

7th June, 2023

To:

ANZI Dealer Product Support Managers, ANZI Dealer UG/HRV Parts Sales Managers, ANZI Dealer Wear Products Specialists

Cc:

ANZI District Managers, ANZI RI Sales Managers, ANZI RI Aftermarket Solutions Representatives (ASRs)
ANZI RI Aftermarket Solutions Consultants (ASCs), GET Product Group, UGM HRV Product Group

2023 Underground Hardrock Vehicle Wear Products Conference

In 2017 we held our second Underground Hard Rock Vehicle conference specifically focussed on wear products. It was an informative workshop with significant dealer input highlighting the best practices within wear products in their respective territories. The conference also highlighted gaps in our product offerings which were taken on board and have started to be address. Since this conference we have seen significant growth in sales. This is an oppotune time to bring the dealer underground subject matter experts together.

The Underground Hardrock Vehicle Wear Products Conference will be held on 24th & 25th October 2023. The conference will be hosted by Westrac NSW at their Tomago facility.

Target audience: Primary audience of the conference will be Australian, New Zealand, Indonesian and Indian Dealer Underground HRV Parts & Service Sales Representatives (PSSRs), Dealer Account Managers and Dealer Wear Parts Specialists.

Program Overview: The 2 day conference will focus on UG HRV Bucket & GET training, future NPI, Solutions for site specifics, Wear Products strategy and Data Analysis for PSSR's. The group will communicate Best Practices and Success Stories, Go to Market Strategies, Competitive Assessments, selling against competition, case studies & on-the-iron training.

Session on day 1 will commence at 8:00am and conclude at 4:00pm.

Session on day 2 will commence at 8:00am and conclude at 2:30-3:00pm.

A Caterpillar sponsored Group Dinner is scheduled for Tuesday 24th October at 6:30pm.

Please RSVP to David Downie by the 30th June 2023 via email (downie_david_m@cat.com).

Logistics: Please plan your own travel arrangements (Flights & Accommodation) to Tomago Facility, 1 Westrac Drive, Tomago, NSW, Australia

Local Domestic Airport

Newcastle Airport 1 Williamtown Dr, Williamtown.

Accomodation

Caterpillar Preferred (Novotel Newcastle Beach, 5 King Street Newcastle)

Please contact David Downie on downie_david_m@cat.com or +61 448 397 287, for additional information, clarification, or assistance with travel logistics, including visa request letters.

We look forward to seeing you and your Underground team in Newcastle, Australia in October.

Thank You and Kind Regards,



Ron de Haan
Underground Hard Rock (MH&U)
Product Support Manager



Emmanuel Mitsos
RI Aftermarket Solutions (Mining)
Regional Manager



Danny Stedman
RI Aftermarket Solutions (Mining)
Wear Products manager