

Red Rocket News



A DIVISION OF **Hudaco** TRADING LIMITED

The official Deutz
Dieselpower Newsletter

February 2006 - August 2006

We Are Indeed GROWING!



Leon Coetzer
Managing
Director

Our mid-year results ended up satisfactorily and confirmed our prediction that we are in a real growth phase of our business cycle. Sales ended up 18% ahead of budget and up 31% compared to the same period last year.

All three sales segments produced improved results compared to last year, namely Engines up by 58%, Spares improved by 11%, and Service increased by 52%.

This increased activity mainly comes from the Marine, Platinum Mining and Power Generation segments and we expect this trend to continue to year-end.

We are delighted to announce that we have managed to acquire all the assets from our ex Service Partner "On-Highway Diesel", who went into liquidation recently. This acquisition will allow us to satisfy the demand from certain customers that wish to deal directly with DDP for their service/repair requirements, which also includes a machine shop.

The new facility will be known as the DDP Johannesburg Repair Centre and will be headed up by Lionel Salmon. Lionel has vast experience in the engine/repair environment and we are confident that he will establish a repair centre of excellence that we can be proud of.

The appointment of Dirk Jacobs to the position of Customer Support Manager also confirms our commitment to strengthen our product know-how in this department. Furthermore the

appointment of Jannie Bekker to head up our Training Department added substantial Deutz know-how to our internal and external training requirements, which currently is a top priority within our company.

During the recently held Bell Supplier Awards for 2005, Deutz/DDP was awarded silver status supplier for the period January to December 2005.

We will be exhibiting at the upcoming Electra Mining Exhibition scheduled for 11 to 15 September in Johannesburg.

The recently published financial performance of both our shareholders, namely Hudaco Industries and Deutz AG Germany, confirmed that we have financially sound partners behind our company. Of particular interest is the substantial increase in engine unit sales by Deutz AG worldwide, which is the foundation on which we will build our service business within one to two years.

I wish all our loyal employees all of the best to a successful year-end, this to the benefit of the whole team.



RUSTENBURG BRANCH

The Rustenburg branch has come a long way in the last year, starting off with the anticipation of moving to bigger, better premises. This finally materialized at the beginning of May when we re-located to 55 Kock Street, East End, Rustenburg.

This decision was made on the basis of offering our valued customers a value-added service from an OEM perspective.

The branch now offers training facilities, a basic workshop for strip downs and minor repairs, larger stock holding capacity for engines, and more importantly ISO conformity.

The branch prides itself on its team and has a simple motto which is applied very successfully in all aspects.

T.E.A.M

Together Everybody Achieves More.

The branch is expanding staff-wise regularly in order to cope with the demand of the customers which we have happily seen increase on a monthly basis.

Rudi Jones was recently promoted to Branch Manager, Port Elizabeth. He will be joining the team to conquer all the challenges that lay ahead. We would like to take this opportunity to thank him for his input and commitment during his time with the Rustenburg branch.

A warm Deutz welcome goes to Jasper Malan, who will be taking over from Rudi Jones. We wish him all the best with the position of after sales support.

The year ahead looks very promising and the challenges we believe are achievable with the saying of the Deutz logo, the arrow points the way up!

Derick Winter

The Team



Back: Jasper Malan & Marcelle du Plessis
Middle: Theuno Faasen, Peter Masilo,
Sam Mabe and Derick Winter
Front: Stephens Mophokeng &
Rudi Jones
(All names read from left to right)



Sales Division



Rowan Michelson
Sales Director

Oil Filtration "The Deutz Way"

Did you know that the oil filter of the Deutz BF4M2011 (3,11 lt swept volume) filters 40 litres of oil per minute, totalling a massive 57,600 litres in 24 hours? This is the equivalent to the volume contained in an oil tanker truck.

With this in mind, the task of the Deutz oil filter is the optimum supply of continuous clean lubrication oil to the engine and vital engine components under conditions of cold starting, frequent restarting at low and high temperatures coupled to normal and severely abnormal operating engine conditions.

