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P&H MinePro Services Appointed Global Distributor for Immersive Technologies, Inc. Training Simulators

MILWAUKEE, WISCONSIN -- March, 2003 -- To extend its offering of productivity enhancing products, services and training, P&H MinePro Services has signed a global marketing agreement with Immersive Technologies, Inc. The exclusive arrangement authorizes MinePro to market the world's best training simulators and ancillary products applicable to P&H branded electric shovels and draglines to more than 280 minesites serviced by MinePro worldwide. The agreement also authorizes MinePro to sell or rent the broader range of OEM simulator products including off highway haulage trucks, excavators, front end loaders and more.



Realistic simulations are a great complement to onboard training.

The fully transportable and free standing simulator units will deliver a quantifiable cost benefit to customer operations, reducing machine wear, while increasing machine availability, safety and productivity. Mark Readinger, President and COO of P&H Mining Equipment, noted, "Training simulator modules are a great complement for the training support we already provide to mine operators and maintenance teams. Well trained and tested machine operators optimize productivity, reduce machine wear and maintenance, extend service intervals, improve safety, reduce injury rates and potentially improve resale value of equipment." Readinger concluded by noting, "Training simulators and modules can be customized to any given mine conditions and unique applications."

Simulator training itself provides seven major advantages:

1. Accelerated operator training
2. Objective accurate assessment
3. Operator skill level identification
4. No risk of equipment damage or operator injury
5. Equipment is kept in full production
6. Critical production rates are maintained
7. Machine availability is increased

P&H MinePro Services provides a broad

complement of services to enhance mine productivity and reduce costs, including machine inspection, diagnostics and upgrades to mention a few. MinePro is committed to reducing the cost of customers' operations by continually expanding its offerings and services.

P&H MinePro Services is the global distribution and support arm of P&H Mining Equipment, the world's leading supplier of electric rope shovels, large rotary blasthole drills and walking draglines. MinePro provides life-cycle management support of surface mining machines, and also is a full-line distributor of wheel loaders, haul trucks, hydraulic excavators and allied products and services.

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