

# OEM Solutions

## POWER PROFILE



Articulated-frame fuel and lube trucks, like this Ground Force 40EFLT which rides on a Cat® D400 chassis, save Newmont money by keeping mining equipment, like this Cat 992G large wheel loader, in the field during fueling.

### A "golden" relationship ... Newmont Mining Corporation, Ground Force Manufacturing and Caterpillar OEM Solutions Group

#### **Customer:**

Newmont Mining Corporation

#### **Location:**

Carlin, Nevada  
Headquartered in Denver,  
Colorado

#### **Cat dealer:**

Cashman Equipment  
Company

#### **Scope of Cat product use:**

Ground Force equipment  
mounted on Cat articulated-  
and rigid-frame truck chassis

Gold is a rare metal. So is a rock-solid working relationship between a corporate supplier, OEM and customer. Newmont Mining Corporation, Ground Force Manufacturing and Caterpillar OEM Solutions Group (OEMSG) have fine tuned their "gem" of a relationship to maximize a "golden opportunity" for all three parties in the mining industry.

Ground Force Manufacturing, headquartered in the Idaho panhandle, designs and manufactures a wide variety of heavy-duty truck bodies and accessory equipment primarily for the mining industry. The OEM purchases Cat® articulated- (Cat 725, 730, 735 and 740) and rigid-frame (Cat 770, 773, 777, 785 and 789) truck chassis as the base for its line of fuel and lube trucks, water trucks and cable reel trucks.

Ground Force works closely with Caterpillar OEMSG and its Cat dealer to develop customized mining equipment, which the OEM in turns sells through the Cat dealer network to customers all around the world.

One of those key customers is Newmont Mining Corporation. Primarily a gold producer since 1921 with assets in eight countries, Newmont is the only gold company included in the S&P 500 Index and Fortune 500. The Denver-based company operates with more than 35,000 employees and contractors worldwide.

In the United States, Newmont has been pouring gold in Nevada for nearly 50 years along a 100-mile stretch of highway in the northern section of the state. Newmont's Nevada operations are comprised of 14 surface mines (including Phoenix, Twin Creeks and several open pits at Carlin), four underground mines and 14 processing facilities.

At the company's Carlin operations, Ground Force mining equipment assists with surface production in three open-pit gold mines.

Randy Walund, surface mine maintenance superintendent for Carlin operations, explains the majority of mining equipment used in Carlin's open-pit mines are Caterpillar.



**The Ground Force 789B rigid-frame fuel and lube truck, left, is one of two at Newmont's Carlin Operations. The Ground Force 32K H20 32,000-gallon water truck shown at right is one of three used in Carlin's open-pit mines for dust suppression. It rides on a Cat 785 chassis.**

“We move 100 million tons of material every year in our surface mining operations,” explains Walund. “We have used Cat equipment for more than 20 years and Ground Force equipment since 2005. We rely heavily on Cat heavy mining equipment like Cat 789, 793C and 793D haul trucks. We also rely on Ground Force articulated- and rigid-frame fuel and lube trucks as well as 32,000-gallon water trucks for dust suppression. We have also incorporated a Ground Force fuel island.”

Articulated- and rigid-frame trucks each offer benefits for Newmont, which are job specific. “We operate in two main areas within Carlin,” Walund explains. “The north area operation prefers a rigid-frame, high-capacity truck because the majority of high-volume fueling is performed near the pit. The larger truck is simply more effective.” The north location operates one Ground Force 789B rigid-frame fuel and lube truck which rides on a Cat 789 chassis and carries up to 22,000 gallons of diesel and various lubricants.

**“We save money and increase productivity with articulated trucks.”**

**Randy Walund, Newmont Mining Corporation**

Articulated trucks are preferred in south area operations because the majority of support equipment fueling is done in the field and not always at a central location. Articulated trucks easily reach the mining support equipment, especially in the mud, rain and snow that is common to the northern Nevada climate. Two Ground Force 40 EFLT articulated fuel and lube trucks, which ride on Cat D400 chassis, operate in Carlin open-pit mines. “Our articulated trucks maneuver easily in tight situations and can reach places, and equipment, that larger trucks can't reach.”

Prior to Ground Force articulated trucks, Newmont utilized modified on-highway trucks. “The addition of off-highway, articulated trucks has made it easier logistically to reach our equipment,” says Walund. “We often no longer have to bring our support equipment to the fuel trucks; instead we can take the fuel trucks to the equipment. This allows us to save money and increase productivity by not pulling crucial mining equipment out of production cycle for fueling.”

In addition to a quality product, service keeps Newmont coming back. The mining company works closely with Ground Force and Cat dealer Cashman Equipment Company and meets biweekly with the dealer to stave off issues and address concerns.

“We work closely with Newmont and Ground Force to address any product or service concerns before they become an issue,” says Ed Hintz, Newmont alliance manager at Cashman Equipment Company. “We try to address everything in a formal setting which helps everyone build stronger relationships.”

“This proactive approach and close contact helps us run an efficient, effective mining operation,” says Walund. “Our Cat dealer and Ground Force have both been very helpful in meeting our needs.”

Routine service of Ground Force equipment is handled in-house by Newmont. Warranty issues are handled by the Cat dealer. “We haven't had any warranty issues with the Ground Force equipment to date,” says Hintz. “Service issues overall have been very minimal.”

Walund sees the future of mining to include larger haul equipment and OEM equipment like fuel and lube and water trucks from Ground Force. “I always envision us using OEM equipment and working with the manufacturer to tailor equipment to our needs,” concludes Walund. “We've been very pleased with our Ground Force equipment and plan to continue our relationship with Ground Force and Caterpillar.”