

# D2E

› **DOWN TO EARTH**

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## **IN THIS ISSUE:**

- › **SPECIAL PIPELINE FEATURE**
- › **FOXLEIGH MINE DOZER PURCHASE**
- › **KOMATSU RELEASES PC138US-8 EXCAVATOR**

# **KOMATSU**

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**Bill Pike**  
President  
Komatsu Australia Pty Ltd

Welcome to the first edition of Down to Earth for 2007.

As we head towards another challenging year, Komatsu Australia needs to continually improve the way we do business and accordingly several new projects will be implemented across all departments to ensure we maintain a proactive approach into 2007 and 2008.

# KOMATSU COMMENTS

Corporate governance is a major fundamental activity which will ensure that we concentrate on key areas such as the environment, occupational health & safety and trade practices. I am confident that by our participation in these compliance activities and by making the right decisions we can continue to build a corporate culture which signifies Komatsu Australia as a good corporate citizen.

In addition, as mentioned in the 2006 spring edition, Komatsu Australia will focus on the 'Komatsu Way' - this corporate doctrine is how Komatsu as a company should behave and perform. We will be communicating the 'Komatsu Way' ethos throughout the coming years and as our understanding grows so too will our contribution to continuous improvement.

Another strategy will be improving our parts supply and product support to our customers. The

customer support planning team is utilising a newly developed system to review branch stocking and availability. This program is being rolled-out initially in Mount Thorley and Cairns, and eventually will be implemented throughout Australia, New Zealand and New Caledonia.

To compliment this program the new process of recommended spare parts list has been significantly improved with the ambition to put parts at the branch as new machines are delivered.

In this edition of D2E, we are pleased to present a special pipeline feature and the special Komatsu range of equipment and support services available on offer to the industry. We are in a unique position to being able to provide a complete one-stop source of just about all equipment required for pipeline construction work.

We also release the low emission BR380JG-1EO crusher. This new

crusher features the ecot3 engine, upgraded safety features and improved hydraulics. It has state of the art technology which is used in the Dash 8 excavator and Dash 6 wheel loader delivering increased power and reduced fuel consumption.

Another Dash 8 machine has been released and this time it's the first short-tail excavator - the PC138US-8. This is a completely redesigned excavator compared with its predecessor the PC138US-2. This latest machine offers lower emissions, increased fuel efficiency and as with all our Dash 8 series the ecot3 tier III engine.

We have also released new versions of the 27 tonne and 36 tonne capacity articulated dump trucks - HM300-2 and HM400-2. These two machines deliver significantly lower emissions, improved fuel consumption and increased power and torque.

Komatsu Australia is pleased to be of service.

## CONTENTS

### Cover Story

Komatsu Australia's pipeline package 4

Dealing with a water crisis in Queensland 5

Southern regional water pipeline 8

Water pipeline network expansion means strong growth for contractor 7

### Komatsu News

Komatsu has very successful ACE show in Victoria 23

Komatsu Australia's Presidents Award 24

Komatsu Finance NZ offers flexibility 24

Jonathan Borthwick, mining sales manager, east coast 25

Komatsu Australia sets up dedicated mining office 25

Komatsu supports latest NSW training initiative 26

### Customer News

Safety key driver for Rio 8

Foxleigh mine opts for new dozer 9

Praise for Komatsu customer support in remote island mine project 10

Alexanderson bases its reputation around Komatsu equipment 11

NZ contractor sticks with Komatsu 12

Delta Rent takes Komatsu package 13

Barry takes pole position with Komatsu machines 14

Reborn wheel loader is an economical alternative for Boral quarry 15

Komatsu service contracts pay off - Port of Brisbane 16

Whole-of-life analysis shows Komatsu benefits for Queensland council 17

Skye Sands in profile 18

Latest D155AX-6 dozer a winner for Swaps 19

### Product News

New BR380JG-1EO crusher offers lower emissions, increased safety 20

Komatsu releases first Dash 8 low emission short-tail excavator 21

Low-emission versions of Komatsu ADTs released 22

### Regulars

Komatsu Comments 3

Did you know? 23

Kids Corner 26

## CONTRIBUTORS

Editor  
Wafan Ghali

Copywriter  
Mark Cherrington  
Construction Communications

Graphic & Layout Designer  
Khadijeh Moosavian

Printed by  
Colanco Printing  
Smithfield, NSW

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© Komatsu Australia Pty Ltd  
P.O. Box 843  
North Hyde NSW BC 1670  
Ph: (612) 9795 8222  
Fax: (612) 9795 8244  
Email: d2e@komatsu.com.au



## KOMATSU AUSTRALIA'S PIPELINE PACKAGE

Climate change and the effects of the drought mean that the Australian community and governments are looking at alternative sources of water to traditional catchments closer to major population centres or significant industrial regions.

One solution to this is to pipe water from dams and catchments where water is plentiful to areas of high water demand or increasing scarcity.

With its wide range of equipment and support services

on offer, Komatsu Australia is in an ideal position to be able to provide a complete pipeline package to pipeline contractors, said Angus Fotheringham, Komatsu Australia's business manager, construction products.

"Recent successful examples of this have been for the Burdekin-Moranbah water pipeline in central Queensland, as well as two major current water pipeline projects around Brisbane, where Komatsu Australia provided the bulk of

the equipment used, along with an on-site support package," he said.

"Komatsu Australia is in a unique position of being able to provide a complete one-stop source of just about all equipment required for a pipeline construction project.

"Typically, such projects are constructed in reasonably remote areas, so in many cases, the required equipment may not be readily available locally for hire," said Angus.

"We are also finding that the sheer volume of work in these projects, and the speed at which they are required to be constructed means that pipeline contractors are preferring to purchase new Komatsu equipment, so as to be sure of having the most reliable, productive machines on site."

This special feature highlights the successful use of Komatsu equipment on a number of recent water supply projects in Queensland.



## DEALING WITH A WATER CRISIS IN QUEENSLAND

Changes in rainfall patterns in recent years have resulted in South East Queensland facing severe water shortages and restrictions.

Because of this, there is tremendous investment in water pipelines to ensure security of supply for Brisbane, the Gold Coast and surrounding regions.

Currently under construction is the South East Queensland water grid, which will provide a network of two-way pipelines to connect all major bulk water sources in the region. It will be able to move water from areas

of water surplus and transport it to areas that are much drier.

The water grid will connect all major south-east Queensland water storages, including the Wivenhoe/Somerset/Mt Crosby system and Hinze Dam and the proposed Traveston Crossing and Wyaralong dams, and will include the pipeline from the proposed desalination plant at Tugun on the Gold Coast, and the Western Corridor Recycled Water Scheme.

The 120 km Southern Regional Water Pipeline will connect the Gold Coast water system,

including the Hinze Dam and the proposed Tugun Desalination Plant to the main Brisbane water grid.

Another important project is the Western Corridor Recycled Water Scheme, which includes the development of a 200 km pipeline which will send up to 230 megalitres of treated water per day from Brisbane to Tarong and Swanbank power stations and industry.

Major contractors involved in water pipeline projects over the past two years have included McConnell Dowell, Abigroup

and EcoCivil - all of which are working together on this vital infrastructure, and using substantial fleets of Komatsu excavators and other equipment to do so.

This special D2E report looks at the use of Komatsu equipment on two major projects around Brisbane - the Southern Regional Water Pipeline (SRWP) and the Western Corridor Recycled Water (WRCW) Scheme - and also in the construction of a major water pipeline in Central Queensland during 2006, from the Burdakin Dam to Moranbah.



## SOUTHERN REGIONAL WATER PIPELINE

Being constructed by the Southern Regional Water Pipeline Alliance (SRWPA), a joint venture consisting of Abigroup, McConnell Dowell and engineering consultants KBR, work on this project began in October 2006, and is due for completion in December 2008.

A fleet of 10 new Komatsu PC300-7EO excavators has been purchased by SRWPA to carry out the construction of the pipeline.

A unique feature of this project is that all survey and location work is being carried out using the latest GPS technology. All excavation work is being done by seven of the Komatsu excavators fitted with Topcon 3DXi GPS-based machine control systems, while logging and location of each individual

pipe and other pipeline elements are also handled by GPS.

There are six pipeline crews on the project, each with up to three PC300-7EO excavators, one of which is fitted with GPS-based machine control.

This machine is the primary pipeline excavation machine, using the GPS to precisely excavate to the correct line and trench depth, as well as laying the pipe bedding to the correct depth.

The two other excavators with each crew are used for pipe-handling, placement in the trench, backfilling and other general earthworks along the right-of-way.

SRWPA Southern Area Manager, Moray Falconer said

the Alliance bought ten 30 tonne Komatsu excavators as a result of their technical specifications and reliability.

These have been delivered, operators have been trained, placed into the machines and they're now producing works along many fronts.

"We're very satisfied with the productivity and the back-up service that's been provided by Komatsu," he said.

Greg Brzeski, an operator on one of the PC300LC-8s fitted with the GPS machine control, said the excavator was very easy to operate.

"As far as operator comfort goes, they are very nice," he said. "I've been in a few other Komatsu pieces of equipment -

loaders and mine dump trucks - and they are always designed for operator comfort.

"The machine itself is also very fuel efficient compared to some other machines I've worked in, and I think they've done well to purchase so many on this contract," said Greg.

"The little LCD control panel on the right-hand side tells you everything you need to know: from how many hours until your slew motor needs a service, to your radiator water's got to be changed or how your hydraulic oil's going.

"Everything's there through the control system; it's very handy to see how your fuel consumption's going some days. The only thing it doesn't do is tell you the time," he said.



## WATER PIPELINE NETWORK EXPANSION MEANS STRONG GROWTH FOR CONTRACTOR

One of Australia's fastest-growing pipeline contractors, Eco Civil, runs a substantial fleet of Komatsu equipment, as part of its role in constructing some major Queensland water infrastructure projects.

During 2006, Eco Civil was involved in the laying of 217 km of pipe for the Burdekin Weir to Moranbah pipeline in central Queensland, and is now carrying out works for the Western Corridor Recycled Water Scheme - a 200 km pipeline which will send up to 230 megalitres of treated water per day from Brisbane to power stations and industry in the region.

Eco Civil, which has been in business since 1999, is based on the NSW Central Coast and is owned and run by Ivan Cummins and his father Joe.

Its current fleet consists of nearly 30 excavators, of which around 25 Komatsu machines, including sixteen PC300-7s, two PC450-7s, two PC138US-2s, a PC220-7, a PC650-6, a PC750-6, a PC800-6 (with an additional PC800-6 and PC800-7 now on the water).

It also owns WA320-5s and a

WA320-3 wheel loader, plus four WA380-6 loaders on order.

"Our first excavator was a PC300-6 that I bought off Brandon Ross (now Komatsu Australia's national business & sales admin manager)," said Ivan.

"We started off specialising in pipelines, offering plant hire services to the gas pipeline industry.

"In the past three years, we have grown substantially, largely when we made the decision to switch from plant hire to contracting," he said.

