittingly inscribed on Rodney Hutton’s toolkit.

The winner of the individual stroke event Greg Baker (left) with Cummins’ Ron Szulc.

The visionary Cummins Masters raises $17,000

The Cummins Masters golf tournament at Narooma, NSW, in October raised $17,000 for the Variety Club, a worldwide charity that supports underprivileged kids.

Cummins customers donated generously, with quality golf taking a backseat at Narooma.

The winning team in the ambrose competition over 18 holes was Bob Hornby (Hornby Transport), Roger August (Ross Transport), Ziggy Pulsun (Doherty Transport), and Rob Sweeney (Cummins).

Greg Baker (Murchison Transport) took out the individual stroke event.

Sponsors of the Cummins Masters at Narooma were Fleetguard, Jaspal, Mark IV Oilcheck, Pirtek, StandOut Marketing, StayinFront, and Valvoline.

Cummins’ Shane Murphy (far left) with the winners of the ambrose competition (from left) Rob Sweeney, Ziggy Pulsun, Bob Hornby and Roger August.

New Cummins branch

Cummins’ new branch in Mildura, Victoria, opened for business in October, taking to 37 the number of Cummins-owned branches in Australia.

The Mildura branch also increases the number of Cummins heavy vehicle workshops in Australia to 30.

“No other company can match this level of service support,” says Cummins South Pacific managing director Gino Butera.

The Mildura facility, at 1081 Bennetook Ave, has four workshop bays and is staffed by two technicians, two apprentices and a parts interpreter.

Cummins Swan Hill manager Peter Flanagan is managing the Mildura operation. Chris McInerney is branch supervisor.

The Mildura branch number is 03 5022 0800.

One of the first customers at the new Cummins Mildura facility was Baileys Transport of Sea Lake, Vic. The photo shows Darren Bailey (right) with Cummins’ Chris McInerney (centre) and driver Stuart Crowe.

The Mildura branch number is 03 5022 0800.
I have often said that one of our prime objectives at Cummins is to be recognised as the best customer support provider in the industry. Cummins does not have a great number of customers - we are not in consumer goods or the financial services industry where there are potentially millions of customers around the region. However, the customers we do have are significant, and most often are running their own business in which the support level of suppliers such as Cummins can ‘make or break’ their reputation. We at Cummins also recognise that our customers have complex businesses, and we need to manage our relationship at many levels if we are to provide that support to your business.

For this reason we made a decision 18 months ago to invest in a Customer Relationship Management (CRM) tool. Today, almost a million dollars and many, many man-hours later, we are proud to announce that we have launched this CRM system to all areas of our Australia/NZ market.

While CRM is an integral tool for Cummins use, the aim is to utilise CRM to better meet customer’s needs. We will do this through better management of customer contacts, sharing information between the right people faster, ensuring department reporting lines don’t stop us getting information to everyone who works on your account, and ensuring that our larger customers receive the same excellent level of service at every branch they call on, regardless of location throughout Australia/NZ. It will also allow our field people to have up to date account information every time they come to visit you, and so make for faster decision making and reaction time from Cummins.

Each and every customer of Cummins is critical to our future. We recognise that business revolves around strong performance and mutual relationships, and see this investment in a relationship management system as part of our ongoing commitment to our customers. We look forward to sharing the benefits with our customers and employees in 2005.

Regards,
Gino Butera.
Woodside is a name that has become synonymous with Australia's energy industry. It is the country’s largest publicly-listed oil and gas exploration and production company - a top 20 Australian company with interests across the globe and a market capitalisation of around $10 billion.

Woodside's flags are the North West Shelf Venture, Australia's largest ever resource development and one of the world's great gas fields. As operator of the venture, Woodside produces LNG, natural gas, LPG, condensate and oil from the North West Shelf fields off Western Australia. Woodside’s processing plant is on the Burrup Peninsula, near Dampier. Early in 2004, the company moved to new headquarters - Woodside Plaza - in Perth. The new 29-level building, 80% of which is occupied by Woodside, consumes more than 5 MW of power during peak demand.

The four Cummins generator sets, each producing 5 MW of power during peak demand, are located on the 8th floor of Woodside Plaza to provide best power dispersion to the building.

Cummins Power Generation in Perth was contracted by Everett-Smith & Cummins Power Generation in Perth was contracted by Cummins Power Generation in Perth to provide best power dispersion to the building. The gensets, powered by 50-litre, V16 Cummins KTA50 engines, are located on the 8th floor of Woodside Plaza to provide best power dispersion to the building.

In fact, Cummins provided a ‘total system solution’ to the customer including design, manufacture, installation, commissioning and on-going maintenance of the standby power system. Everett-Smith installed all associated electrical equipment for the complete generation interface and control systems, as per Cummins requirements.

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Everett-Smith project manager Robert Perrella is impressed with the system along with its installation. “The presentation of the generator room and the installation in general are excellent,” he says.

Each of the gensets is individually controlled by a Cummins PCC paralleling controller. The PCC (Power Command Control) controller has digital voltage regulation and digital governing to provide state-of-the-art parallel synchronising controls.

The gensets are parallelled at the main switchboard to ensure that power is strategically provided to the building's eight critical loads. Each of these critical loads is individually monitored by a dedicated ATS (automatic transfer switch).

