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# ELPHINSTONE GROUP

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## Corporate Profile

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### The Elphinstone Group

Dale Elphinstone, the founder and Executive Chairman of the Elphinstone Group, was born in 1951 and raised on a mixed dairy farm at Highclere, an inland community on the North West Coast of Tasmania, and attended the Ridgley Area School. Commencing work as an apprentice diesel mechanic in 1966, joining William Adams in 1967, Dale completed his qualification in 1970.

After working as a resident serviceman at the Savage River Mine on Tasmania's west coast, and later on King Island during the development and expansion of the King Island Scheelite Mine, Dale worked as a field serviceman for Finning Tractor, the Caterpillar dealer in British Columbia, Canada before returning to continue his career with William Adams in Australia.

Dale left William Adams in 1975 to start his own business (*Elphinstone Underground Mining Equipment*) but returned in 1987 to acquire William Adams, achieving his lifelong ambition to become a Caterpillar Dealer.

Today, businesses in which the Group holds a controlling or substantial interest, employ over 2,700 people and have combined annual revenues exceeding Aus. \$1.9 billion.

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### Elphinstone Underground Equipment

In 1975 Dale commenced the development of an underground mining equipment manufacturing business in Burnie, Tasmania.

In 1995 a 50/50 joint venture was formed with Caterpillar Inc. with the balance of the business sold to Caterpillar in June 2000.

Elphinstone and Caterpillar manufactured 5,000 underground loaders and trucks in Burnie from 1975 until Caterpillar's relocation to Thailand in early 2016. (See Elphinstone Pty Ltd).

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**William Adams**



The Elphinstone Group acquired William Adams, the authorised Caterpillar equipment dealer for Victoria and Tasmania in 1987. Headquartered in Clayton, Victoria, William Adams supplies Caterpillar products and services to the construction, mining, quarrying and agricultural markets via an extensive branch network. Branches spread throughout Victoria and Tasmania include rental branches trading as *The Cat Rental Store*. The Company is also a registered training organisation and employs a substantial number of apprentices and trainees among its 650 plus workforce. ([www.williamadams.com.au](http://www.williamadams.com.au))

**PhuThai**



The Group holds a substantial interest in Phu Thai Cat, a Company appointed as the authorised Caterpillar dealer for Vietnam in May 2010. Vietnam has a population of approximately 90 million and with more than 400 employees, the dealership is well equipped to provide complete product distribution and support through its network which includes a number of sales offices, product support centres and site offices across Vietnam. The business has notable opportunities in mining, petroleum (oil and gas), marine, power systems and construction as the Vietnamese economy continues to grow and develop. Phu Thai Cat is also the authorised national dealer for Perkins, Metso Outotec and SEM. ([www.phuthaicat.com.vn](http://www.phuthaicat.com.vn))

**Energy Power Systems**



Energy Power Systems Australia (EPSA) is the authorised Caterpillar engine dealer for Australia, Papua New Guinea and the Solomon Islands. The company provides design, supply and installation of engines for marine propulsion, industrial power, electric power generation, oil and gas development and production. Cat power rental and the sale of used engines and generators form an integral part of the operation. The Group has been a substantial shareholder in EPSA along with the other Australian Caterpillar dealers, since the Company was formed in 1992. ([www.energypower.com.au](http://www.energypower.com.au))

**UNITED**  
Forklift and  
Access Solutions



United Forklift and Access Equipment Solutions, previously known as United Equipment, has offices in all States across Australia. United sells, rents and supports a range of products in the materials handling and access equipment industries. The Company is the authorised Caterpillar lift truck dealer Australia wide and also represents renowned Konecranes (SMV), Haulotte and various other brands. ([www.unitedequipment.com.au](http://www.unitedequipment.com.au))

**SITECH**

The Group has an interest in Sitech Construction Systems, the Trimble construction products dealer for Queensland, Victoria, Tasmania, South Australia and the Northern Territory. The Company provides machine control and guidance systems, construction and asset management, and machine data services enabled through Trimble's portfolio of "connected site solutions" products and services. The products and services significantly enhance the overall efficiency of earthmoving and job site productivity. ([www.sitechcs.com](http://www.sitechcs.com))

 **Ultimate Positioning**

The Group has an interest in Sitech's sister company, Ultimate Positioning Group (UPG). The company delivers Trimble geospatial survey and mapping solutions across a number of industries including mining, land surveying, construction, utilities, transportation and logistics as well as environmental and waste management, in all States of Australia except Western Australia. The products and services significantly enhance overall efficiency and job site productivity. ([www.upgsolutions.com](http://www.upgsolutions.com))

## ELPHINSTONE

Elphinstone Pty Ltd is a leading manufacturer of quality underground mining support vehicles and extended distance, off-highway haulage trucks. The Elphinstone® range of underground mining support vehicles includes: concrete agitators, water cannons, water trucks, EWP/scissor lift, delivery trucks and other specialised support equipment. The Haulmax® 3900 series truck is purpose built for extended distance, off highway, surface mining applications and is available in ore haulage, fuel/service, water cart and 160 tonne low-bed float configurations.

Elphinstone is an established Caterpillar OEM with over 45 years' experience.

Elphinstone Pty Ltd's contract manufacturing division specializes in the design and manufacture of electrical harnesses and all associated documentation for mining, construction, agricultural and other industries.

Elphinstone Pty Ltd is a substantial supplier to the defence industry including heavy fabricated machine structures for the Australian Defence LAND8116 and LAND400 Phase 3 programs and other international projects. ([www.elphinstone.com](http://www.elphinstone.com))

## Engenco

The Elphinstone Group is the majority shareholder of ASX listed company, Engenco Limited. Engenco has operations in Australia and overseas. Through its subsidiaries, Gemco Rail, Drivetrain Power and Propulsion, Momentum, CERT and Convair Engineering, Engenco delivers products and services to the resources, rail, transport, defence, maritime and power generation industries. ([www.engenco.com.au](http://www.engenco.com.au))

## M·E·S

The Group holds an equal interest with Sime Darby Industrial Australia Pty Ltd in Mine Energy Solutions Pty Ltd. Based in Salisbury, Queensland, MES delivers reduced emission outcomes for mining trucks and frac engines in the oil and gas sectors through the provision of advanced dual fuel systems. This uses High Density Compressed Natural Gas at a dominant level of substitution for diesel fuel, achieving a substantial reduction in emissions and fuel cost. ([www.mineenergysolutions.com](http://www.mineenergysolutions.com))

## drac

The Elphinstone Group is the majority shareholder of Drac Mechanical Pty Ltd. Drac provides complete power generation solutions and support Australia wide. This includes turnkey generator installation, manufacture of large scale acoustic packages and power control and automation systems. Drac has a dedicated team of skilled engineers, tradespeople and professionals who are fully trained and highly qualified across a vast range of mechanical and electrical applications. As an independent provider, Drac have the ability to source from a wide range of top tier OEM products and solutions. ([www.dracmechanical.com.au](http://www.dracmechanical.com.au))

## GEKKO

The Group holds a minority interest in Gekko Systems which designs and manufactures minerals processing equipment and modular Python plants, with a particular focus on gold, coal and polymetallic applications. Based in Ballarat, Victoria, Gekko supplies and supports its customers across the globe through the support of its overseas offices and agents. The Python modular plant substantially reduces the footprint, environmental impact and generally enhances the economic viability of gold mining operations. ([www.gekkos.com](http://www.gekkos.com))



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## *Caterpillar Dealer operations*

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## *Caterpillar connected interests*

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