"Last year, we were involved in the Burdekin Weir to Moranbah pipeline, as the main subcontractor to McConnell Dowell, responsible for excavation, pipelaying and backfilling.

"We began on our section of the project on April 17, 2006, and finished the pipelaying work on December 16.

Ivan said that in that period, the company averaged 1.25 km of pipe in the ground a day, working 28 days on, seven days off.

"Our best rate for the project was 3.1 km of pipe in the ground in a single day.

"We run our pipeline projects very much like a production line, which gives us maximum efficiency and production rates," he said.

"We have one crew on trenching, and another on laying and backfilling. We'll trench as far ahead of the pipelaying operation as we can, because we know that when we hit rock, the pipelayers can quickly catch up."

From March 17 this year, Eco Civil has been laying an 80 km pipeline which is part of Brisbane's Western Corridor Recycled Water Scheme.

This 80 km line will consist of 44 km of one meter diameter GRP (glass reinforced plastic) pipe, and the remainder of 1450 mm diameter MSCL (mild steel concrete lined) pipe.

This project is being constructed by an alliance consisting of Abigroup, McConnell Dowell and GHD, with EcoCivil as a sub-alliance partner. It is due to finish by Christmas, said Ivan.

"Our entire Komatsu fleet will be here eventually, plus we'll also have three crawler chain-type trenchers, from 65 tonnes to 147 tonnes - including the second largest chain-type trencher in the world.

"We went for Komatsu initially because we really like the brand," Ivan said.

"They have great fuel economy and excellent reliability, and the operators like them. The other thing that's good about Komatsu is their resale value.

"I bought my first Komatsu after having worked for another company that ran Komatsu excavators, and I'd been really impressed with them. Our first job was on the Eastern Gas project, working for Transfield. Brandon Ross looked after me at the time, and so we kept buying Komatsu," he said.

"Since we've been up in Queensland, they have all performed very well in harsh conditions and in remote areas, and we've been well looked after by the local Komatsu Australia people."

# SAFETY THE KEY DRIVER FOR RIO

This article is Part 2 of our series on Rio Tinto's Hunter Valley Operations mine, which as reported in our previous edition of D2E, has nearly completed delivery of a large dozer/truck order. In this article, we look at HVO's industry-leading safety culture.

For the Hunter Valley Operations mine, Australia's largest truck-and-shovel coal operation, safety is the key driver - a factor reflected in the fact that it recently won the Rio Tinto CEO's safety award for the most improved Rio Tinto operation worldwide.

"Safety at this operation is behind everything we do," says Mark Geerssen, superintendent, mobile at Hunter Valley Operations (HVO), which is owned by Coal & Allied, a Rio Tinto Group company.

As outlined in our previous edition of D2E, this focus on safety is also evident in the demands HVO has made of Komatsu in supplying equipment as part of a major fleet upgrade starting in mid 2006 and continuing until early 2007.

In placing the order for 13 new trucks, HVO went over the

standard machines very carefully, then came back with a series of requests to further improve operator and maintainer safety.

"When purchasing the trucks, we have developed a local specification to meet our needs, and we were able to have these packaged up for us through Peter Gledhill (Komatsu Australia's NSW mining accounts manager)," said Mark Geerssen.

Steve Foster, HVO's project build manager with the new machine deliveries, said that HVO requested a range of changes, with the three main areas being:

- ▶ Accessibility
- ▶ Control of stored energy
- ▶ Working at heights (for maintenance).

"These were changes we insisted on, in addition to ensuring all machines comply with the NSW Department of Natural Resources' MDG15 specs," said Steve.

Safety features included additional handrails, fuel, oil and servicing points at ground-level - so the service crews don't

have to climb, HID lighting, and control of stored energy through isolation boxes.

The dozers include an inclined ladder system, which folds up out of the way and is activated by the dozer's parking brake. When the parking brake is applied, the ladder unfolds; as soon as the parking brake comes off, the ladder folds up and away.

These were supplied by Hedweld Engineering, with the electronics supplied by Lectec.

"We also looked at the issue of working at heights when servicing the dozers," said Steve.

"We specified a removable guide post in the centre of the bonnet, so when the fitters are working on the air conditioning, or around the cab, they can attach harnesses.

"Today, when we are doing our local machine build spec, safety is considered in the first instance," he said.

"We are always driving suggestions back to Komatsu and our other suppliers for improving the safety aspects of their supplied equipment.

"As far as we are concerned, functionality of mining equipment today is a given. Safety is the one area where we believe there is still room for improvement."

Mark said that Rio Tinto has a global collaborative forum, and through this and RTP (Rio Tinto Procurement), is now looking to develop a global mine site specification for equipment.

"One of the things we have consciously decided is that the lowest standard we set will be higher than the legislated standard anywhere within Australia," he said.

"The effects of our approach to safety at HVO can be seen in the behaviours of our staff who now no longer accept what may have been common place in times gone by. It's a journey that never ends and is constantly evolving as we learn more.

"It's about slowly moving from a leader-dependent safety environment, where safety is 'done' to you, to one which is personally owned as a value, where you look after your own safety and that of your workmates and they in turn look after you," Mark said.



# FOXLEIGH MINE OPTS FOR NEW DOZER

As part of an on-going cost-reduction program, the Foxleigh coal mine, located near the town of Middledmount in Queensland's Bowen Basin, will shortly add a third Komatsu D475-5 dozer to its substantial fleet of Komatsu equipment.

The new D475-5E0 dozer, fitted with a 34 cu m full-U blade and multi-shank ripper, will be used as a primary production overburden-push dozer. It joins two other D475-5 dozers used by the mine, both of which work on the coal stockpile operation, fitted with 70 cu m coal blades.

Other Komatsu equipment at Foxleigh includes nine 90 tonne HD785-5 dump trucks, two WA900-3 wheel loaders, two WD900-3 wheel dozers and a GD825A-2 grader.

Foxleigh Mine has been in operation for eight years, opening in 1999. Until 2004, contractors carried out mining, when the mine switched to using its own fleet.

Currently it is extracting around 3 million ROM tonnes of low-ash PCI coal

a year, which is up about 500,000 tonnes from the 2005-06 financial year. It is aiming to produce 4 million tonnes a year, but this is currently restricted due to lack of port capacity at the Dalrymple Bay Coal Terminal.

When port capacity allows the mine to expand production, it will look to bringing in a larger excavator, or possibly adding another mine fleet.

Foxleigh Mining is a joint venture between CAML Resources (63%), Itochu Coal Resources Australia, part of the Japanese Itochu group (20.6%), and Aboriginal group Indigenous Business Australia (16.4%).

Ian Cooper, Foxleigh Mining's general manager operations, said a key performance factor in the decision to purchase the D475A-5E0 was its ability to push large volumes of overburden at reasonable cost.

"Reliability is another important issue here," he said. "It has to be reliable in what is a key production role, where it's working day in, day out."

Ian said the purchase of this dozer was part of Foxleigh's overall drive to further reduce the costs of its production - since it began production in 1999, the mine has developed an excellent reputation as a low-production-cost operation.

"Many of our costs are going up: fuel,

service, labour, parts, and so on," said Ian. "As a result of this, we have to look at doing things smarter."

"As part of this, dozer pushing of overburden is now as important to us as excavator/truck removal."

Ian said the cheapest way of removing overburden is to blast it out, so it doesn't have to be shifted before accessing the coal. The next lowest-cost method is dozer pushing, followed by truck and shovel.

"If we can plan our blasts correctly, we get an optimum amount of throw from our blasting. We are aiming to throw a significant amount of overburden outside of the coal line."

"And we've recently reconfigured the mine to allow us to carry out more dozer pushing, because of the improved economics."

"As an indication, removing overburden using dozer-pushing is less than half the cost per bank cubic metre of truck-and-shovel removal, while blast removal is about 60% of the cost of dozer-pushing," he said.

The new D475A-5E0 will join three other dozers working on overburden removal, as well as other tasks around the mine. These include establishing and cleaning ramps, cleaning up around the excavator and truck loading area, pushing waste material, and ripping pre-split blast holes.

"We went for the D475A-5E0 from a value for money point of view," said Ian.

"Essentially the running and maintenance costs of the various dozer

options are fairly close, but what we were looking at were the total life-cycle costs and what the machine produces while it's here."

"We are now starting to track all costs through the life-cycle of each machine. Ultimately, we anticipate our life-cycle costing program will demonstrate very clearly when it's time to change machines."

"When we looked at buying the new D475, we had the option of a total rebuild on another dozer with 14,000 hours," said Ian.

"We would have had to spend a lot of money to bring it up to as-new condition - or we could have a completely new machine, with the extra productivity, availability and reliability that gives us."

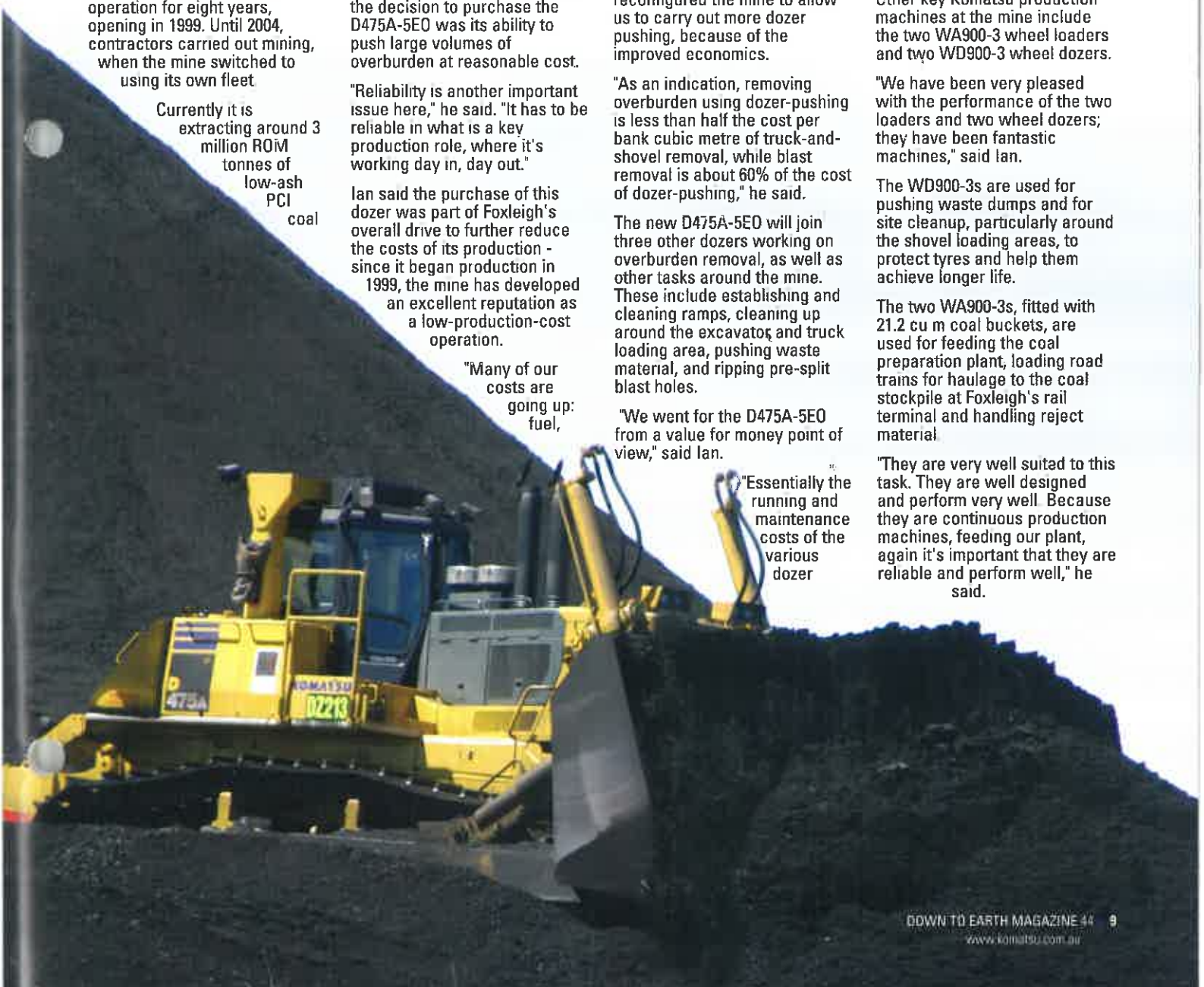
Other key Komatsu production machines at the mine include the two WA900-3 wheel loaders and two WD900-3 wheel dozers.