These switches ensure that, in the event of a mains power failure, the gensets are synchronised to start, and that the loads are efficiently transferred from mains power to generator power.

Start signals from the eight transfer switches are sent through the Cummins Master Controller 200 which ensures the generators are started in a fast and responsive manner.

The Master Controller monitors the building power requirements and ensures the minimum number of generator sets are running to support the necessary loads. This function is called ‘load demand’ and means the system is running only in the most fuel efficient manner.

The Master Controller also provides system status indication and signals to the Building Management System (BMS) which oversees all of the building’s operational systems.

The building operators can control and monitor the standby power system via an easy to use, colour HMI (Human Machine Interface) touch screen.

Fuel for the gensets is pumped from three 20,000-litre tanks in the basement to four 1000-litre day tanks on the 8th floor. Running at 80% load during testing, the big V16 engines powering the gensets showed their consumption rate to be 500 litres/hour - an engine which impressed the building owner.

Interior noise levels that had to be met were 41 dBA within three metres of the generator room (above and below), and 38 dBA in the general office areas. At footpath level the maximum allowable noise is 60 dBA.

Everett-Smith project manager Robert Perrella (left) with Cummins Perth sales manager Peter Gelmi. “The presentation of the generator room and the installation are excellent,” says Perrella.

Stephen Haslem: “The performance of the Signature is exceptional.”

The four Cummins generator sets, each producing 1120 kWe, are located on the 8th floor of Woodside Plaza to provide best power dispersion to the building.

Cummins Power Generation in Perth was contracted by electrical engineering and contracting firm Everett-Smith & Co Pty Ltd to carry out the standby power installation at Woodside Plaza.

Tucked away in Australia’s regional areas are many small well-managed fleets that play a vital role in their particular regions’ transport needs. They go about their task with determination, pride and spirit - the qualities that make Australia what it is.

One such fleet is Walcha Carrying Co, a family business that today is run by brother and sister, Stephen and Mandy Haslem.

Walcha is a small NSW town in the New England Tablelands region, about 90 km north-east of Tamworth.

Stephen and Mandy’s father Syd was one of Walcha Carrying Co’s original partners when the business started 53 years ago on September 1, 1951.

Syd’s partners were Ernie Bath, Percy Roper, Kevin Hogan, Viv Riley, Bill Chandler, and Col Wall.

“Dad borrowed $1000 to enter into the partnership, and they started off with Chevrolet Maple Leaf petrol trucks, about 12 of them,” Mandy points out.

“Some of the original clients from all those years ago are still retained by us today,” she says proudly.

Walcha is the centre of a timber industry that is worth millions of dollars to the region, but the Haslem family business is focused on other transport tasks.

“We cart sheep, cattle, hay, wool, general freight,” says Mandy, who started in the business in the early ’80s at the age of 18.

She drives, loads, and does whatever else that needs carried out in the cut and thrust of trucking.

Stephen Haslem plots the newest of Walcha Carrying Co’s three prime movers, a Signature 620-powered Kenworth T604.

“The performance of the Signature is exceptional,” says Stephen, 42, who has been working in the business for 25 years.

“I was on B-double work recently with a mate who has got a 550 hp Series 60. We travelled together with exactly the same loads and the Signature did 1.57 km/litre compared with the Detroit’s 1.50 km/litre. The Signature was also at least a gear better on the steeper hills.”

The service support from David Paddison’s Cummins Tamworth team is another very important aspect for Stephen and Mandy.

“Back-up and service are their priority,” says Stephen. “You know that if you have a problem they’ll do their utmost to get you going again as soon as possible.”

Stephen Haslem... enjoys the cut and thrust of trucking.

siblings keep trucking in the family

Woodside headquarters in Perth consume more than 5 MW of power during peak demand.
Noel Hoare has difficulty remembering life without trucks. Raised in Yarrowitch, 50 km east of Walcha in NSW, he recalls driving a truck his father bought in the 1950s, carting wool, livestock, whatever was going.

Today, at the age of 63, Noel still has trucks which he runs outside his own company. He was president of the ALTA (Australian Livestock Transporters Association), deputy chairman of the Road Transport Forum (now the Australian Trucking Association), and he served on various other committees at national and state levels.

In 1994 Noel was made a life member of the ALTA in recognition of his outstanding service to the Australian livestock transport industry.

Noel started his own trucking business in 1965 with wife Mary (the year they were married), and in 1968 they bought their first Cummins engine, a 160 hp C160, in an International CD1840.

That was the start of a long standing relationship between Noel and Cummins.

“I’ve operated most of the Cummins engines over the years - the 903, small cam and big cam, N14 mechanical, N14 Colect and now the ISX and Signature,” he says.

“I've always found that Cummins people have an interest in what you're doing.”

Noel Hoare’s trucks cart fertiliser for aerial and ground spreading.

“The guys at Cummins Dandenong have given me unreal support,” says Sab. “They’re real genuine in what they do. They treat me like I’ve got 100 trucks. Kevin Hogben, in particular, has been fantastic.”

“I also believe in supporting the companies that support the industry associations, and Cummins has been generous in supporting the associations.”

