



*I am tremendously proud of our team and this issue of our newsletter is a real showcase of their achievements.*

*Below you will read about the successful solutions they deliver for our valued customers, their willingness to share their knowledge and experience with their colleagues and broader industry, their commitment to move between our state offices and support our partners around the world, to their proactive and ongoing pursuit of technical excellence.*

*Currently, our growth is providing opportunities for more great people to come and join our dynamic team.*

*As this is our last newsletter for 2014, I would like to thank our team for making SAGE the company it is today and our customers and industry partners for their support this year.*

*I wish you and your families a safe and Merry Christmas.*

**Cheers, Adrian Fahey**

## 5 Minutes with Steve Currie, Territory Manager, NT

### Q. How long have you been with SAGE Automation?

Just over 3 years, I started in Queensland and then relocated to Darwin 18 months ago.

### Q. What are the exciting opportunities in your region right now?

With work at the [INPEX Ichthys LNG Project](#) (\$34B Gas plant) site ramping up, SAGE is busy supporting many of the ancillary industries such as quarries, sand mines, cement mills and batching plants. The Defence industry in the Northern Territory is also very active at the moment with upgrades and new facilities RAAF, Army and Naval bases currently in planning or in progress.

### Q. What is the most personally rewarding part of your role?

Whilst Darwin is really quite isolated geographically, we run very tight and resourceful team and at the end of the week I am able to look back and feel proud of what this office has been able to achieve.

### Q. What is the highlight of your career with SAGE Automation so far?

Being asked to relocate to Darwin from Queensland as the Territory Manager. It was a big decision for us as a family, but we are really enjoying the relaxed Darwin lifestyle.

### Q. Outside of work, what is your favourite thing to do?

Darwin is a pretty relaxed atmosphere and great for families, one of our favourite spots is the sailing club on a Sunday afternoon. It's a good spot to have a casual meal and watch the sun go down over the water.

We are always looking for great people to join our team here in Darwin and I welcome any enquiries [NTmanager@gotoSAGE.com](mailto:NTmanager@gotoSAGE.com)

## Projects



### A reliable power supply to the country's most remote communities

Demand for electricity is increasing as government initiatives deliver more housing, infrastructure and services into remote areas. Electricity provided to these remote communities is predominantly generated by diesel-fueled power stations.

The overall delivery cost of electricity services in remote areas is impacted by the increasing costs of diesel fuel and operating stand-alone power stations.

As the region's main provider of electricity, water and sewerage services, Power and Water Corporation aims to maintain reliable power services to residents in 72 remote communities.

Power and Water Corporation's Remote Operations Manager, Duncan Griffin, tells us why this work is so important.

"As a result of this work Power and Water Corporation is providing a more reliable power supply to those living in remote communities. Asset performance is enhanced, which has in turn enabled greater operational efficiencies whereby electricity is supplied to customers at the lowest cost possible." Duncan Griffin

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## Manufacture



### Lean Manufacturing

SAGE Automation is utilising lean manufacturing principles and machinery to deliver our all under one roof solution for small, large, complex and time-critical projects.

A CNC machine, purpose built for panel cut out and the first of its kind in Australia, is delivering greatly enhanced efficiency to our operation, ensuring we remain cost competitive and delivering the highest possible quality product.

Click on the image above to watch a short video

To read more about our Manufacturing capability, [CLICK HERE](#)

## Service



### Opportunities for the right people

With more and more of our customers benefiting from the certainty that SAGE Service Support brings to their business, it will be no surprise that our team continues to grow.

During the past financial year, our team supported more than 300 businesses, making more than 3,500 service calls across every corner of the country.

We are always looking for the right people to join our team – right now we are looking for Service Technicians in Sydney, Perth and Burnie.

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## Business Optimisation



### Delivering results for a industry driven by process performance

As an Original Equipment Manufacturer (OEM) for an industry driven by process performance, Metso Minerals is a company who expects results from its suppliers.

Metso Minerals fully automated Rotary Rail car Dumper Systems set the worldwide industry standard, with a technologically advanced list of standard features for system dependability, efficient operation and long service life. Their rail car dumper systems are currently used by Australia's leading resource giants including Fortescue Metals Group, BHP and Rio Tinto.

SAGE Automation supports Metso's rail car dumper system with PLC and SCADA packages configured to the specific technology requirements of each end user. The systems are subject to a three tier testing regime, which helps ensure specific unload time targets are achievable.

SAGE also provides service and maintenance support to ensure ongoing reliability.

We asked Metso Minerals Project Manager, Neil Rackham, why he turns to SAGE to support this product.

"SAGE simply understand this type of work and can work independently. The control system is a critical element in the performance of the rail car dumpers, so knowing it is in safe hands, frees us up to service the needs of our important client" said Neil.

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## Training



### Technical Excellence

We pride ourselves on our ability to bring innovation to our clients through technical excellence.

Our specialist team structure ensures our clients are always serviced by technical experts, not generalists, who stay abreast of the latest technology with ongoing training and development.

Recently, members of our team have undertaken training in IFM AS-I, Rockwell Plant Pax Design Architecture, Clear SCADA and will shortly attended an exclusive SCADA Masterclass lead by an international expert.

Importantly, our culture of knowledge sharing is actively embraced by the team, which in turn benefits every one of our clients. We would like to recognise our partner technology suppliers who support our pursuit of technical excellence.

## In Other News



### Delivering Certainty in the Deep South

As a member of the Automation Alliance Group (AAG), SAGE is part of a community of similar businesses from around the world. Together we challenge and evolve our capabilities and draw on our global knowledge base to deliver outstanding outcomes for our customers.

SAGE Senior Systems Engineer Kim Fiddaman, is currently assisting AAG member Reverend Control Systems in Birmingham, Alabama to deliver a large water treatment control system upgrade.

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### Control System Upgrades in the Oil and Gas Industry

Recently, SAGE Automation Principal Engineer Simon Fearnley, delivered a presentation at the Australian Gas Technology Conference.

Simon shared his experience in the field, the common challenges faced and his tips for a smooth control system upgrade project.

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Projects

Innovative engineering solutions for industrial automation and control



Manufacture

World class custom control and power switchboard systems



Service

Fast response 24/7 support from specialist technicians



Business Optimisation

Lean business solutions delivering tangible results



Training

Upskilling today's workforce with enhanced industrial technology skills