"We have been very pleased with the performance of the two loaders and two wheel dozers; they have been fantastic machines," said Ian.

The WD900-3s are used for pushing waste dumps and for site cleanup, particularly around the shovel loading areas, to protect tyres and help them achieve longer life.

The two WA900-3s, fitted with 21.2 cu m coal buckets, are used for feeding the coal preparation plant, loading road trains for haulage to the coal stockpile at Foxleigh's rail terminal and handling reject material.

"They are very well suited to this task. They are well designed and perform very well. Because they are continuous production machines, feeding our plant, again it's important that they are reliable and perform well," he said.



# PRAISE FOR KOMATSU CUSTOMER SUPPORT IN REMOTE ISLAND MINE PROJECT

The customer support and assistance provided by a Komatsu Australia team in delivering a complete fleet of mining equipment to a remote Western Australian island has won strong praise from BGC Contracting, the contract miner on the project.

BGC Contracting has a five-year contract to carry out mining at Mt Gibson Iron's Koolan Island hematite mining operation in Yampi Sound, off the northern Kimberley coast - about 180 km north of Derby and 3500 km north of Perth.

Komatsu equipment at Koolan Island will eventually include twelve 730E dump trucks, two PC3000 excavators, one PC1800 excavator, one PC1250 excavator, two D375A-5 dozers, two GD825 graders and six 785 dump trucks. Apart from drill rigs engaged in drill-and-blast operations, all mining equipment on Koolan Island has been supplied by Komatsu.

The mine was recently reopened by Aztec Resources; previously, almost 70 million tonnes of high grade iron ore was extracted by BHP from Koolan Island from 1959 to 1993.

Recent geological surveys and resource in-fill drilling programs have confirmed that Koolan Island still has resources of 53.3 million tonnes of very high quality ore, which is low in impurities.

BGC began moving equipment to the island early in 2006, with production ramping up throughout 2007, expected to reach its targeted ore production rate of 4 million tonnes per annum in late 2009.

Sean Hayward, BGC Contracting's Koolan Island area plant manager, is full of praise for the work and support being provided through Komatsu Australia's Perth branch, in particular the efforts of Steve Lihou, Mike Ibbotson and Sean Ashby.



"Over the past few months we have been in the process of moving twelve 730Es, two PC3000s and a PC1800 onto Koolan Island," he said.

"The logistical co-ordination and work involved at Fremantle, Darwin and finally Koolan Island to get this gear safely onto the island is significant and unique.

"The job currently being undertaken would not be as successful as it has been without the efforts of these individuals.

"The conditions that Steve and Mike have to work in to get the

job completed have been harsh and difficult and neither have said a negative word," said Sean.

The first items of Komatsu equipment to be moved in were the D375A-5 dozers and GD825A-2 graders in early 2006, along with the PC1250 and HD785 dump trucks.

The PC3000s and four of the 730Es were moved in just after Christmas, with four more 730Es and the PC1800 in mid-March. The remainder of the equipment will be delivered by early May.

As of early April 2006, mining has started, and BGC has

begun stockpiling ore on the ROM pad, ready for shipping. The first shipment is due to go out in May.

Ore extraction is primarily bench mining in a drill-and-blast operation, working three old pits that were previously mined by BHP.

"We have got a very strong, long-term relationship with Komatsu Australia," said Sean. "The high standards of customer support provided by the company are a good example of the strength of this relationship."

## MEETING A MAJOR LOGISTICAL CHALLENGE:

Moving the equipment to Koolan Island, then assembling and commissioning it presented a major organisational and logistical challenge.

The first items of equipment to arrive on the island were the PC3000 excavator and one of the 730Es, which sent from Fremantle to Darwin via the MVSC *Anne*.

Due to the lifting capacity of the ship's crane, the digger had to be transported in two parts: superstructure and car body. The trucks also had to be transported by the ship minus the tray.

Once the ship arrived in Darwin, the barge *Biquele Bay* pulled alongside the *Anne*. First to be transferred to the barge was the excavator car body, followed by the superstructure, which was then assembled on the barge.

Next came the truck chassis

and finally the tray, which was temporarily fitted to the chassis with dummy pins.

The digger and truck were then shipped to Koolan Island and discharged onto the island.

*Anne* then returned to Fremantle to pick up another three trucks and trays, then met the *Biquele Bay* at Koolan Island.

After the first excavator and truck shipment were discharged onto Koolan Island, the barge would then pull along

side the *Anne* in Yampi Sound and the three trucks and three trays would be unloaded onto it.

Each chassis would then have its tray fitted on the barge, then all would then be lashed down.

Once all three chassis and trays were on board the barge, the barge would head for Koolan Island and discharge on the trucks.

Each shipment exercise takes over two weeks, with the process continuing until all equipment is on the island.

# ALEXANDERSON BASES ITS REPUTATION AROUND KOMATSU EQUIPMENT



Gold Coast-based **Alexanderson Earthmover Pty Ltd** has built up a reputation as a leader in quality, a safety-conscious, reliable civil contractor and plant hire company, basing its operations around a fleet of Komatsu excavators and dozers.

Based on the Gold Coast since 1970, Alexanderson Earthmover has comprehensive experience in soft ground environments,

canal developments, golf course development, hard rock quarry and mining development and level one compaction contract works.

Its projects have included road works, railways, dams, mining infrastructure, marine, commercial, industrial and residential bulk earthworks.

Extensive operator training and stringent safety programs have been designed to ensure that

all members of the Alexanderson workforce are multi-skilled to operate a wide range of equipment.

Komatsu equipment owned by Alexanderson includes D65, D275A, D355A, D375A and D475A dozers, PC300, PC450, PC650, PC710, PC800 PC1000 and PC1100 excavators, and nine HD465 (50 tonne) dump trucks - a total fleet of 60 machines.

Its most recent Komatsu machine is a second D475A Dozer. This machine played an important role in the construction of the Radius Industrial City development to the south of Brisbane.

At nearly 52 ha, this major industrial development is located directly alongside the Logan Motorway, giving direct access to Queensland's major transport corridors.

The earthworks contract for this project was awarded to Alexanderson Earthmover and at the time was the largest civil bulk earthworks project in South East Queensland.

During the peak earthmoving phase, the Alexanderson plant

fleet on the Radius Industrial City development was moving 2600 cu m every work hour.

A one million cubic metre cut-to-fill operation, the project involved filling previously mined sand deposits, then creating large flat industrial blocks for future development.

Alexanderson's PC300-7 was fitted with the latest technology GPS-based machine control system, allowing it to carry out precise excavation and batter trimming using the 3D design plans uploaded to the excavator by the design and survey consultants.

Some of the company's recent projects include:

- ▶ Construction of a 600 mega litre dam for the Burdekin to Moranbah Pipeline, a project that ran 24 hours a day, seven days a week.
- ▶ Construction of German Creek Mine's Lake Lindsay 9 km & 30m wide infrastructure haul road.
- ▶ Major earthmoving plant supplier to Leighton Contractors for Brisbane's South West Transit Corridor.

# NZ CONTRACTOR STICKS WITH KOMATSU



Ashmore's PC200-8 and D85A-21 machines.

Inset: Colin Ashmore (left) and Komatsu NZ territory manager for Otago and Southland Greg Stewart.



Ashmore Contracting, based in Cromwell, Central Otago has found that sticking with Komatsu excavators and a dozer has helped build a successful business working in tough, rocky conditions.

The company's current fleet includes a Komatsu PC200-6, a brand-new PC200-8TH, a brand-new PC130-7 and a D85A-21 dating back to the early 1990s, and which Ashmore's purchased used.

It carries out a range of civil construction and earthmoving activities, including land clearing, subdivision construction, roading, dam building and vineyard development work.

"We've gone as far as Oamaru on the east coast or down to Ranfurly, but we pretty much stay within our home base area," said owner Colin Ashmore. "We've got a lot of work on around here at the moment.

"The area's gone mad, especially with the grape industry. We did a lot of grape work a few years ago, and more recently there's been a big influx of people with the grapegrowers needing people to pick the grapes. That's all meant plenty of work for us."

Ashmore's introduction to Komatsu was with the purchase of the D85 in the mid-1990s, after getting rid of a troublesome machine of another make.

"Buying that D85, and then the Komatsu diggers was a great move for us," he said.

"We had an old dozer of another make, and it nearly broke us. For every dollar we made, we spent \$4 fixing it. But not the Komatsu; she's been a beauty.

"That D85 is a beautiful tractor, it works very well. We have two TS14 scrapers, and it pushes them very easily, even in some difficult conditions.

"It's currently working in some

quite heavy rock, ripping the rock, then pushing the scrapers, and we've been getting some very good loads," Colin said.

"It's actually got a bigger engine in it than a standard D85. Most of these have a Komatsu 130 series engine, which is around 180-200 hp (135-150 kW), but this one has a 140 series engine, which delivers about 260 hp (195 kW) to the tracks.

"That's a lot of power for that size of tractor - and certainly the whole drivetrain and frame is equal to the motor. It is a very nice tractor."

Ashmore Contracting has also owned a number of Komatsu excavators over the years, using them for ripping rock, loading, trenching, post-driving and other vineyard work, and general contracting.

"Before we bought the two latest excavators, we'd had three PC200-6s and a PC120-6,"

said Colin.

"We let the oldest PC200-6 go a while back with 15,000 hours on it, and she never ever missed a beat. We traded another PC200-6 and the PC120-6 in on the new PC200-8, and bought the PC130-7 outright.