Noel and Graeme run three trucks today, hauling fertiliser from Newcastle to Walcha for aerial and ground spreading. They currently operate an N14 and a Signature, and by early next year will have two new ISX500-powered Kenworths in service.
Roadtrain Signature still running sweetly after 1,000,000 km

Roadtrain specialist Shaw’s Darwin Transport has fully tested the durability of the Cummins Signature engine over the last couple of years.

A 2002 Signature 580 recently clocked up over one million km - 1,012,248 km to be exact - without a major issue before being retired from Shaw’s roadtrain doubles and triples work.

The engine, which had its original cylinder head and power cylinder components, was still running sweetly when it was replaced by a Generation II Signature 580 in the Kenworth T904.

The high-kilometre Signature spent most of its life pulling triples. It operated weekly between Sydney and Darwin, and also from Western Australia’s Ord River region, hauling fresh produce to the Sydney markets.

Its typical Sydney-Darwin express schedule involved 7000 km of triples work a week.

The Signature used 745,657 litres of fuel in topping one million km, averaging 1.3 km/litre. Engine load factor was 49.5% and engine hours tallied 13,993.9.

The engine’s one million km achievement in roadtrain work equates to 1.5 million km in typical single trailer linehaul.

Shaw’s Darwin Transport, which is meticulously run by Will Shaw and his Sydney-based team, operates nine Signature engines in Kenworths. Shaw began the business in 1981 when he bought his first Kenworth to operate between Sydney and Darwin as a sub contractor to a major national carrier.

New 50-litre Quantum mining engine unveiled by Cummins

Cummins has unveiled a new 50-litre engine, the QSK50, for the mining market.

The QSK50 is an evolution of the K2000E 50-litre platform, a mining industry benchmark, and will become available in 2006. It will meet the EPA Tier 2 emissions requirements.

With ratings from 1400 to 2100 hp, the QSK50 has been developed specifically to meet the durability, reliability and high power density requirements of large haul trucks and excavators.

“We’ve taken the mining performance benchmark of the K2000E and given it the Quantum treatment along with some evolutionary durability and reliability updates to bring it to Tier 2,” says Jim Trueblood, vice president of Cummins high horsepower engineering.

“Essentially, this is another example of Cummins’ investment in the right products and proven technology to help our customers achieve the uptime they require.”

The QSK50 utilises Cummins’ modular common-rail fuel system with full-authority electronic control over fuel timing, quantity, pressure, delivery rate shape and the number of injection events which provides optimum performance and emissions compliance.

With ratings from 1400 to 2100 hp, the QSK50 has been developed specifically to meet the durability, reliability and high power density requirements of large haul trucks and excavators.

With ratings from 1400 to 2100 hp, the QSK50 has been developed specifically to meet the durability, reliability and high power density requirements of large haul trucks and excavators.

The QSK50 achieves a 30% reduction in emissions of nitrogen oxides (NOx) and more than a 65% reduction in particulate matter (PM) from Tier 1 standards, while maintaining reliability and durability in extreme operating environments.

The modular common-rail fuel system is fully integrated with Cummins’ CM850 Electronic Control Module (ECM) enabling the QSK50 to continually maintain an optimum balance between load demands, fuel efficiency and emissions control.

The new CM850 ECM is designed for isolation from detrimental thermal and vibration loading that ensures an unprecedented level of reliability in the extreme mine operating environments around the world. The modular common-rail fuel lines also incorporate double wall protection for added safety.

The 50-litre/V16 configuration features single-piece ferrous cast ductile (FCD) iron pistons that allow for high cylinder pressures and increased power output.

The QSK50 will also be available for high-altitude mining applications featuring two-stage turbocharging.

Cummins mining engines feature an in-cylinder emissions solution that ensures minimal installation impact.

Cummins has been able to optimise the in-cylinder combustion system to meet Tier 2 NOx levels without increasing displacement or making significant configuration requirements. In addition, the Cummins Tier 2 advanced combustion solution provides a stable engine system that will carry customers through to Tier 4 in 2011 with the addition of aftertreatment.

The QSK50 is also available with uptime increasing options of Centinel and Eliminator. The Centinel oil management system enables operators to extend oil change intervals to as much as 4000 hours. The Eliminator oil filtration system eliminates the need to replace and dispose of used oil filters and decreases lube system maintenance costs by as much as 90%.

Parks Victoria revved up over new jet boat

A new Parks Victoria vessel using Cummins power and Hamilton jet propulsion has been put to work at the eastern tip of Victoria on a variety of tasks.

The 9.0-metre aluminium vessel, named Oceanargus, is servicing Gabo Island Light Station Reserve which supports significant colonies of seabirds and penguins and also has the only operating lighthouse in Victoria.

The vessel is also patrolling two marine national parks as well as servicing Mallacoota Inlet, a popular holiday destination with various picnic facilities, some of which are only accessible by boat.

Propelled by a Cummins B330 engine coupled to a Hamilton jet, Oceanargus was designed by Michael Hurn and built in Tasmania by Lyndcraft Boats, a subsidiary of Greg Lynd’s George’s Bay Marine.

During sea trials, the vessel did 30 knots at 2800 rpm with six people on board.

