



Caterpillar Asia Pte. Ltd.

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Singapore 627968  
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June 21, 2017

**General Letter No. PET 10/17**

To : All AP Dealer Power Systems Directors/Managers

Dear Dealer Managers:

**Caterpillar Oil & Gas Asia Pacific  
Application & Installation Workshop  
October 23-26, 2017  
China**

Cat dealers are key to our leadership in the Oil & Gas industry, as our customers are increasingly relying on them to assist in the application and installation (A&I) of Cat engines for their operations in drilling, well servicing, production and gas compression. To ensure that our dealers stay abreast of Caterpillar Oil & Gas latest products and technology, we are pleased to announce that **Caterpillar Oil & Gas Asia Pacific A&I Workshop 2017** will be held from **October 23 to October 25** in Beijing. In addition, there will be a factory tour at Caterpillar Tianjin Ltd (CTL) facility on **October 26** in Tianjin, to showcase the most advanced Caterpillar's world class manufacturing facility.

In response to our Dealers' feedback, we have added more in-depth training content, invited Oil & Gas segment industry experts to share their expertise and interact with participants over interesting topics such as complex project management. Therefore, Dealers' Engine Industry Sales Managers, Engine Sales Engineer, Engine Project Engineer and Technical Support Personnel should attend this informative workshop and tour of CTL facility.

The workshop will cover these topics and more:

- Export Compliance
- A&I Tools & Processes
- NPI (Phase in and out)
- Fuel Treatment
- Complex Project Management
- Product Applications
- Emissions & Regulations and
- DTO projects, etc

In the meantime, please block your calendar for that week, complete the attached registration form and return it to Katherine Tan by **August 1, 2017**. Final agenda and event details will be sent out by **September 1, 2017**.

If you have any questions, please contact your Caterpillar Sales Territory Manager.

Thank you and see you soon in China!

Yours truly,

Koko Mulyohandoko  
Region Manager – APLC  
Caterpillar Oil & Gas

Alan Zhang  
Region Manager – China, South Korea & Japan  
Caterpillar Oil & Gas



**Caterpillar Oil & Gas Asia Pacific  
A&I Workshop 2017  
China  
(October 23-26)**

**Registration Form**

Company : PT. TRAKINDO UTAMA

Name : JOKO - SUSILO  
First Name Middle Name Last Name (Surname)

Position / Title : Engineering & Project Manager (Marine, OG)

Tel. No: +62 21 29976620 Fax No: +62 21 29976612

E-mail Address : joko.susilo@trakindo.co.id

HOTEL RESERVATION : **HOLIDAY INN FOCUS SQUARE HOTEL**  
Bldg 3, No.6 Yard Futong East Avenue, Beijing 100102, China  
Tel : +86 10 6473 3333 / Fax : +86 10 6439 5588  
Room rate: CNY 768++ (single) including 1 breakfast/internet  
(note: all guest rooms are non-smoking)

Arrival Date: 22 Oct ETA: TBA Flight No: TBA

Departure Date: 27 Oct ETD: TBA Flight No: TBA

Room Type:  Single  Double  None Required

Credit Card to guarantee room: No. 4340 7507 0003 7220 Expiry 09/18

VISA  Master Card  AMEX  Others (please specify) \_\_\_\_\_

Food Preference:  Halal  Vegetarian  None  Others \_\_\_\_\_

Other Request: -

**Please complete and return by email not later than Tuesday, August 1<sup>st</sup> 2017 to:  
tan\_katherine@cat.com**