It is therefore absolutely essential to use a reliable Genuine Deutz filter. These reliable filters will effectively and efficiently cover the minimal filter functions such as:

- High performance filter medium
- Deutz designed and specified filter medium filtration rating
- Optimised anti drain valve
- Bypass valve adapted to the engine design
- Robust housing
- Good quality seals and materials
- Oil filter volume adapted to the engine design



The benefits of using the correct Deutz filter with optimal designed filter medium are:

- High dirt absorption capability and filter fineness with almost perfect particle separation preventing the smallest of particles from penetrating inside the engine. The customer benefits are fewer failures, improved service life and reduced machine downtime.
- High tear resistance preventing damage of the filter medium and thus the passage of unfiltered oil. Unfiltered oil leads to increased wear. The customer benefits are reduction in maintenance costs, engine failures and downtime.
- Stable pleat geometry preventing compacting/sticking of the filter medium even under high pressures and pressure differences. The customer benefit is reduction in maintenance costs.
- Resistance to aggressive chemical ingredients of the oil preventing premature brittling of the filter medium. The customer benefit is pure peace of mind.
- Water-resistant medium preventing water getting through the filter medium. The customer benefits are reduced corrosion and internal protection of internal engine components.
- Adapted to the engine-specific flow volume and the exchange intervals, even in the smallest installation space. The customer benefit is the satisfaction and certainty of having installed the optimum solution for the DEUTZ engine and end-user equipment.

In conclusion, why use a Genuine Deutz Filter?

- The DEUTZ oil filter with its pressure-stable and corrosion protected housing ensures absolute operational reliability, no leaks, no oil loss, no corrosion damage
- Low flow resistance for fast oil distribution into the engine and vital engine components
- High-performance filter medium giving high filter fineness with maximum dirt holding capacity for operational reliability
- High tear strength and resistance to aggressive chemical ingredients of the oil prevent tears in the filter medium and thus increased wear
- Excellent cold start properties of newly developed filter media ensure high filtration performance and protection even in the most sensitive of engines against wear from cold starts

- A bypass valve adapted to the operating pressure of the respective DEUTZ engine and optimally operating anti-drain valve prolong the life of the engine
- Tested by DEUTZ R&D and optimally adapted to the DEUTZ engine
- Always state-of-the-art, regular product improvements

There is no other choice than a "Genuine Deutz filter for your Deutz engine".

Against All Odds Mimosa Mining Does It Right

Nestled in southern Zimbabwe is a platinum mine called Mimosa Mining Co (Pvt Ltd), a well-established mine that has been operational for a number of years.

Part of the numerous machines operated by the mine are GHH 4.2 LHD loaders powered by the well known, trusted and proven Deutz F6L912W engine. The first engine hours until overhaul were acceptable given the arduous conditions, but regrettably a number of issues came into play which changed this position. The trade situation in Zimbabwe became increasingly more difficult at the turn of the new millennium. Spare parts, good quality oils and fuels all became serious logistical challenges. As some of these challenges became insurmountable, so engine hours dropped until a low of 2,500 hours between overhauls.

Far-reaching decisions were taken by Mimosa's management, in conjunction with the local O.E.M., GHH Mining Machines, the maintenance leg, Mine Maintenance Services and Deutz Dieselpower. The decisions were to use 100% proven Genuine Deutz parts, train all maintenance staff, look at optimised maintenance scheduling, use only Deutz approved oils and fuels and re-power the machines to the latest air cooled technology, namely the F6L914 engine.

These factors have had a positive effect on production with Mimosa having continuous months where records are being broken for tonnage produced. The F6L914 engines have already attained the unthinkable position of 8,000 hours at the time of writing, and there are more hours to come.

This is indeed proof that a near hopeless situation can be turned around. Against all odds Mimosa is getting it right and setting new benchmarks.



Lionel Salmon

TALKING ABOUT EXHAUST GAS EMISSIONS

When we talk exhaust gas emissions and how it affects our environment and person, what do we actually mean?

During the combustion process of a diesel engine, chemical energy is converted into mechanical energy at very high pressure and temperatures. For the most part exhaust gasses consist of the same elements found in our air being nitrogen, carbon dioxide, water and oxygen.