“The combination of Cummins engine and Hamilton jet provides tremendous response and manoeuvrability,” says Cummins Tasmania sales engineer Dave Johnson who was involved in the project.

Greg Lynd’s boat building operation at St Helens has built a number of jet boats using Cummins power.

These are being used at fish farms and for cray fishing, as well as providing thrill rides at tourist destinations.

Lynd himself is a former truckie. He took over the derelict slipway at St Helens, in the north-east corner of Tasmania, several years ago and since then has established a second slipway as well as tackle and Chandlery shops, a marina, and a light engineering business.

New Cummins-powered jet boat provides Parks Victoria with tremendous versatility.
China’s construction and consumer boom has created an insatiable appetite for steel, and the companies mining iron ore in Western Australia are working overtime to meet the demand.

China, with 1.3 billion people, is now the world’s seventh largest economy.

Economists are divided over whether China will pass the US as the world’s No 1. economy by the end of the decade, but they are certain that by 2010 it will have surpassed Japan as an economic powerhouse.

China already buys more of Australia’s iron ore than Japan.

An example of China’s phenomenal growth is that its iron ore imports have grown from 14 million tonnes in the early ’90s to around 150 million tonnes this year.

In the rich iron ore ranges of the Pilbara region in Western Australia, awesome machinery dominates the landscape as the Rio Tinto and BHP Billiton mines work to ramp up production to meet China’s growth trajectory.

China’s appetite for ore is driving massive investment in equipment.

Heavy equipment suppliers are having to ramp up their production as part of the boom, and this includes Cummins which is now at maximum capacity at its various plants across the world that produce high horsepower engines for the mining business.

In Western Australia, more than 70 Cummins engines - 50-litre and 60-litre V16 units - have gone into service in plants across the world that produce high horsepower engines for the mining business.

In Western Australia, more than 70 Cummins engines - 50-litre and 60-litre V16 units - have gone into service in plants across the world that produce high horsepower engines for the mining business.

Komatsu has made a big move in the Pilbara, delivering a Komatsu equipment alone over the last 18 months or so.

Komatsu WA1200 loader with Cummins QSK60 power is delivering excellent performance and reliability at the Yandicoogina mine in the Pilbara.

Cummins, too, has a big population of high horsepower engines to support in the Pilbara, bigger in fact than any other diesel engine manufacturer - 19-litre, 30-litre, 38-litre, 45-litre, 50-litre and 60-litre units spanning 600 to 2700 hp.

At Karratha on the Pilbara coast is Cummins’ remotest branch in Australia, and it’s from here that the service support strategy for the mines is directed. It’s a finely-tuned strategy because it’s a tough land out there. One of the oldest landscapes on Earth parched by fierce, saturating heat.

Michael Barry, Cummins mining business manager in WA, says the huge growth of new equipment in the region has required Cummins to bolster its service support in the region to ensure that response times don’t suffer.

“We currently have eight field service technicians working out of Karratha, as well as technicians based at Newman and Paraburdoo. We’re constantly reviewing these numbers,” he says.

“Extensive training of our field service technicians has also been carried out to ensure their skills are up to speed on all new products.”

Another critical element in the support process has been adding new engines to Cummins’ current support bank stock of 34 units in Western Australia.

“Engines have been put in place, and more are on order, to support the growing number of trucks and loaders powered by Cummins K2000E and QSK60 engines in the Pilbara,” Michael Barry explains.

“‘This support distinguishes Cummins from other engine suppliers. A huge investment is required to ensure customers have high equipment availability, and Cummins has been willing to make that investment.”

Cummins’ 60-litre V16, the QSK60, is proving its mettle in tough operating conditions in the Pilbara.

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Bred to shred

Ron McLaughlin holds up pieces of a washing machine that have emerged from the Universal Shredder.

The patented cutting mechanism has self-sharpening cutters, and the cutters have a guaranteed life of 2000 hours when shredding truck tyres.

“Conventional shredders generally need their cutters replacing every 400 to 500 hours,” claims McLaughlin.

The Universal Shredder gets its grist from a Cummins N14 Custom Pak that has a continuous rating of 405 hp at 1800 rpm and powers the hydraulics.

“We could have bought cheaper engines but we wanted the proven reliability and durability of the Cummins product,” says McLaughlin.

“Service support around the country was another deciding factor in us choosing Cummins power,” he asserts.

The first Universal Shredder has gone to Longreach Shire Council in Queensland.

There’s not a shred of doubt that it works.

The machine shreds everything from trucks tyres and wooden pallets to washing machines and general garbage.
Brothers still having a ball in the bus industry

“Cummins’ clean sweep for 2006 Games”

A new Cummins-powered vessel has been commissioned for Melbourne’s Yarra River to help keep the iconic waterway clean in the lead-up to the 2006 Commonwealth Games.

The $400,000 vessel, a multi-purpose crane barge named Pelican, is being operated by Parks Victoria. It was funded under the Commonwealth Games Environment Program.

The Melbourne Commonwealth Games will run from March 15 to 26, 2006, and will bring together 4,500 athletes from more than 70 countries.