"Those diggers went very well, they've been marvellous machines for us - and here in Central Otago, it's blimbling hard rock all the time," he said.

"The 20 tonner we traded had 12,500-13,000 hours on it, and still had the original chains. All we'd ever had to do was put in new pins and bushes.

"That new Dash 8 20 tonner, it's certainly not frightened of work. It's got a lot more power in it, it's a really nice machine.

"And the 13 tonner I've had up here working at home, and it's a very nice machine to drive.

"I really like the Komatsu machines; I push hard for them in Otago, and I'd like to see a few more of them around here. They are great machines to operate, a great product."

Colin said that Komatsu NZ's branch in Invercargill had also been very good to deal with.

"They have a great team down in Invercargill, some really clever mechanics. Ron Chilton, Greg Stewart and the team there really look after us," he said.

# DELTA RENT TAKES KOMATSU PACKAGE



Delta Rent, one of Australia's newest rental firms - formed in mid-2006 and specialising in hiring large construction and quarrying equipment - recently purchased a Komatsu WA600-6 wheel loader and a PC600LC-8 excavator as a package for use in its rental operations.

Both machines feature Komatsu's new generation Tier 3-compliant ecot3 technology, providing low emissions and highly fuel-efficient operations.

The WA600-6 is being used in Delta's recycling operation in the Melbourne suburb of Sunshine, while the PC600-8 has been on hire to quarry applications.

Delta Rent is the latest business in the Delta Group, formed by owner Con Petropoulos over 30 years ago.

Delta started as a one-man operation over 30 years ago,

and today is the largest demolition contractor in Australia. It is also active in civil construction and earthmoving, construction and recycling.

The Delta Rent business aims at the middle size of equipment; just under the mining, and above the general construction gear.

"We are basically looking at the heavier end - excavators from 40-100 tonnes, larger loaders, 40 and 50 tonne artic's, a bit of compaction equipment and a few dozers," said Con.

"All our loaders are Komatsu - and we like the Komatsu loaders - plus a few excavators," he said.

Warren Colbert, Delta Rent's national sales manager, has been impressed by the performance of the two machines.



Left - Matt McCarthy, Komatsu Australia sales rep Melbourne with Warren Colbert, Delta Rent's national sales manager and Delta Rent owner, Con Petropoulos.

"We're using the WA600 in our recycling division - just for loading out into the main crushing unit - while the PC600 is a dry hire machine, mainly aimed at the larger quarry groups, dry hiring into their quarry applications.

"Performance has been very

good," he said. "The WA600-6 replaced an old WA600-1 and the difference in fuel usage has been great.

"And the PC600LC-8 also performs very well with good fuel efficiency and productivity," said Warren.

# BARRY TAKES POLE POSITION WITH KOMATSU MACHINES

Brisbane-based owner-operator (and Speedcar racer) Barry Wixted bases his business around a Komatsu SK714-5 skidsteer and PC30MR-2 excavator - a combination he says is ideal for his plant hire work throughout Brisbane, the Gold Coast and the Sunshine Coast.

Barry finds the compact size and excellent visibility of both machines - which he bought in the second half of 2006 - makes them well suited for working in confined spaces such as backyards and around building sites, while still providing plenty of power.

Trading as Bobcat Barry, he's been in business for 24 years, doing general skidsteer and excavator hire, to builders, landscapers, concreters. Most of these are regular customers who have been using him for many years.

Barry is also a well-known identity in Speedcar racing, racing competitively and owns one of the most famous Speedway racers in Australia.

In addition to the two Komatsu machines, Barry also owns a UD Nissan Diesel CW350 tipper, in a unique set up. It's one of the larger tippers in Queensland, with a 7 m tipper body, allowing him to fit the two machines, plus a 1.5 m long section at the front where he can carry all his buckets and augers.

Barry's been buying Komatsu for nearly 10 years, when he bought his first excavator, a used machine - and kept it for about two and a half years.

"Then I went to another popular brand, but I didn't like it at all; I only kept it about nine months," he said.

"I bought myself a new PC30-7 in 2002, and kept it for four years until I bought the PC30MR-2 zero swing in July 2006."

"I can't believe the difference between this zero-swing

machine and my previous PC30, which was a conventional machine. I'm so rapt in it, it's given me a new lease of life!

"In confined spaces, I no longer have to worry about hitting a fence or a house when I'm working between them.

"It's also got more reach and power than the old machine," said Barry.

"With the previous one, I always seemed to be about 2 foot short of where I wanted to reach, but with this machine I can always reach where I want to.

"Its digging power would also be half as good again, and combined with the Komatsu-designed buckets I got with this machine, it just digs fantastically," he said.

"In addition, it has unbelievable fuel consumption."

Barry has fitted Roadliner pads to the steel tracks on his new machine, something he finds an improvement over the rubber tracks on the previous PC30.

"I'd broken a couple of tracks, which is not cheap, just working in fairly soft ground conditions, nothing too rocky. With the Roadliners, I can run them anywhere, and not have to worry about them breaking."

With the skidsteers, Barry started his business with another brand, but wasn't impressed with a major redesign of the range some years ago.

"I looked around at what else was available, and decided on the Komatsu SK714-5," he said. "I had my first one of these for about four years, and just changed over to a new one in November-December last year.

"I really like the Komatsu skidsteers because they've got good visibility, they are operator-friendly, easy to operate and pretty comfortable.

"The other good thing about the Komatsu was they could convert the controls to the same



configuration I'd been used to for about 20 years - and I decided I was too old to change!"

Barry also wanted a fairly compact machine.

"I don't like to go any more than 1600 mm wide, which lets me easily get through gates and doorways and into backyards.

"I'm very happy with the new Komatsu skidsteer. If anything, it's even easier to operate than my previous one; it doesn't seem to leave me so tired out so at the end of a long day.

"One thing I really like about it is the two-speed travel, which lets me move around on a site a lot quicker. I was recently on a job on a big site, with a fair bit of distance between work areas. The higher travel speeds really made a difference.

"It's also got wonderful visibility down the sides and out the back corner, which allows me to get right in under trees, patios and car ports, without damaging anything," said Barry.

"All the components are very easy to get to for servicing and maintenance."

Barry gets all his regular servicing and repairs done through Komatsu Australia.

"Service and support from Komatsu has been very good; I've no complaints with them at all," he said.

"If a job falls through, I can ring them up in the morning and get it in there early. Then quite often, they'll have it ready by lunchtime, so I can go out and do another job in the afternoon."

As mentioned earlier, Barry's hobby outside of work is racing Speedcars, and in fact he owns one of the most famous Speedway racers ever to come to Australia, the legendary Offenhauser 5, built in the US in 1948.

It was brought to Australia in 1964 by the US driver Jimmy Davies, who successfully raced it here before selling it to top Queensland driver Bill Goode.

Barry bought the car in 1976, and retired it from racing in 1984. He then restored it to its original condition when it first came to Australia, and it's now used for demonstration runs at motor races (including the first Gold Coast Indy), car club events and shows.

Barry is still involved in Speedcar club activities - but is not racing this season, as the car he was driving has been sold.

# REBORN WHEEL LOADER IS AN ECONOMICAL ALTERNATIVE FOR BORAL QUARRY



A Komatsu WA600-3 wheel loader with around 19,000 hours was recently rebuilt to as-new condition for Boral's Dunmore Quarry, south of Wollongong, by Komatsu Australia's Fairfield branch.

The loader, which is used to load trains and trucks at the quarry, had clocked around 19,000 hours of trouble-free operation, and Boral wanted to achieve another 12,000 to 13,000 hours from the machine.

Gary Steen, a Komatsu Australia customer support sales representative and Michael Caruana from the Fairfield branch, worked with Hans Zandbergen, Maintenance Manager, Boral Quarries

(Metro) NSW, to determine the best rebuild options for the machine.

After considering a number of proposals from Gary, the following rebuild process was carried out at Komatsu's Fairfield workshop:

- ▶ Engine, transmission and torque converter replaced with Komatsu Remanufactured components
- ▶ Rebuilt hydraulic pumps
- ▶ Loader frame line-bored, new pins and bushes fitted and all cylinders resealed
- ▶ Resealed control valves and high-pressure filter canisters
- ▶ Bucket completely refurbished

▶ Radiator and cooling system serviced

▶ All work equipment hydraulic hoses replaced with new hoses

▶ Cabin completely refurbished, including new seat, levers, trims, pedals and windscreen.

The project was turned around by the Fairfield workshop in five weeks.

Three months after the rebuilt machine was delivered back to Dunmore, quarry manager Jason Williams said he was very pleased with the end result.

"We had a few teething problems, but we expected those, and they were sorted out very quickly," Jason said.

"Certainly the loader is now performing better than it was - and it was going pretty well before it went in - but it's got a bit more grunt and drive now.

"The only thing we didn't get done was the front and rear differentials, and these are schedules for the next financial year.

"The whole rebuild process by Komatsu has gone very smoothly, and it was money well spent," he said.

"We've got an as-new loader for around half the cost of a new machine, and we now expect at least another 12,000-13,000 hours of reliable trouble-free operation from the machine."

# KOMATSU SERVICE CONTRACTS PAY OFF FOR PORT OF BRISBANE



The Port of Brisbane Corporation's PC300-7 at the reclamation process. Inset, reclamation manager Jaysen Roach.

**A decision by the Port of Brisbane Corporation to contract Komatsu Australia to carry out all servicing, repairs and maintenance on its Komatsu equipment has paid off in terms of machine reliability and long-term performance.**

Since it began buying Komatsu equipment in 1999 - the Corporation currently has a PC300-7E0 and PC300-7 excavator and a D65EX-15 dozer - it has achieved high availabilities and excellent reliability through having all servicing done by Komatsu Australia, according to reclamation manager Jaysen Roach.

The three Komatsu machines are working on a major program to increase the Port of Brisbane's facilities from its current nine wharves to a potential 16 wharves.

Following completion of a seawall, the Corporation is reclaiming the land within the seawall to provide extra ship

berthing facilities. The reclamation is taking place using dredged material from the Brisbane River and Moreton Bay, with a cutter-suction dredge pumping material into the bunded area.

The Komatsu machines work around the cutter-suction dredge pipehead, spreading out the dredged sand and silt to dry and as part of the "charging" (compaction) process for the reclamation.

This dredging and reclamation process to expand the port facilities will occur over the next 15 years in a staged development.

"The Komatsu service contracts work very well for us; they mean we don't have to touch anything," said Jaysen.

"The machines are working in very harsh conditions, constantly in salt water and mud, which means a lot of wear on the tracks and chains, but Komatsu is always very prompt

in coming out and dealing with any issues.

"We would go through a set of chains here every 2000 hours.

"We went for Komatsu service contracts because of the quality of the service they are able to provide," he said.

"We opted for Komatsu the brand, and we figured that because they manufacture the product, they know best how to look after it - and we've certainly found that to be the case.