Breaking up the two main components for combustion, diesel fuel consists mainly of hydro carbon mixtures and sulphurs (traces), the other part being combustion air which amongst other minor particles consists of predominantly of oxygen and nitrogen.

The exhaust gases can then be divided into two main groups:

Harmless and Noxious.

Harmless gasses account for 79, 6 volume %

Nitrogen	
Residual oxygen	{ 79, 6 volume % }
Water vapour	
Carbon dioxide	{ 20,0 volume % }

The Noxious gasses account for the remaining 0, 2 – 0, 4 volume % being:

Carbon monoxide, hydro carbon, nitrogen oxide, sulphur dioxide and particulate matters

Out of the above components only less than 0.1 % can be defined as exhaust gas emissions.

It is thus only the nitrous oxides, nitrous oxides + hydrocarbons and particulate matter that have set legislated limiting values.

Each industry and equipment application category has clear legislation drawn up and targets set which have been in operation from around 1989 and will continue up to 2014.

The legislation is very aggressive, which in turn has placed major pressure on all engine and original equipment manufacturers to conform to the set values.

To meet these targets we, as the engine manufacturers, have to use costly design techniques and processes, some being:

- Lowering the temperature of the combustion air
- Increasing the available volume of combustion air
- Recirculating some of the exhaust gas to the combustion air,
- Increasing injection pressure to – 1600 / 1700 bar
- Atomizing the injected fuel more finely
- Adjusting the rate of injection
- Modifying the combustion process in the cylinder, e.g. by multiple injections
- Using engine electronics.

Sample of some of the most current major section legislation

Mobile Machinery	Farm Tractors	Trucks / Buses
<ul style="list-style-type: none"> - US-EPA NON ROAD, 40 CRF Part 89 - EU-RL 97/68; 2004/26/EC 	<ul style="list-style-type: none"> - US-EPA NON ROAD, 40 CRF Part 89 - EU-RL 2000/25 	<ul style="list-style-type: none"> - US-EPA ON2004/7 - EU-RL 2001/27
<ul style="list-style-type: none"> • Gen Sets • Welding Sets • Pumps • Lawn and Garden • Chipper, snow-blower • Sweeper • Inland waterways ships 		

Current Deutz products meeting Tier III (US) and Step IIIA(EU)- (Mobile Machinery)

TCD 2008/09/10 2V	TCD 2011 2V
TCD 914 2V	TCD 2012 2V
TCD 2013 2V	TCD 2013 4V
TCD 2015 4V	

Covering the power ranges from: - 20KW to 500KW

For more detailed info please contact the Sales Division.

Rowan Michelson

Customer Support Project



The Optimal Way To Govern and Protect Your Deutz Engine

The Deutz electronic governor (EMR II) is solely designed to efficiently regulate engine speed, provide torque control and supply state of the art engine protection on the Deutz series 1012/1013/2012/2013/1015/2015/2011.

The design further lends itself to carry out these tasks, in all equipment and engine applications in both light and heavy duty operating conditions.

The benefits of using an EMR II control system are:

- Improved reliability and better utilisation
- Optimal engine control with electronic governing

- Analysis of engine performance information
- Advanced engine protection with error logging to assist with failure analysis
- Real time data logging functions
- Minimum number of moving parts
- Flexible state of the art design and parameter setting functionality

The control units (ECU's) are precisely set and matched to the individual engine and equipment type. Thus the engine may only be operated with the corresponding control unit.

Deutz control units are equipped with a self diagnosis feature which can be activated in two different ways. By using the diagnosis connector with the help of a SERDIA program, PC or laptop, or by using the fault lamp with a diagnosis push button, reading out blinking codes.

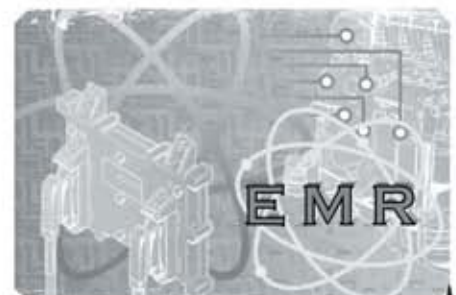
The EMR II possesses numerous monitoring functions for the engine depending on the available measuring points and/or sensors. A total of eight standard monitoring functions and an optional seven exist to ensure that your Deutz engine is efficiently protected and critical operational data is available in real time.