The vessel has twin Cummins 3.9-litre B-series engines rated at 130 hp, and these feed into a Doosan jet to give the 11.95-metre vessel excellent versatility and manoeuvrability in its task of emptying the 14 litter traps on the Yarra and Maribyrnong Rivers.

A Cummins Onan genset is also installed to operate the on-board crane that empties the litter traps into baskets on the vessel’s deck.

“The Cummins engine was a popular choice in the vessel because of our previous experience with the Cummins product,” says Larry Wooding, Ranger in Charge of Asset Management for the City & Waterways.

“We repowered one of our tugs - ‘Little Toot’ - with a Cummins (a 5.9-litre B-series) in 2000 and it has been a very reliable engine. It tows barges weighing up to 100 tonnes,” Larry points out.

Parks Victoria’s first litter removal vessel was built to a price in 1996 and it had a several shortcomings that were addressed in the new multi-purpose crane barge.

The original unit had a sterndrive for propulsion but this was susceptible to damage by floating debris, so the decision was made to switch to a diesel engine-jet arrangement.

“We also wanted a forward wheelhouse that would give us better visibility and clear, flat deck space for the litter baskets,” Larry Wooding explains.

The new vessel, which can additionally be used for firefighting and pollution control (in the event of an oil spill), was designed by naval architect Michael Rikard-Bell & Associates and built by Waterside Engineering of Brooklyn.

Brothers Ian (right) and Bruce Campbell have been in partnership for over 30 years.

Brothers Ian and Bruce Campbell are true stalwarts of the Australian bus industry. They have been in partnership for over 30 years, providing the engineering expertise and Bruce looking after the sales and marketing for a business that started out originally in bus chassis manufacturing.

Their company today is known as Asia Motors (Australia), and among their successful range of products are Cummins-powered bus chassis from both Korea and the UK.

Ian and Bruce started building their own bus chassis, the IBC, in the mid-70s. A respected design, it featured American running gear and around 200 units were sold before the Campbells ceased production in 1985.

“We just couldn’t compete price-wise with the European imports, so we started looking around for an alternative business,” Bruce Campbell reflects today.

The brothers set their sights on Korea, became involved with Kia Motor Corp and Asia Motors (owned by Kia) and began importing products in 1988, including the Asia Combi minibus and the Kia Ceres multi-purpose truck.

The relationship with Kia faltered in the mid-90s due to a financial crisis in the Kia group, but from 1999 Ian and Bruce Campbell were able to re-establish confidence in the Kia brand by offering product, including the Cosmos bus chassis, at a very competitive price backed by service and spare parts availability.

Another key reason we chose the IsBe,” he says. While the Cosmos chassis is imported from Korea, it is converted to right hand drive at the Campbells’ Moorebank facility in Sydney. They also install the Cummins IsBe, fit the customer’s choice of gearbox - six-speed manual or Allison auto - and modify the wheelbase to suit the application.

“The chassis, which suits a 9.0 to 10-metre body with up to 47 seats, is also proving popular in the motorhome market. It is being used mainly, but not exclusively, by motorhome manufacturer Winnebago.

Ian and Bruce Campbell expect in the near future to be putting three to four IsBe-powered Cosmos bus and motorhome chassis a month, as its reputation grows.

The IsBe in the Cosmos is the 5.9-litre version delivering 220 hp at 2500 rpm. The IsBe is available in both four and six cylinder formats (3.9 and 5.9 litres respectively), with outputs spanning 135 to 275 hp.

Both engines feature full-authority electronic control and high-pressure common rail fuel injection for low emissions.

Compared with the older mechanical B-series Cummins engines, operational benefits of the IsBe include greater power and torque across the range, improved fuel economy, reduced noise levels and lower maintenance requirements.

The engine’s powerful electronic management system is the same electronic platform that is used on larger Cummins engines.

Asia Motors (Australia) has recently expanded its business portfolio, becoming the sole importer of Dennis fire trucks and bus/coach chassis from the UK, all having Cummins power.

There are currently around 150 Dennis bus chassis in Australia, the two main fleets using the brand being In civia in Melbourne and ACTION in Canberra, both operating Dart chassis.

Cummins ISBe-powered Cosmos chassis is proving popular in the motorhome market.

Hyundai’s acquisition of Kia saw further change and in 2003 Ian and Bruce Campbell began importing their bus chassis from Hyundai.

However, they needed a new engine for their Cosmos chassis because the Kia engine that had been offered didn’t meet Euro 3 emissions standards.

Typical 39 to 43-seat schoolbus that is using the Cosmos chassis with 220 hp Cummins ISB.
Bartlett becomes ‘Elite’ boatbuilder

Auckland-based Chris Bartlett is a boatbuilder who has made a name for himself in a specialist niche. His experience with Cummins dates back to when Lee, his father-in-law, Jock Appleton, was the NZ distributor of Cummins engines. He operated a yard at Auckland’s Milford Marina, doing mainly repair work for most of the 1990s, after which he moved to Silverdale. “There wasn’t the room at Milford for construction. I also wanted a new site, one I could set up the way I preferred it,” he says.

The building he’s now in is the second one at Silverdale, for the business quickly outgrew its space. His dream was to build a modern Corsair-type sportfishing boat, around 40 ft. “I had a speed range in mind and liked Bob Salthouse’s current design approach, but he had nothing in the length range so I commissioned a new design, called the Sierra,” says Chris.