"Our previous PC300-6, which we traded in on the PC300-7E0, had 15,000 hours on it, and it was still going well. For the amount of money we'd spent on it in service and maintenance, we did very well out of it and it was still a very good machine.

I think that is because Komatsu Australia did all the servicing, and only ever used genuine Komatsu parts and that's why it always went so well," said

Jaysen.

Of the two PC300-7 excavators, the Corporation's latest PC300-7E0 (low emission) excavator was bought in mid 2006. Its older PC300-7 was purchased in 2004, while the D65EX-15 dozer was purchased in 2005.

All these machines are averaging 2200-2300 hours a year, Jaysen said.

"Under the maintenance contract we have with Komatsu Australia, they look after everything: servicing, breakdowns, repairs - they do the lot.

"All we do is the greasing, top up the oils and the daily inspections; Komatsu does the rest.

"We've had service contracts with Komatsu Australia since we started buying the brand, since about 1999. We now negotiate service packages at the time of purchase with all our machines," he said.



# WHOLE-OF-LIFE ANALYSIS SHOWS KOMATSU BENEFITS FOR QUEENSLAND COUNCIL

Twelve months ago, Gladstone City Council, in central Queensland, replaced its earthmoving equipment with a new fleet of Komatsu machines - with a Council analysis showing lower whole-of-life costs for the Komatsu equipment.

The Council's equipment consists of three loaders, a WA320-5, WA250-5 and WA65-5, plus a WB97-2 backhoe/loader.

Gladstone's WA320-5 is involved full-time in road construction - and currently is in the process of working on the construction of a major arterial road around the city - while the WA250-5 is used for more general construction and maintenance loading tasks, as well as being used at the Council's storage yard.

The WA65-5, a utility-sized machine fitted with a 4:1 bucket, works at the Council's sewage treatment plant, moving and turning waste.

The WB97-2 backhoe is used on general Council works, including trenching and general backhoe work, as well as maintaining services such as clearing roadside drains, digging out gully pits, putting in trenches and other new services. It's fitted with a 4:1 bucket, extending dipper and hydraulic sideshift.

"The reason we chose Komatsu is that we looked at the whole-of-life costings at the time of purchase, and in terms of purchase price, operating costs, maintenance costs and resale values, they came out the best," said Ralph Francis, Gladstone City Council's plant fleet supervisor.

"Another important factor for us was the proximity of the Komatsu dealership to Gladstone.



Ralph Francis (left), Gladstone City Council's plant fleet supervisor and Mike Forday, Komatsu Australia's Gladstone sales rep.

"Since taking delivery, we've been very pleased with the after-sales service and support," he said.

"The support - as well as the equipment itself - has been very good. We do all our own servicing, and Komatsu looks after our warranty

requirements and any issues we may have.

"In addition, our operators also like the Komatsu machines. There have been no complaints at all since they were delivered."

The two wheel loaders

replaced another brand of loader - and also are a size larger than each of the machines they replaced, while the backhoe replaces another brand of the same capacity. The WA65-5 replaces a Komatsu WA70-3.

# SKYE SANDS IN PROFILE



Skye Sands crew in front of Komatsu loaders.

Inset: From left, Ken Turner, Skye Sands' number one operator, who's been with the company for 14 years; Bob Jones, Komatsu Australia's sales rep for Rusty French, owner of Skye Sands, in front of the company's recently delivered WA470-6 loader. In the foreground is one of Rusty's Porsche Carrera racing cars

High levels of reliability, combined with strong customer support, have kept Skye Sands, a sand and gravel supplier based in Melbourne's Mornington Peninsula, loyal to Komatsu wheel loaders and other equipment for over 20 years.

The company's fleet includes five Komatsu WA470 wheel loaders - three WA470-3s, a WA470-5 and a recently purchased WA470-6 - a WA380-3, a D65PX-12 swamp dozer, three PC300-6 excavators, a PC75UU, and what is probably the largest excavator within the Melbourne metro area, a PC1600.

Skye Sands is owned by Rusty French, and was started as a family business in 1973 when family began extracting sand products on the family farm. Rusty took over the business in 1984.

The operation involves mining the sand from raw in the ground, and then either washing it or dry screening it, depending on application.

Skye Sands sells around 10 different products, including a white washed sand used for

glass manufacturing and other applications, builders' sands, brick sands, concrete sands, topsoil and crushed ripped sandstone - commonly used for base material on freeways.

In addition, it offers a wide range of sand colours, from white through to yellow and deep red sands, which makes them ideal for ornamental uses in landscaping - either in their "raw" colours, or blended to form other colours.

Extraction from the quarry face is done with various combinations of excavator and bulldozer, said Rusty.

"We've found the PC300s a great size for that sand extraction, because they do the volume that you need to load dump trucks quickly. Also we find fuel-wise that they are an economical tractor for the amount of material they move per hour."

In the case of the sandstone material - which is below the sand levels - Rusty uses the Komatsu PC1600 - traditionally a mining excavator - as the primary excavation tool.

"With this material, we require a

machine that's got a fair amount of breakout, that can go down there and it can rip a thousand tonnes of sandstone before morning tea.

"It'll put up a stockpile of 3000-4000 metres, then we'll come in with our WA470-3 with a tooth bucket and load the customer trucks with that loader.

"It's in good mechanical order, and for the amount of work that we do, we'll get another 10 or 20 years' use out of it," he said.

Of the wheel loaders, Skye Sands' WA380-3 is used for loading small screening plants, picking up tailings around the site, and for loading smaller trucks that come in the yard.

Four of the five WA470s are used as sales loaders and for blending materials, along with feeding the wash plants and screens, while the WA470-3 with a toothed bucket primarily loads ripped sandstone from the PC1600 operation into trucks.

"Ever since I took over the site in 1984, we've been using Komatsu, back to the old W120, which was our first Komatsu loader," said Rusty.

"The thing I like about Komatsu - and we've had a few of the other brands - is we've got a good rep in the area in Bob Jones, who's looked after us over the years, and we've got good communication with the sales and service.

"Our loaders are a good example of the quality of the Komatsu; if they're correctly serviced and looked after, then you get a good life out of them," said Rusty.

"For example, our WA470-5 here is pushing 8000-10,000 hours now, and the tractor's like new. That tractor will be staying in the fleet until it's probably done way over 25,000 hours."

Aside from running his sand pit operation, Rusty is also a successful racing car driver, having been involved in motor sports since he was a teenager.

Over the years he's been racing in both touring cars and Nascars, as well as GT racing and sportscar racing. In 1984, he raced for Porsche in Le Mans in the 24-hour race, as well as for Porsche in Australia in the 1000 km race in the same year. He is currently racing a Porsche Carrera Cup car.

# LATEST D155AX-6 DOZER A WINNER FOR SWAPS NZ QUARRY



Komatsu territory manager Les Reid (centre) with J Swap Contractors directors Lewis (left) and David Swap (right)

going well, so the business with Komatsu grew.

Since its delivery, the D155AX-6 has proven to be a winner at the Matamata Metal Supplies quarry, where it has been stripping and ripping for three months.

It is powered by Komatsu's ecot3 technology SAA6D140E-5 Tier III-compliant turbocharged 15.24 litre direct injection diesel engine which gives improved fuel economy.

Another new feature is its K-Bogie undercarriage roller system, first introduced on Komatsu's large mining dozers for better traction, component durability, and improved ride and operator comfort.

"The new K-Bogie undercarriage roller system is brilliant," Lewis said. "It helps when you are on an angle - just rips on and follows the ground much better."

J Swap Contractors Ltd - based at Matamata, NZ, south of Auckland - is a long-term customer of Komatsu NZ, and it was no surprise when the company added a new D155AX-6 dozer to its fleet in December last year.

The D155AX-6 joined five other D155As, a D85-21, three D65-12s and two D31Ps in J Swap's 11 quarries. It was delivered to Swap's Matamata Metal Supplies quarry 34 years to the day after the first D155-1 was delivered to the same quarry.

Both machines were the first of their model to be sold in New Zealand.

J Swap contractors Ltd had its beginnings in 1934, when Joe Swap went into business shovelling shingle from a stream at Te Poi and supplying it to local farmers. The business grew into rural contracting, civil contracting,

quarrying, road transport, bulk storage, and most recently supply of stockfoods.

J Swap Contractors is now an integrated, highly diversified company, with Joe's sons David and Lewis as joint managing directors, and many of his grandchildren working in the business.

It has a transport fleet of over 60 trucks and trailers, quarries which supply over a million tonnes of the full range of aggregate a year, and a contracting division which has a record of Transit NZ and other civil work, as well as providing rural contracting services for 70 years. This is backed by a fully-equipped workshop, heavy haulage and plant hire services.

Lewis Swap looks after the quarries as well as the workshop, and it has been his decision to stay with the

Komatsu dozers for all J Swap quarries.

On leaving school, he completed a diesel mechanic apprenticeship in Auckland before returning to Matamata to join the company, and has firm ideas about how J Swap's equipment must perform.

For a start, Lewis maintains the gear must be robust and suited for purpose. Follow up service, including the ability to supply parts quickly, is important. For this reason he has stayed with proven brands.

The Swaps have also appreciated the responsive attitude of Komatsu rep Les Reid.

J Swap bought its first piece of Komatsu equipment, a PC 40, in 1985. The next year it bought Matamata Metal Supplies, which was already running Komatsu dozers. They were

The D155AX-6's lubricated track rollers are mounted on the track frame with a bogie suspension system whose oscillating motion is cushioned by rubber pads.

The new-generation Sigmadozer blade is another feature which Lewis appreciates in the D155AX-6.

This blade has a W-shaped cross section as part of a new frontal design, and the blade is linked closer to the dozer. This requires less power to enable movement of 15% more material.

Operators Phil Gordon and Wally Fowler are more than happy with the D155AX-6.

As well as the new cab design with all the creature comforts, including integrated ROPs there is clear rear visibility of the ripper and "it cuts the ground well," Phil said.

# NEW BR380JG-1EO CRUSHER OFFERS LOWER EMISSIONS, INCREASED SAFETY



Komatsu Australia has released a low-emission version of its successful BR380JG-1 crusher, the new BR380JG-1EO, featuring its eco2 low-emission system, beefed up safety systems and improved hydraulics.

The new crusher features much of the same innovative technology used in Komatsu's Dash 8 excavator line and Dash 8 loader line, delivering lower emissions complying with Tier 3 pollution requirements, coupled with increased power and reduced fuel consumption.

Based around a 42x22 inch jaw crusher - the largest in its class - the BR380JG-1EO has an operating weight of 34 tonnes, a throughput range of 50-240 tonnes per hour and is powered by a Tier 3-compliant Komatsu SAA5D107E-1 diesel rated at 140 kW.

It also features a unique hydraulic crusher protection system; in the event of the jaw being jammed, the KCJ4222 jaw system is protected by allowing itself to fully open the discharge port, making it easy to remove clogged material from the crusher.

A newly designed vibrating grizzly feeder moves material to be crushed in an elliptical pattern, so that the material is more effectively separated, and feeds into the jaw more evenly.

