



Welcome to our September newsletter, I hope you will get value from what we are presenting this issue and as always, welcome your feedback.

This month we get to know Justin Kahl, General Manager, Central West Region and celebrate a milestone for participants within our Accelerated Development Program.

We are also pleased to bring you two feature articles; a piece on the benefits of virtualisation presented by SAGE at two recent industry forums as well information on the new functional safety standards and what the changes mean for you.

Cheers, Adrian

5 Minutes with Justin Kahl, General Manager, Central Western Region

Q. How long have you been with SAGE Automation?

A. I am in my 20th year with SAGE and am officially employee #5.

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

A. Exciting growth of the emerging offices in WA and NT as well as continuing to diversify our SA business into the Oil and Gas and Mining sectors.

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

A. To be able to give our team members opportunities to work on new and exciting projects and to see them develop both technically and personally.

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

A. Being promoted into the SA state manager role and now regional manager role and I love every time that we deliver a great outcome for one of our customers.

Q. In your region, what is your favourite place to dine, favourite place to relax and favourite sporting or cultural event?

A. Any restaurant in Darwin in the dry season is a great place to dine, to relax I enjoy having a coffee on a Sunday morning watching my son play cricket, and I love watching the Power beat the Crows at a showdown.



Projects



Process Automation - the benefits of virtualisation

Recently, one of our Principal Engineers delivered a presentation on 'The benefits of Virtualisation' at an industry forum. Following outstanding feedback from the forum attendees, we have put together a snapshot of the presentation. [Read more](#)

New Australian Standards Functional Safety for Machinery

Modern industrial plants are unimaginable without electronic systems, software and modern machines and devices. Their safety and reliability are of the utmost importance for both producing quality products and ensuring the safety of plant operators.

On the 30th of June 2014, Australian Standards released updates to some of the safety of machinery AS4024.1 series, to reflect the latest international standards. [Read More](#)

Service



SAGE supports Coopers Brewery in delivering their quality promise

Passionate family owned brewer Coopers, operates in a market rich with global manufacturing giants. Coopers stakes its brand reputation and indeed it's proud family name on a promise of premium quality products, and have been successfully doing so for more than 150 years.

"SAGE provides Coopers Brewery with regular scheduled calibration of our instrumentation. Accurate instrumentation function gives us certainty in producing a consistent quality product, helps us identify equipment stress points before they result in costly downtime and ensures we meet NATA traceable standards" | Coopers Maintenance Manager, David Tanner [Read More](#)

Precise instrumentation function is critical to achieve compliance with industry regulations, reduce product variations and giveaways and supports manufacturers to meet production goals. [Read More.](#)

Training



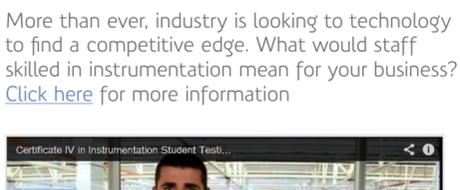
Certificate IV in Instrumentation

Already successfully delivering the nationally recognised Certificate IV in Electrical Instrumentation qualification UEE40411 in South Australia, SAGE is now thrilled to advise, we can deliver this qualification Australia Wide!

Upskill your electrical team with the nationally recognised qualification and give them the skills in demand on worksites around the country right now to install, maintain, calibrate and upgrade instrumentation devices.

In partnership with Registered Training Organisations (RTOs) around Australia, SAGE Automation will deliver the Certificate IV in Electrical Instrumentation qualification including two Automation Electives, based on a minimum number of students, with state of the art hands on training rigs and trainers who have current, real life experience in the instrumentation and automation used by industry today.

More than ever, industry is looking to technology to find a competitive edge. What would staff skilled in instrumentation mean for your business? [Click here](#) for more information



To view the YouTube clip, [click here](#)



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

Manufacture



Supporting OEM Orica Mining with a purpose built underground explosive delivery control system

As Orica's existing control systems for underground mining application were becoming obsolete, SAGE was engaged to develop a system with new technologies to meet the needs of future global surface and underground mining.

Detailed upfront work in understanding the unique user requirements, resulted rave reviews from operators, "The system performed amazingly well, impressing us with its accuracy and ease of use. It provides greater accuracy and speed in loading. Everything is clear and concise, is there for a purpose, and functions as it should." Senior Operator, Orica [click here](#) to read more

SAGE has partnered with Australia's leading OEMs for many years, including Boart Longyear, OsmoFlo and Orica Mining. Our commitment includes research and development, design and manufacture as well as the ongoing supply of kits, spare parts and whole of life support through SAGE Service. [Read more](#) more about our OEM services.

Business Optimisation



Wire By Click look to manufacture in Australia

South Australian Company WBC Group Pty Ltd are an innovative manufacturer of modular wiring solutions. Their unique approach to modular wiring solution for multistorey buildings has seen their product selected for iconic projects such as the SGC refurbishment, Adelaide Oval, NRAH, The VCCC in Melbourne and the Barangaroo commercial precinct in Sydney.

When WBC Group Managing Director Mark Fahey made the decision to look to manufacture his Wire By Click products in Australia, at a time when many manufacturers are looking to offshore, we asked why?

'Our product is unique in that not only is it modular but we are able to deliver a very tailored solution to our customers exact needs' Mr Fahey said 'Whilst we are currently manufacturing the product overseas, we see a real benefit in an increased speed to market - being able to deliver not only a custom solution but also be able to deliver with a quick turnaround.'

[Read more](#)

In Other News



Electrical CAD Re-draw Offer Extended!

Outdated and poorly maintained drawings cause risk to the safety of maintenance personnel and increase downtime when machines fail. Book our redraw service before 30 October 2014 and receive the first 10 pages at 50% off!

[READ MORE](#)

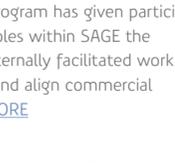


Accelerated Development Program

Our Accelerated Development Program has given participants from across multiple areas and roles within SAGE the opportunity to be involved in externally facilitated workshops which develop business leaders and align commercial objectives with culture. [READ MORE](#)

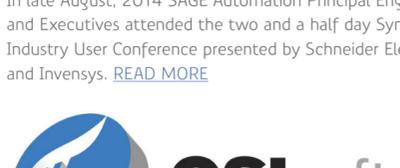
Synergy 2014

Industry User Conference
Schneider Electric & Invensys



Synergy Industry User Conference presented by Schneider Electric and Invensys

In late August, 2014 SAGE Automation Principal Engineers and Executives attended the two and a half day Synergy Industry User Conference presented by Schneider Electric and Invensys. [READ MORE](#)



SAGE Presenting at the OSIsoft PI System 2014 Oceania Roadshow

SAGE Senior engineer Andrew May delivered a case study jointly with City West Water Manager of Information Technology Steve McCormack on the OSI Pi integration undertaken as part of the broader project. [READ MORE](#)



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