On critical measuring points such as coolant temperature and oil pressure, the system further allows for the opportunity to choose

differing actions to control the engine protection parameters, these being warning by flashing lamp, warning by flashing lamp and power reduction after warning time, or warning by flashing lamp and engine shut down after warning time.

The system has a further full can-bus facility which can be used in vehicle, genset and mining applications and that enables detailed real time measurement of key values and data exchange with one or more control units (hydraulics, drive control, transmission, etc). The SAE J1939 protocol is utilized for all communication.

Dirk Jacobs





ISO NEWS

In our efforts to meet our continual improvement objectives with regards to environmental and health and safety matters, Deutz Dieselpower has made a substantial investment in the development of an environmental and health and safety legal register, which will be better suited to ensuring legal compliance to all relative legislation.

It is planned to introduce the revised register towards the middle of September 2006.

A further objective concerns revisions to our environmental impact assessment system, which will assist in the establishment of a link between the environmental aspect and the legal requirement it controls.

A similar change to the health and safety hazards and risks assessment system is being developed, which will not only improve the methodology used in determining the risk rating but also aid in linking the hazard to the legal requirement of the OHS Act.

SHEQ Team

As a result of recent staff movements some changes are planned for the appointment of ISO Representatives, details of which will be communicated in the next issue of our newsletter.

Mike Tilston

The Red Rocket's Take on the Eastern Gauteng Action Cricket Team

The battle lines were drawn and our opponents, the current Eastern Gauteng action cricket team (the Fugleys) took up our challenge.

The Red Rocket team consisted of: Maurice Pringle, Rowan Michelson, Leon Cock, Ettienne Rabie, Connie Calitz, Dhereen Beedasia and Widor Grobbelaar.

Our star performers were Maurice and Ettienne who together knocked up 110 runs which helped set up a tough target for the Fugleys to chase. The other team players added key runs with some fancy bowling, especially from Leon Cock, who clean bowled two of the Fugleys top players.

After all the excitement and pressure we were closely beaten by the seasoned Fugleys and look forward to the re-match.

Many thanks to all the players, their friends and family for all the support and encouragement.

Rowan Michelson



Back: Maurice Pringle & Connie Calitz
Middle: Jean Pelsler, Widor Grobbelaar & Leon Cock
Front: Dhereen Beedasia, Rowan Michelson, Vanesh Raghunanan & Craig Kritzing
Sitting: Ettienne Rabie
(All names read from left to right)

Welcome

Johannesburg Branch

Sibongile Sithole - Admin Clerk
Annette van Eeden - Purchasing
Hellman Magxala - Cleaner
Solly Schutte - Customer Support Engineer
Dhereen Beedasia - Internal Sales Support
Lezel James - Shipping Clerk
Jay Jansen van Vuuren - I.T. Administrator

Port Elizabeth Branch

Eugene Swart - Field Service Technician

Rustenburg Branch

Jasper Malan - After Sales Support
Stephens Mofokeng - Field Service Technician

Steelpoort Branch

Koos van Zyl - Field Service Technician

Welkom Branch

George Erasmus - Engine Assembler
Johannes du Rand - Diesel Mechanic
Mokaja Supring - Stripper/Cleaner
John Chomane - Stripper/Cleaner
Abram Kgabale - Stripper/Cleaner

Transfers

March

Fred Nel - Mod Shop Supervisor (Sales Support)
Jeffery Masoga - Picker (Warehouse)

May

Shawn Bedser - Warranty Co-ordinator

August

Jaco Hattingh - Sales Support - Service
Dimakatso Maluleke - Debtors Clerk

Promotions

Congratulations to the people who have been promoted.



*Upington Jodwana,
promoted to Warehouse
Controller/Supervisor
in March 2006*



*J-J Rossouw,
promoted to
Customer Support Engineer
in June 2006*



*Dirk Jacobs,
promoted to
Customer Support Manager
in July 2006*



*Rudi Jones,
promoted to Branch Manager,
Port Elizabeth
in August 2006*