A key contributor to increased productivity and operator safety is the addition of a fully remote system that allows the new crusher to be fully controlled from an excavator or other external position, meaning a single operator can control both the excavator and crusher, said Angus Fotheringham, Komatsu Australia's business manager, construction products.

"Komatsu has added significantly more functions to the remote, giving the excavator operator the ability to completely control the sequential start-stop process with the touch of a single button," he said.

"This also contributes significantly to jobsite safety, as there is reduced need for an operator to climb onto the machine to move it around the site."

Other safety features have also been upgraded.

"Komatsu has beefed up the handrail system so there is less chance of a fall from the machine, there are additional

emergency stop points, and the jaw has been covered so that it restricts operator access during the crushing process", said Angus.

Production efficiency and machine performance have also been increased with the introduction of an improved HydraMind hydraulic system.

"The BR380JG-1EO now has a direct drive to the hydraulic pumps powering the crusher, resulting in reduced hydraulic power loss, thus delivering power more efficiently, and reducing fuel consumption.

"And as with other machines in the Komatsu line, no other equipment manufacturer offers the combination of industry-leading technology and componentry, all designed and manufactured by Komatsu to work together as an integrated whole," he said.

"Because all Komatsu components are designed and manufactured from the ground up to work together, we offer unmatched technology,

integration and machine performance," said Angus.

"In the case of the BR380JG-1EO, this results in a crusher that offers improved performance, reliability and fuel efficiency for contractors, quarries and demolition contractors."

Other features of the crusher include:

- ▶ Fully automatic jaw adjustment, all at the push of a button
- ▶ A weight and size combination allowing it to be readily transportable around metropolitan regions without the need for escorts
- ▶ A set up time of 15 minutes after coming off the float; all that is required is for the crusher to be levelled, and the fuel and oil checked.
- ▶ All-hydraulic controls, using Komatsu's HydraMind hydraulic system - the same as is used on its excavator range (and with high parts commonality with Komatsu excavators)

# KOMATSU RELEASES FIRST DASH 8 LOW EMISSION SHORT-TAIL EXCAVATOR

The first short-tail excavator in Komatsu's Dash 8 low-emission range has been released, with the launch of the PC138US-8.

With an operating weight of around 13.5 tonnes, depending on configuration, the PC138US-8 is powered by a Tier 3-compliant ecot3 Komatsu SAA4D95LE-5 diesel, rated at 68.4 kW.

As with other excavators in Komatsu's Dash 8 range, this latest machine offers lower emissions, increased fuel efficiency and improved operator comfort and safety in a fully integrated machine/component package.

A completely redesigned excavator compared with the PC138US-2, which it replaces, the PC138US-8 incorporates Komatsu's ecot3 (ecology and economy technology 3) approach, which combines electronic control, hydraulic and engine technology.

All machine components are designed and manufactured by Komatsu to work together as an integrated whole.

It also has a redesigned hydraulic system, using an innovative single-pump system that offers the versatility and functionality of a two-pump system. This reduces power demand by the hydraulic system, resulting in further reductions in fuel consumption.

In addition, the PC138US-8 sets new standards in operator safety with the world-first release of an Operator Protective Guarding (OPG) cab in a short-tail excavator, designed to protect the operator in the event of a machine rollover.

This contoured cab has been specially designed for use on compact short-tail excavators, while being substantially larger than the cab on the PC138US-2.

Highlights of the PC138US-8 include:

- ▶ Fuel consumption reduced by up to 10% compared with the PC138US-2.
- ▶ Engine meets US Tier III and European Stage 3A emissions regulations, without sacrificing power or productivity.
- ▶ A dedicated zero-swing excavator OPG cab incorporating a pipe-structured framework, providing high durability and impact resistance with very high impact absorbency. A seatbelt keeps the operator in the safety of the cab in the event of a rollover.
- ▶ Rear view video camera for safer operation, giving the operator a clear view of personnel, other equipment, and any other obstacles to the rear of the machine.
- ▶ Easy-to-see large LCD colour screen offering improved visibility through use of TFT liquid crystal display, allowing on-going monitoring of all machine functions, with early warning in the event of any malfunctions, and large multi-function selection buttons for easy selection of different operating modes.
- ▶ "Eco-gauge" display helps reduce fuel consumption by indicating operations which burn more fuel, while an extended idle

caution alerts the operator if the machine is idling for more than five minutes.

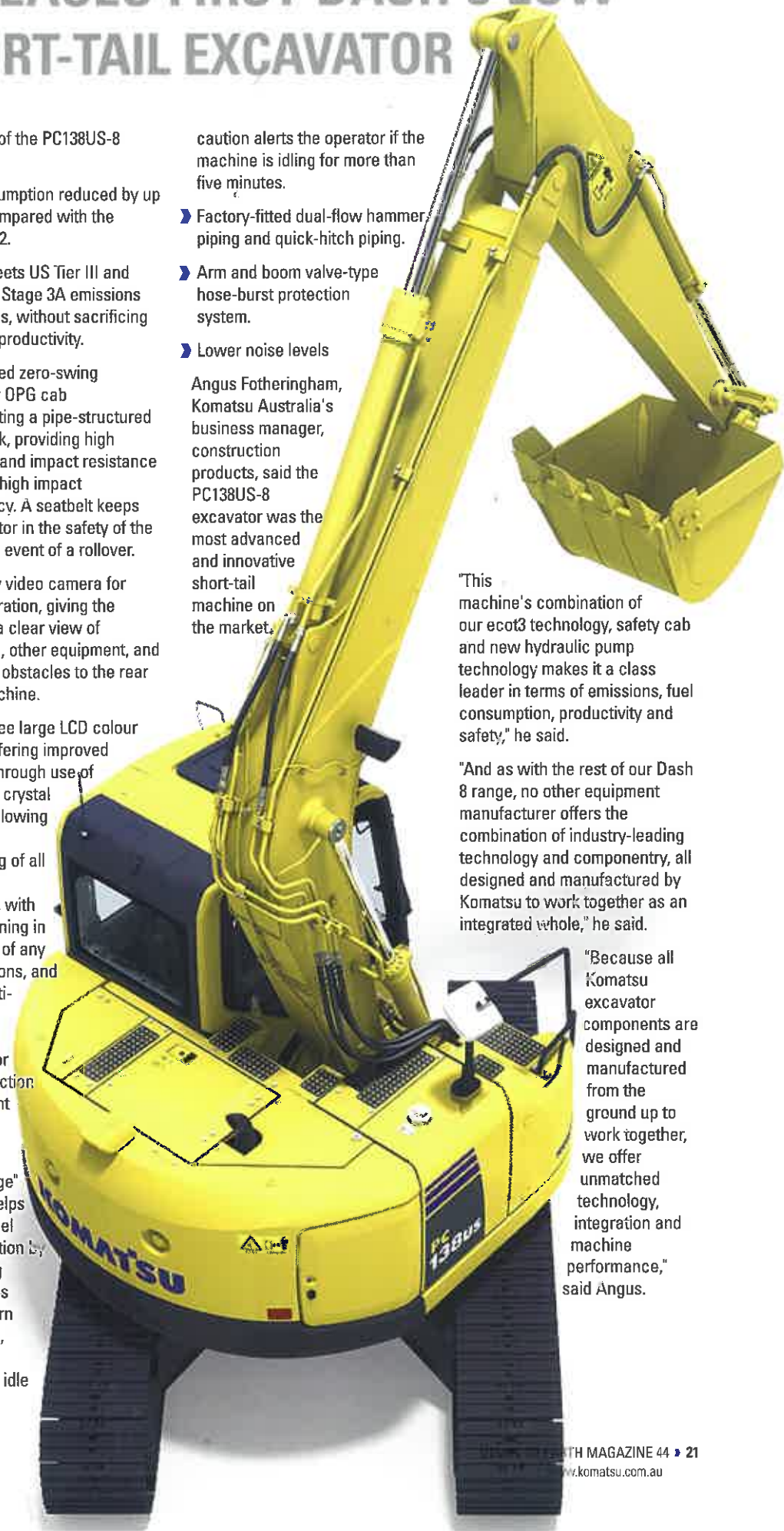
- ▶ Factory-fitted dual-flow hammer piping and quick-hitch piping.
- ▶ Arm and boom valve-type hose-burst protection system.
- ▶ Lower noise levels

Angus Fotheringham, Komatsu Australia's business manager, construction products, said the PC138US-8 excavator was the most advanced and innovative short-tail machine on the market.

"This machine's combination of our ecot3 technology, safety cab and new hydraulic pump technology makes it a class leader in terms of emissions, fuel consumption, productivity and safety," he said.

"And as with the rest of our Dash 8 range, no other equipment manufacturer offers the combination of industry-leading technology and componentry, all designed and manufactured by Komatsu to work together as an integrated whole," he said.

"Because all Komatsu excavator components are designed and manufactured from the ground up to work together, we offer unmatched technology, integration and machine performance," said Angus.



# LOW-EMISSION VERSIONS OF KOMATSU ADTs RELEASED



According to Wheeldon, all these features combine to provide lower emissions and increased fuel efficiency, along with improved operator comfort and safety in a fully integrated machine/component package.

In addition to the ultra-low emission Tier III-compliant Komatsu ecot3 engine, the new trucks have lower noise levels and luxury-car standard cab comfort.

Other key features:

- ▶ wet multiple disc brakes, providing reduced maintenance requirements and downtime, along with greatly improved braking ability.
- ▶ the most advanced transmission and suspension systems on the market, combined with the durability and reliability of Komatsu's rigid frame trucks.
- ▶ a hydraulically controlled retarding system with an absorbing capacity during continuous descent of 370 kW on the HM300-2 and 389 kW on the HM400-2.
- ▶ a large operator's cab - in common with Komatsu's current range of loaders, excavators and dozers, the largest on the market - fully isolated from the body of the truck using silicon oil and rubber viscous type cab mountings.
- ▶ independent front axles - the only ADT on the market to feature this system - which greatly reduces the operator "roll" common to ADTs in rough conditions.
- ▶ Komatsu's electronically controlled K-Atomics transmission, an electronic clutch modulation system that ensures proper clutch pressure when the clutch is engaged.

Komatsu Australia has released new versions of its 27 tonne and 36 tonne capacity articulated dump trucks, featuring new ecot3 technology engines, which deliver significantly lower emissions, improved fuel consumption and increased power and torque.

The new trucks are the 27 tonne HM300-2 and the 36 tonne HM400-2.

The HM300-2 is powered by Komatsu's low emission Tier 3-compliant SAA6D125E-5 cooled EGR engine, rated at 254 kW, while the HM400-2 is powered by the Tier 3-compliant SAA6D140E-5 rated at 337 kW.

As with its predecessor, the new

dump trucks offer 100% Komatsu componentry, higher power-to-weight ratios, better operator comfort and greater stability than competitive makes, said Charles Wheeldon, Komatsu Australia's national business manager, quarries.