“We then built a boat to demonstrate and sell off. This was fitted with twin B330 Cummins engines. It generated two sales for the company, one for a Senior 48 and the other a 46-foot version of the Sierra. “Since then we’ve gone to a different designer, Bill Upfold, who has given us a quite radically-styled 42-foot boat which we call Elite. Upfold designs are liked by the boat-buying public and always sell well, and the styling of this one, with its rounded window lines, is right up to the minute.”

There were no firm orders for the Elite design when Chris embarked on building the first one - the plan was to use it as a demonstrator before being sold - but a confirmed sale was quickly achieved. This prompted the beginning of a second, near-identical one, the main difference between the two being that the first is to be fitted with a single 450C Cummins, while the second, customer-ordered boat will have twin QSB5.9-380s, the first of the new Cummins MerCruiser Diesel Quantum series engines to be delivered to New Zealand.

Chris is impressed by the high-pressure common rail injection and advanced electronics of the Quantum QSBs. “And installation is a breeze as far as the wiring loom goes, because you now just have a single connecting point,” he says.

All new Quantum Series engines, including the QSB5.9-380, use the SmartCraft multiplexing control and communications system. Transfer of information between the engine and vessel sensors to the display screen at the helm is accomplished over a datalink, which significantly reduces the amount of wiring in the engine room and at the helm.

The reduction promotes ease of installation and increases the reliability of the electrical system by reducing the number of terminals and wires that can corrode.

“The first of the new boats will act as a calling card,” explains Chris. “Buyers might not want something exactly the way I’ll be setting it up, but the potential is there for customising. The basic design would take very little modification to achieve a 46 or 48-foot boat.”

He doesn’t see much potential for smaller variations: “In this type of boat, there’s very little demand for anything less than 40ft.”

Though the Senior 48 and the Sierra 46 were both fitted with other engine brands, that was the preference of their buyers because Chris has a preference for Cummins, citing brand recognition, good resale value, competitive price (they’re not the cheapest on the market, but offer good value) plus the back-up offered by Cummins NZ.

“Nor have I had any trouble with any of the Cummins engines I’ve fitted,” he adds, “so it’s easy to see why I rate them.”

The third boat currently in the Bartlett Marine factory is also getting a Cummins. This is a Vindex 350 which Chris is refurbishing for sale, the job including the replacement of the original stern drive with a Cummins QSB5.9-330.

“New fully electronic Cummins QSB5.9 engine in a Vindex 350 that Bartlett has been refurbishing for sale.”

1000 hp will be a Quantum leap for Jon

Cummins NZ marine engine sales manager Jon Jarvie has had more years than he cares to remember working with boats and their engines yet is still not tired of it. You’ll get a hint of his attitude if you ask him about the possibility of working with truck engines as well. His response: “Do they float on water? If not, I’m not interested.”

The regard Cummins is held in by the NZ boatbuilding industry is largely down to Jon’s enthusiasm and hard work. Time and again, the comment will be: “Cummins! Great product, but the thing that really makes us favour them is the support we get from Cummins NZ and Jon Jarvie.”

Boats have been the main part of his working life, from the time he finished his apprenticeship as a fitter and turner with Les Industries of Papakura and within a year had set up with a partner in an outboard and trailer boat sales and service business. After four years of successful growth the business was sold but Jon was not long away from boats being approached by Lees to manage the company’s marine engine assembly and parts department. The work consisted of converting various Ford petrol and diesel engines to marine use, the majority being exported to Australia, the Pacific and Taiwan.

From then on he has basically stayed in place as the company structure has changed around him. His experience with Cummins dates back to when Lees Industries bought the then Cummins distributor Dominion Equipment and Jon found himself working on the warranty and technical side of the business. It was, he claims, an interesting experience, one which cemented his desire not to be involved in the paperwork side of the business. “It’s one of the reasons why I’ve never wanted to go any further than what I’m doing,” he says. “I see senior managers and they’re constantly being dragged over-650 hp class...I can’t wait for the day.”

Jon Jarvie...“Eventually Cummins will bring out something in the over-650 hp class...I can’t wait for the day.”

“I’d rather be out there dealing with people,” he says. “It was, he claims, an interesting experience, one which cemented his desire not to be involved in the paperwork side of the business. “It’s one of the reasons why I’ve never wanted to go any further than what I’m doing,” he says. “I see senior managers and they’re constantly being dragged...”

With 30 years in the business behind him, does Jon have a dream? His answer is ready: “I’d love to be able to have a big capacity, 1000 hp engine to sell into the 50 to 60-foot boats. We get plenty of enquiries already and have to turn people down. With something like that I’d really be able to kick butt. Eventually Cummins will bring something out in the over-650 hp class and I can’t wait for the day.”

Jon Jarvie...“Eventually Cummins will bring out something in the over-650 hp class...I can’t wait for the day.”
Oliver Royale is just swell

One of New Zealand’s leading production boat builders with a growing reputation overseas, Oliver Marine is also a committed user of Cummins power for its range of 40 to 60 ft sport fishing and cruising models.

“Cummins is our preferred engine,” says marketing director Peter Heald.

