

India / Indonesia / SE Asia
August 2019

Announcing **AGGREGATES PRO** Training Program *21st – 25th October 2019, Rourkela, Odisha, India*

Caterpillar Global Construction & Infrastructure is pleased to announce and invite nominations from our Cat® dealers as well as the GCI sales team from India, Indonesia and Southeast Asia regions for the **Aggregates Pro training program**. The training has been scheduled from **21st – 25th October 2019 in Rourkela, Odisha, India**.

Caterpillar Aggregates Pro training is an instructor led 5 days training program aimed at enhancing the skills and expertise of **dealers and Caterpillar personnel involved in sales, application as well as product support to quarry & aggregates customers**. Aggregates Pro replaces the earlier offered Quarry MAPS training program with improved curriculum concentrated around finding solutions for practical / field challenges encountered by quarry & aggregates customers.

The training program details are elaborated in the attached **training briefing document**.

The due date for registration / nomination is **30th September 2019**

If you have any questions or need more information, please contact Rahul Srivastava, Industry Specialist – Quarry & Aggregates at e-mail: Srivastava_rahul@cat.com or mobile: +91 97404 07267.

We look forward to your active participation and engagement in this important training which aims at further driving business growth in the Quarry & Aggregates segment.

Yours sincerely,



Charly Diaferia
Customer Solutions Manager – Asia Pacific
Global Construction & Infrastructure



Gurman Reen
Industry Sales Manager - India
Global Construction & Infrastructure



Aggregates Pro 2019

Training briefing document

Global Construction & Infrastructure

Caterpillar Inc.

August 2019



Aggregates Pro Training

Rourkela, Odisha, India

21st – 25th October 2019

PROGRAM BRIEF

Caterpillar Aggregates Pro training is an instructor led 5 days training program aimed at enhancing the skill and expertise of Caterpillar and dealers staff involved in sales, application as well as support to quarry & aggregates customers. Aggregates Pro replaces the **earlier offered Quarry MAPS** training program with improved curriculum concentrated around finding solutions for practical / field challenges encountered by quarry & aggregates customers

TRAINING GOALS

Develop dealer and Caterpillar sales, application as well as support staffs in creating customer solutions around their understanding of the quarry mobile equipment operations throughout the quarry value stream. The training also provides an opportunity to keep participants updated with industry latest & relevant knowledge and expertise on quarry machine configuration, application, fleet sizing and best operational & maintenance practices that will help in enhancing the **quarry operational efficiency** and **lowers cost per tonne of operation**.

KEY LEARNINGS

After completion of the program, participants will be able to;

- configure machines based on application and material characteristics
- select right equipment and fleet size for each phase of quarry production value chain
- understand ways by which performance of machines integrates into & impacts quarry processes
- know ways to improve quarry operation by understanding best practices of equipment operation
- run Cat® FPC Software (Fleet Production & Cost Analysis) with live data collected from the quarry operation and prepare recommendation using the FPC simulation and quarry site observations
- learn how Caterpillar can help in making quarry safer and environment friendly
- learn about services which Caterpillar and dealership offers to improve quarry operation.
- learn about Cat Products, Technology, Solutions & product support capabilities of Cat dealership

TARGET INDUSTRY SEGMENT

Program content is designed and suitable for quarry and aggregates segment which involves extraction of limestone, crushed stone / aggregates etc. for construction industry by deploying heavy earth moving machinery / mobile machinery.

PARTICIPANTS PROFILE

Dealer & Caterpillar personnel whose responsibilities include:

- sales and sales support coverage of quarry and/or mining customers.
- measurement and simulation of load and haul operations, notably the effective use of Fleet Production and Cost Analysis software program

PARTICIPANTS PRE-REQUISITES

This is an advanced training program. Participants must have attended basic MAPS or have advanced knowledge of Caterpillar equipment selection for quarry application and have successfully completed Machine/PSSR sales professional foundational level course.

PARTICIPANTS PROGRAM REQUIREMENTS

- A laptop with the registered and latest version of FPC software program loaded and tested. Please note that security provisions of FPC mean that each authorized copy can only run onto a single computer.
- In case FPC software program is not loaded, Caterpillar will provide temporary access of the software, which will be valid for one month.
- Participants should bring their own safety shoes for the quarry visit.
- It is recommended that each dealership bring one set of GPS Navigator and Inclinometer or clinometer which will be used during the quarry site visit.

FACULTY / TRAINER

Caterpillar System Application Specialist, Quarry & Aggregates Industry Specialist and Product Application Specialist will be facilitating the training program.

PROGRAM COST

Caterpillar is not charging any fee for this training. However, participants will be responsible for their travel and hotel accommodation related costs.

TRAINING DATES

21st – 25th October 2019

Program starts on 21st October at 8:30 AM and closes by 4:00 PM on 25th October 2016.

LOCATION / VENUE / SCHEDULE

Classrooms session / Conference (21, 23, 24 & 25 October 2019)	Hotel MAYFAIR Rourkela Panposh Road Rourkela – 769004, Odisha, Rajasthan, India
Day in a Quarry Program (22 October 2019)	OCL India Limited, (Dalmia Bharat Group) Lanjiberna Limestone Mines. Rajgangpur, Sundargarh, Odisha 770017, India

DRESS CODE & SAFETY

- Dress code for the whole program will be business casual.
- Participants must bring their own **safety shoes & safety glasses** for the quarry visit. Caterpillar will arrange other safety gears at the quarry site.

LOGISTICS

Caterpillar will arrange transportation, to and fro for the Quarry Site. Participants need to arrange their own logistics for arriving at the training venue

REGISTRATION

For registration, please use attached spreadsheet. Please complete the form and send it to Rahul Srivastava (Srivastava_rahul@cat.com) on or **before 30th September 2019**.

PROGRAM CONTACT

Rahul Srivastava, Industry Specialist – Quarry & Aggregates, Asia Pacific GCI Marketing,
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