"Both trucks have more power, giving better performance in any combination of conditions, they have the highest braking capacity of any truck in their class, and are more comfortable than any other ADT on the market," he said.

"In addition, Komatsu's ecot3 (ecology and economy technology 3) approach combines advanced electronic

control, engine, transmission and hydraulic technology.

"Every machine component is designed and manufactured by Komatsu to work together as an integrated whole."

Komatsu's ecot3 engine technology delivers increased engine power and smoother running, through a high-pressure common rail fuel injection system and cooled EGR (exhaust gas re-circulation).

Dual-mode engine power settings, combined with automatic transmission with automatic control of gear-shifting, further lowers fuel consumption

# KOMATSU HAS VERY SUCCESSFUL ACE SHOW IN VICTORIA



In late February, Komatsu Australia had a very successful participation in Victoria's ACE exhibition, which targets the civil construction and earthmoving industries.

Tim Greenham, sales manager - Victoria for construction and utility, said a number of machines were sold as a direct

result of Komatsu's presence at the show, including two customers the company had never dealt with before.

"Over the three days, the number of visitors built up, and by the Saturday, we had people lining up to talk to our representatives," he said.

"We also caught up with many existing customers, while also getting plenty of leads from people that we didn't know before.

"In particular, our utility sales focus 'Unreal Deal' campaign worked very well in conjunction with our ACE stand, resulting in high levels of

utility excavator enquiries," said Tim.

A highlight of the Komatsu stand at ACE was the young Melbourne tap dance troupe "Rhythm & Grooves", who entertained visitors at regular times during the three days.

## Did you know?....

Did you know what GALEO means? If the answer is no (answer below) and you want to know more then you'll be pleased to learn that *Down to Earth* is introducing this new column which will highlight special points of interest about the Komatsu equipment, company and people.

If you have any questions you would like to submit for the 'Did you know column' email [d2e@komatsu.com.au](mailto:d2e@komatsu.com.au) and we will publish your details and questions and answers in future *Down to Earth* publications.

The kicked up **T** is for:  
"A leader in technological innovation"

Utility  
Construction  
Mining

**PC** =  
Power shovel,  
Crawler

**GALEO** = Genuine Answers  
for Land and Environmental  
Optimization

**ecot3**  
= Ecology, Economy - Technology 3  
(Electronic control, Hydraulic control & Engine technologies)

**200** =  
Is for the starting weight



# KOMATSU AUSTRALIA'S PRESIDENTS AWARD

Komatsu Australia (KAL) has been awarded the prestigious 2007 Komatsu Presidents Award.

This award recognises KAL for Outstanding Performance and reflects the significant change that has been taking place in the Australian operations over the last few years.

"Winning the president's award is a testament to the hard work and dedication of the staff of Komatsu Australia. Komatsu Australia is now achieving its business objectives although there is still a long way to go. Our key objectives have been to provide end-to-end service, value add and continuous improvement through both internal and external processes." said Bill Pike, Komatsu Australia's president.

"Whilst we're happy and honoured at receiving this major performance award, in the spirit of the KOMATSU WAY, we're obliged and committed to continue our efforts to deliver to our customers the best service in the industry. Our ongoing commitment is to strive for continuous improvement."



Left: Bill Pike, Komatsu Australia's president accepting the Presidents Award from Masahiro Sakane, Komatsu Ltd's president & CEO.

# KOMATSU FINANCE NZ OFFERS FLEXIBILITY



Mike Gray

Since April 2004, Komatsu NZ customers have been able to take advantage of specialist finance services for Komatsu equipment through Komatsu Finance New Zealand.

As a Komatsu-owned finance company closely connected to

and working with Komatsu NZ, Komatsu Finance NZ (which is part of Komatsu Australia Corporate Finance) has a much better understanding of the needs of Komatsu customers and buyers than other financial institutions.

Komatsu Finance NZ, which through KACF is owned 50% by Komatsu Limited and 50% by Mitsui & Co Ltd, provides a range of finance services to Komatsu NZ customers, including:

- ▶ commercial hire purchase
- ▶ finance lease
- ▶ operating lease

▶ specific security agreement

According to Mike Gray, Komatsu Finance NZ's business development manager, this operation understands each business is unique in its size and requirements.

"Because we are owned by Komatsu, we have not only a unique and in-depth understanding of Komatsu equipment, but also of Komatsu customers, ranging from small family-owned operators, to large mining and fleet customers," he said.

"Our detailed knowledge of Komatsu equipment and technology allows us to very

accurately price the risk, so that we can offer highly competitive rates and very flexible packages to customers - packages that cannot be matched by other financiers.

"We have specifically designed a range of products and services that are competitive and flexible, allowing us to tailor a financial solution that best suits an individual customer's needs," said Mike.

"We also work closely with Komatsu NZ's sales and support teams, ensuring we can rapidly process approvals, ensuring equipment is working and earning for customers as soon as possible."



## PROFILE: JONATHAN BORTHWICK, MINING SALES MANAGER, EAST COAST

Jonathan Borthwick, Komatsu Australia's mining sales manager, east coast, is part of the company's mining sectors marketing team, based at Komatsu Australia's new mining headquarters, which recently relocated to a dedicated new office at Eight Mile Plains, Brisbane.

Reporting to Andrew Martin, Komatsu Australia's general manager, mining, Jonathan is responsible for mining equipment sales for the entire east coast of Australia, from far north Queensland, the Bowen Basin and the Hunter Valley of NSW, to Victoria, Tasmania and South Australia.

Also based at Komatsu's new mining premises are its mining application engineers, tender manager, mining product managers and mining marketing managers.

Jonathan joined Komatsu in August 2005 as Regional Manager Queensland.

"When Andrew started with

Komatsu 12 months ago, one of the first things he did was to restructure my role to an east coast focus," he said.

"This benefits our customers, as there are synergies across Queensland and NSW with coal, as well as the major mining houses and contractors that operate across state boundaries.

"In addition, this role ensures I liaise closely with my Western region counterpart, Brian Firth, who is based in our Perth office.

"This enables Komatsu Australia to be better coordinated in its dealing with clients throughout the east coast, as well as across Australia," he said.

Prior to starting with Komatsu, he had been national sales manager with a major truck supplier, and before that was sales and marketing manager within the Queensland government.

team under one roof.

"The development of Komatsu Australia's business, and the growth in mining equipment sales meant we needed to have a larger, more focussed central location for our mining operations and customers" said Andrew Martin, Komatsu Australia's general manager, mining.

"The office is located in the technology business region in

Jonathan said that with the current demanding conditions in the mining industry, his role involves both challenges and opportunities.

"A major problem for the industry as a whole is managing the supply shortage issues we are encountering, particularly in sourcing tyres for mining trucks and large rubber tyred loading tools," he said.

"We are working closely with tyre suppliers and our factories to manage this ongoing issue, as well as the complete supply chain for dump bodies, buckets etc.

"And with the mining boom set to continue for some years to come, there are significant opportunities ahead.

"The company changed its stocking policy a couple of years back, and committed to a larger stock holding of mining equipment; this has enabled us to provide quicker lead times to our customers, helping them with their demands for



expansion and replacements," he said.

"Currently, we are increasing our focus on the contract mining sector, as they represent some 50% of the total market in new mining Sales.

"We anticipate that this - combined with the compressed lead times we can now offer - will be reflected in greater customer satisfaction in the months and years ahead," Jonathan said.

## KOMATSU AUSTRALIA SETS UP DEDICATED MINING OFFICE

Strong mining industry growth and the changing needs of the business has prompted Komatsu Australia to establish a dedicated mining office in the Brisbane suburb of Eight Mile Plains.

The new Komatsu mining office combines the national mining administration functions, management, product managers, sales representatives, the national OHS&E team and the training

Brisbane - allowing us to utilise the high speed data communications network in place - which fits closely with our business demands" said Andrew.

"The centralisation of the Mining Office brings the team together, so we can respond to our customers' requirements and demands in a timelier manner. It gives us a single solution-based facility to meet all our mining sector

requirements."

Andrew said the mining office's location at Eight Mile Plains provided good accessibility to Brisbane Airport, while being only 15 minutes from the centre of the city.

**Komatsu Australia National Mining Office - 10C, 107 Miles Platting Road, Technology Office, EIGHT MILE PLAINS QLD 4113, Phone: +61 7 3246 6222, Fax: +61 7 32466275**

# KOMATSU SUPPORTS LATEST NSW TRAINING INITIATIVE

With the on-going shortage of skilled earthmoving equipment operators, the construction industry increasingly has to take responsibility for training operators and other key trades required in the industry.

In Sydney, the Civil Contractors Federation recently opened a new training facility, Civil Train Penrith Lakes, near Penrith in the city's western suburbs. The facility is very close to where much of the demand is for operators, and is also in a region where there is a large pool of young people exiting school and seeking training

and job opportunities.

As a strong supporter of operator and construction industry training, Komatsu Australia provided a PC200-8 excavator for the opening ceremony, and will continue to supply equipment and other resources to help the industry meet its training needs.

Attending the opening of Civil Train Penrith Lakes on behalf of Komatsu Australia were Craig "Shine" Summerfield, national customer applications manager and Chris White, NSW operator/demonstrator.

At the opening of Civil Train Penrith Lakes, from left Jackie Kelly, MP for the federal seat of Penrith, Chris White, Komatsu, Craig Long, CEO, CCF NSW; Shine Summerfield, Komatsu; and Karyn Palazzano, MP for the state seat of Penrith.