The success of Oliver’s new Royale 370 sport fishing convertible has meant the flow of Cummins MerCruiser Diesel engines through the operation has been boosted considerably, for six of the new boats have been sold within a few months of the design’s debut late in 2003.

Standard fitment is a pair of Cummins MerCruiser 4.2 MI 220s. That’s just the start-point, for the Royale 370 has been designed to handle considerably bigger powerplants, and two of the new boats, one destined for Australia and one for Auckland, are to be fitted with the new QSB5.9-380 fully electronic engines.

“We’re still offering the mechanical engines with our boats as well,” explains Peter Heald, “but we’re also telling our customers that the new electronic engines are the way of the future and, though a little more expensive, offer a range of benefits including smoother running, easier starting and improved power characteristics. Several have jumped at the chance."

Among the bigger models of the company’s range, twin QSM11-535 engines are the entry package for the 58 ft Royale 500, launched late in 2003. That boat can handle up to a pair of 1000 hp units, outside the bounds of the Cummins MerCruiser range for the moment.

Fuel economy has also been a strength of the Cummins brand that has impressed Oliver Marine, Peter Heald adds.

Though New Zealand continues to be its primary market, export sales are also the company’s focus. It is in the process of breaking into the highly-competitive Australian and North American markets, basing its approach on a high level of detail finish and better than average value for money.

“We offer extra things many other makers don’t, like vane separators in the engine room to take salt spray out of the air, and use of Kevlar in the below-waterline hull construction,” says Peter.

“Whatever we’re trying for is the same reputation for quality as Lexus HAS with cars, to offer an ownership experience that is as hassle-free as possible. The quality design of Cummins engines, along with the extended service/warranty products the company offers, fits ideally with the image we’re attempting to project.”

Photo captions:

Peter Heald...“The quality design of Cummins engines fits ideally with the image we’re attempting to project.”

“The product itself is excellent, with great attention to detail, but the clinching factor is the support and back-up from Cummins NZ. The support offered by marine sales manager Jon Jarvie is outstanding - if ever there’s a problem you just get on the phone to Jon and he makes it happen.

“These days all engines are close as far as their abilities go, so the difference lies in the area of product support.”

Established for 70 years, the Tauranga-based company has an enviable reputation in New Zealand boating circles for its range of production sports boats and is also making a name for itself in Australia and North America.

The company has two dealers in the USA, a market in which a recognised and well-supported engine brand is a must, another reason the company sees favour using Cummins.

Though ownership has now passed to outside shareholders, three generations of the Oliver family have worked in the Oliver Marine business over its 70 years, during which time it cemented a leading position in the field of bigger sports and cruising production boats.

Oliver Royale... has been designed to handle Cummins’ new fully electronic QSB5.9 engine.
Fred’s ‘hard yakka’ fleet gets impetus from Cummins

Thirty-odd years as a transport operator have given Fred Burling a pretty good idea of what works and what doesn’t in trucks. And when it comes to engines, the owner of Burling Transport of Masterton in the Wairarapa area of New Zealand reckons Cummins is a brand to stick with.

“Not only do they last well, but they’re really accessible for ongoing maintenance and repairs and when it comes to doing them up they’re no trouble either,” he says, relaying the story of a 350hp Cummins he owned when it comes to doing them up they’re no trouble either,” he says, relating the story of a 350hp Cummins he owned when it comes to doing them up they’re no trouble either,” he says, relating the story of a 350hp Cummins he owned when it comes to doing them up they’re no trouble either,” he says, relating the story of a 350hp Cummins he owned when it comes to doing them up they’re no trouble either,” he says, relating the story of a 350hp Cummins he owned when it comes to doing them up they’re no trouble either,” he says, relating the story of a 350hp Cummins he owned when it comes to doing them up they’re no trouble either,” he says, relating the story of a 350hp Cummins he owned when it comes to doing them up they’re no trouble either,” he says, relating the story of a 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Fred Burling with son Johnny.

“Along with Cummins, the Hyundai engine uses Kawasaki and Danfoss hydraulics and ZF transmissions, so we knew there was a good package there.”

The success of Eagle in New Zealand prompted Hyundai to offer it the Australian agency, for the market had previously been fragmented, with negligible sales. Within a year, the Brisbane-headquartered operation has boosted numbers to over 500 units, and that only in the three eastern states, the activity being shared by Hyundai Construction Equipment Australia in Queensland and an independent dealer in each of NSW and Victoria.

Eagle also has the HCE agency in PNG and Fiji. “When the Australasian and Pacific sales volumes are added together, says Simon Porter, Eagle is probably HCE’s biggest single customer worldwide.

Excavators and wheel loaders are the backbone of the Hyundai range. The majority are fitted with Cummins engines, including the B3.9-C, B5.9-C and the all-electronic QSB5.9-C, QSC8.3-C and QSM11-C models. Outputs range from 86 kW/115 hp to 250 kW/335 hp.

Hyundai has proved very receptive to feedback from this part of the world, modifying designs to cater better to local weight regulations and smoothing out the severe cab and mudguard lines of a prototype of a forthcoming new wheel loader after input from Eagle Equipment.