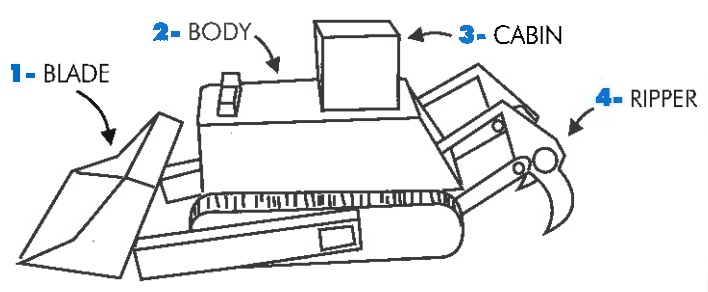


**MAKE YOUR OWN D475A DOZER!!**



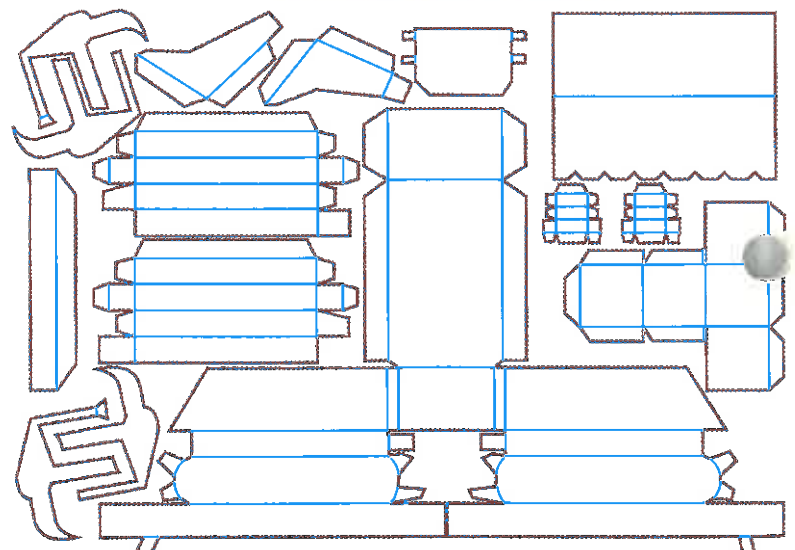
## TIPS:

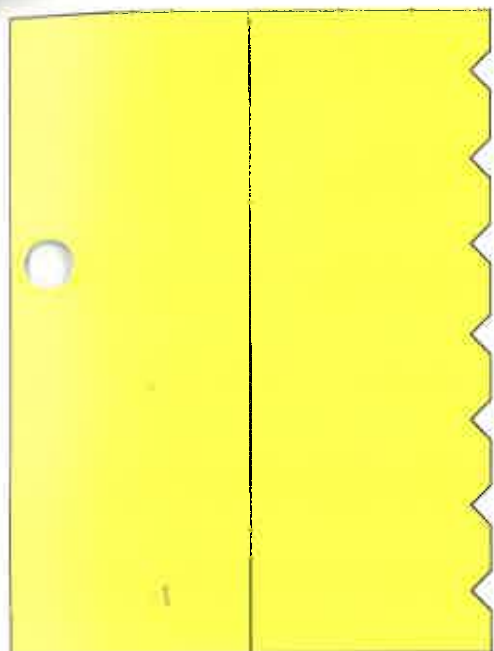
- Photocopy practice trials & test-out before using the actual copy
- Kids ask for mum or dad's help with cutting your pieces
- Use a ruler
- Use glue or double sided tape
- All the pieces on the right are numbered based on various parts of the dozer shown in the below diagram:



## CUT, FOLD & STICK:

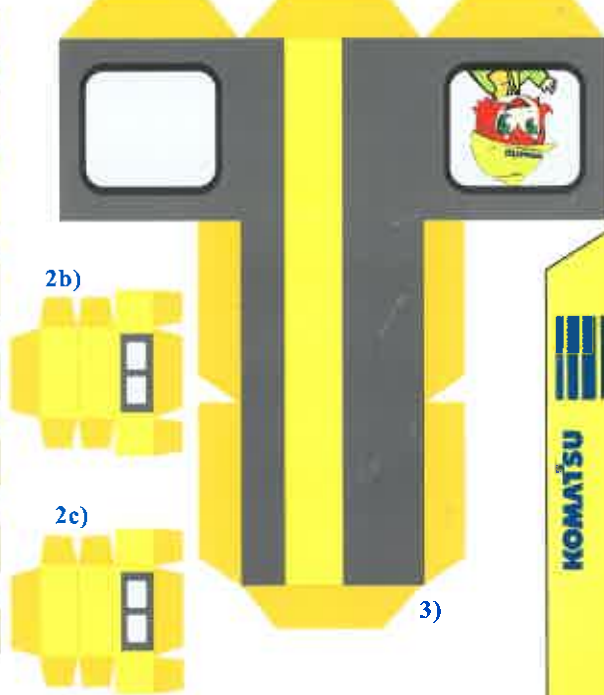
Cut around the **Brown lines** (shown below), Fold the **Blue lines** (shown below) and stick down the **Orange tabs** (right).





1a)

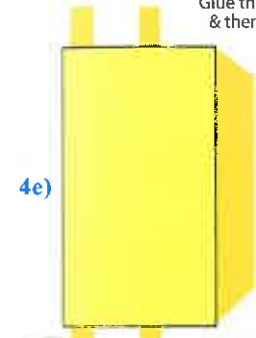
Glue the tabs & then roll.



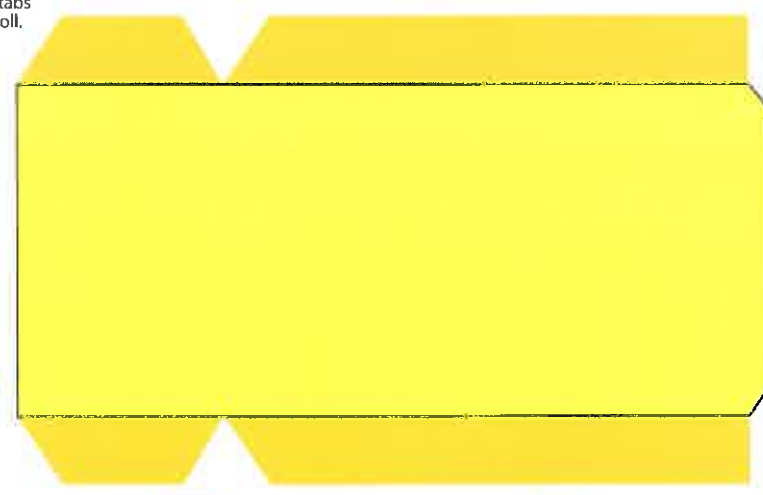
2b)

2c)

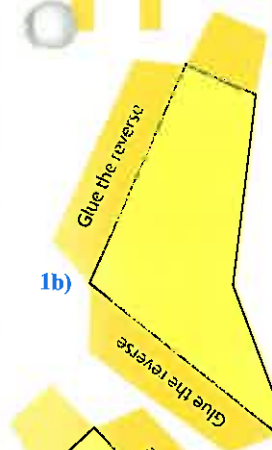
3)



4e)



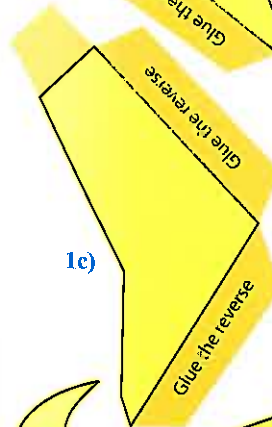
2a)



1b)

Glue the reverse

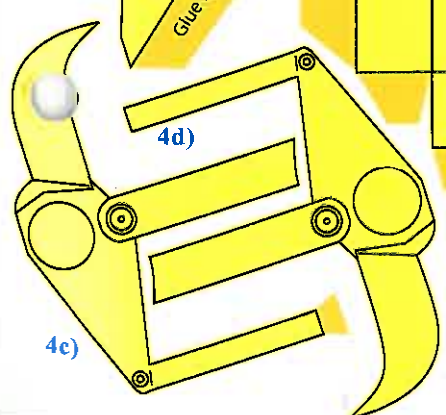
Glue the reverse



1e)

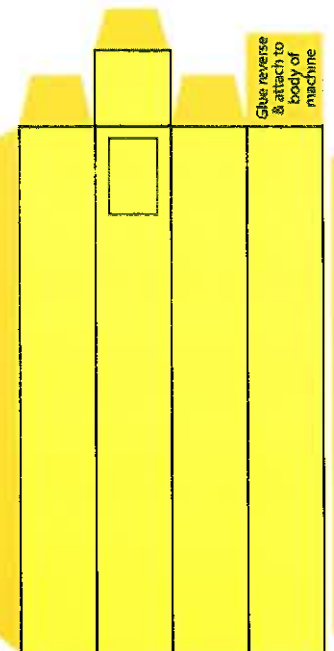
Glue the reverse

Glue the reverse



4d)

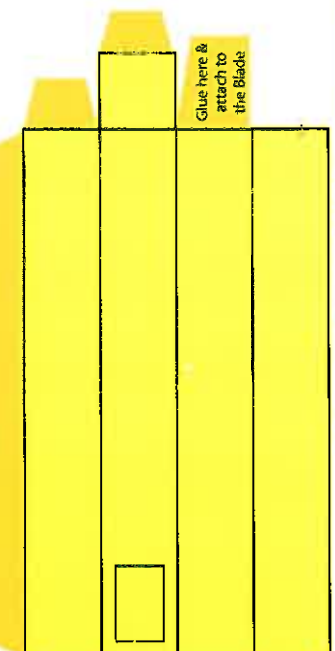
4c)



Glue reverse & attach to body of machine

Glue here & attach to the Blade

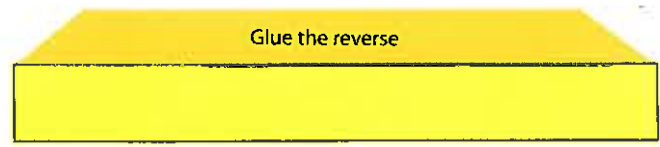
1e)



Glue here & attach to the Blade

Glue reverse & attach to body of machine

1f)



Glue the reverse

1d)



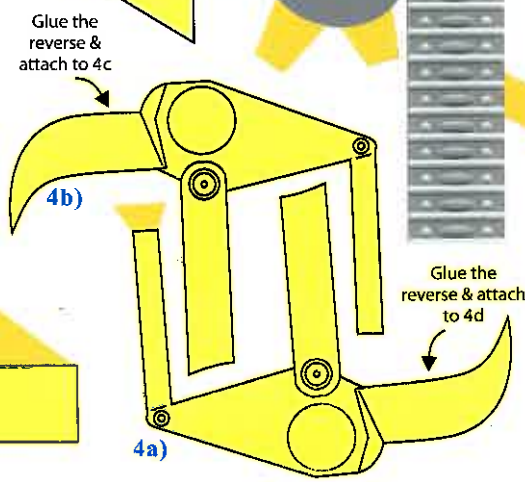
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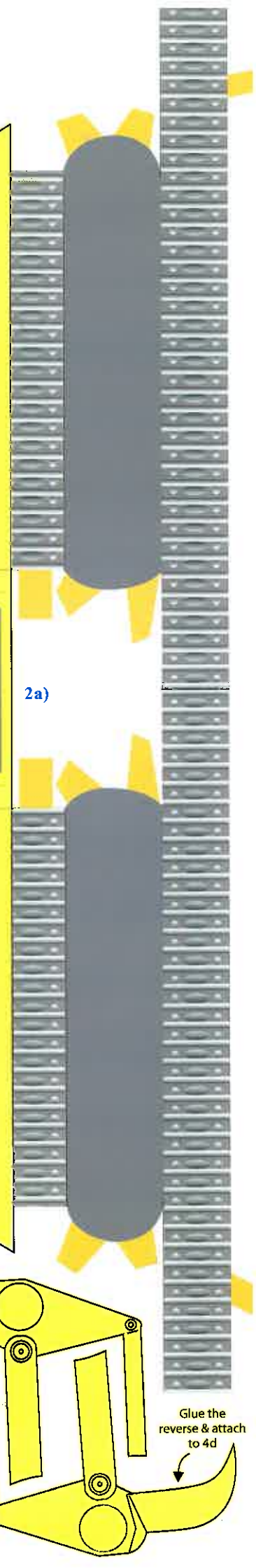


Glue the reverse & attach to 4c

4b)

4a)

Glue the reverse & attach to 4d



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