Staying abreast of the rapid growth in HCE sales in New Zealand in terms of the integration of servicing and warranty support has proved a challenge for both Eagle and Cummins, says Simon Porter.

“In the long run it would probably be in everybody’s best interests if we carried out the engine warranty work. Our network of 16 sales and service centres nationwide provides complete coverage of all areas, so that a unit will never be far from support no matter where it’s working.”

Significant steps have been taken to integrate Cummins into the Eagle Equipment operation, including Eagle Spares dropping another filter brand to handle the Fleetguard filter range.

“This is a continuation of our program to establish business growth, closer relations and a common strategy between Cummins and the Porter Group,” he says.

The Hyundai range uses Cummins engines extensively.
### Pickering family notches up 50 years in trucking

Fifty years ago, Ted and George Pickering were among a group of 15 owner-drivers who set up a trucking business at Lake Boga, near Swan Hill, in northern Victoria.

Today, Pickering Transport Group is one of Australia’s best known and most professional regional carriers - a family business that celebrated its 50th anniversary in October. Ted, 72, and George, 70, are still active in the family business which includes a fleet of 80 company linehaul trucks (20 permanent sub contractors are also engaged in linehaul work) and 40 local delivery trucks.

Pickering Transport Group’s focus is northern Victoria - moving refrigerated and general freight into and out of a region that is one of Australia’s richest, most productive rural areas.

The group, which is today headed up by Ted’s eldest son Roger, had its origins in 1954 when Lake Boga Transport was established by 15 owner-drivers who basically set up the business as a co-operative.

Two of the owner-drivers were brothers Ted and George Pickering who had started in trucking in 1950, sharing the business as co-operative.

When the Pickering brothers joined the other 13 owner-drivers to form Lake Boga Transport in 1954, they had an R7 Commer which was their first new truck, acquired in 1952, and a second-hand Leyland Comet.

The owner-driver co-op was based in Lake Boga until 1956 when Ted Pickering became general manager of the business and began running it from his home in Swan Hill.

George Pickering took on the role of operations manager in the early 1960s. The Pickering family has continued running the business since those early days, although it is only in recent times that they have gained 100% ownership of the company.

Pickering Transport Group today comprises Pickering Transport (nee Lake Boga Transport) and Kelly’s & Young which was formed when the businesses of Alan Kelly (three trucks) and Wally Young (five trucks) were acquired in 1977 and 1979 respectively, and amalgamated.

The group has branches in Brisbane, Sydney, Melbourne and Adelaide, and a network of major depots at Bendigo, Kerang, Euston, Mildura and Swan Hill.

Cummins power spearheads the linehaul fleet, with 25 ISX and Signature engines leading the charge with ratings from 475 to 580 hp. A mix of N14 and M11 engines make up the balance.

“We’ve had a very good relationship - a family-type relationship - with Cummins over the years,” says Ted Pickering sincerely.

“We bought our first Cummins engine in 1963. It was a 160hp CF-160 (a 7.6-litre naturally aspirated in-line six) in an International ABD184.”

The back-up and support from Cummins is important - support that is in the hands of Peter Flanagan’s Cummins Swan Hill and Mildura service teams. Roger Pickering, managing director of Pickering Transport Group, notes: “At the end of the day, no one matches Cummins for service support.”

The Pickeringes have also had a strong allegiance to the国际化 (now Iveco) brand over the years. In fact, they bought their first International, a petrol A5182, in 1956. In recent years Kenworth has also made its mark in the fleet.

Apart from Roger, other family members hold key positions in the Pickering Transport Group making it a truly family company.

Ted’s youngest son Daryl is the company accountant while his second son Peter manages the travel division which includes Swan Hill Bus Lines and a Harvey World Travel franchise. George’s only son Jamie is an Adelaide branch manager.

Ted’s daughter Dawn, grandson Justin and granddaughter Rebecca also have roles within the company. “All our wives work part time too,” Ted is quick to point out.

At the 50th anniversary celebrations, a close acquaintance aptly summed up the success of the family company when he said Ted and George had achieved in a lifetime what normally took two or three generations to achieve, and this had been accomplished by hard work, honesty, integrity, putting the customer first, and loyal employees.

### QSK19 propels Australia’s biggest ever on-highway truck

Cummins’ QSK19 engine is at the heart of the biggest road registrable truck ever produced in Australia, the twin steer Kenworth CS10.

The twin steer version of the CS10 has been introduced to handle the increased weight of the big bore Cummins engine and associated cooling package, allowing it to be used for on-highway tasks.

The 19-litre QSK19, which delivers 600 hp at 2100 rpm, provides reliability and durability in extreme-duty roadtrain applications where gross weights exceed 140 tonnes.

The electronically-controlled engine is the modern descendant of the K99 that was introduced in the 1970s and forged an enviable reputation in the roadtrain market.

The twin steer CS10 was originally designed for Brambles Industrial Services which has ordered a number of these trucks. The first unit, a tri-drive, is in service at the Murrin Murrin nickel-cobalt project, about 350 km north east of Kalgoorlie.

The QSK19 has already proved itself in the heaviest, harshest operating conditions. Several units have clocked up big hours in the Northern Territory’s Tanami Desert, hauling gold-bearing ore in 400-tonne, six-trailer roadtrains.