

DOWN TO EARTH

ISSUE 47



SPECIAL NEW ZEALAND FEATURE

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PRESIDENTS VIEW



Bill Pike
President
Komatsu Australia Pty Ltd

Hello and welcome to the first Down To Earth issue for 2008.

I am pleased to report that Komatsu has had another successful year and globally the company is doing very well.

In Australia, New Zealand and New

Caledonia we have also been successful in our efforts and have increased our market share across all major product groups and have also enjoyed strong trading conditions due to the increased demand in all industry sectors.

We have opened new branches in Bunbury, Darwin and Rocklea in Australia and in New Zealand a new branch in Westport which is featured on page 22 of this magazine - these new branches have been established in order to support the growing market demands and most importantly our customers.

Future government infrastructure growth initiatives will underpin the continuous growth across construction and mining sectors. Challenges exist in meeting the growing market demands and in response we will be expanding our network even further and our internal resources in customer support activities, which will include training our people, enhancing our technical

services capabilities and increasing our parts and service personnel.

In this issue of Down To Earth we present a special feature on Komatsu New Zealand customers and how our substantial expansion and upgrading of customer support capabilities in the past few years in New Zealand has been a winning combination for our customers and the Komatsu New Zealand team.

I am pleased to announce that we have partnered with the Triple Eight Engineering Team in the V8 Supercar Motorsport series. Innovation and engineering are both paramount to Komatsu and Triple Eight and these synergies make the relationship an ideal combination.

As the 2008 race season begins we look forward to a very successful partnership, and we also wish the team the best of luck in the bid to secure its first series championship.

Our product improvement drive continues and Komatsu has made a number of upgrades to its existing GXX series of graders to deliver better performance and reliability. The Series II graders have a new cooling system, a full length belly guard for improved engine compartment protection and improved cab steps for safety.

We also introduce the Komatsu Genuine Attachments range of buckets and quick hitches, specifically matched to the company's construction excavators and wheel loaders. Our aim is to provide our customers in the construction and quarry sectors with the optimum bucket design to suit the machine, and best match machine performance to the application. Talk to our specialist sales team and see for yourself how good the new range is.

Thank you for your support.

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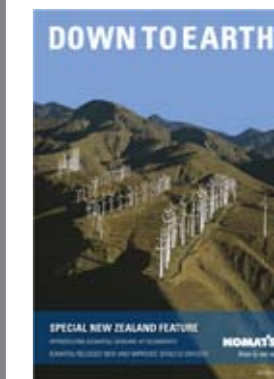
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Front Cover
New Zealand contractor on Higgins
Contracting as featured on page 5.

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KOMATSU NZ'S TRANSFORMATION PAYING OFF FOR CUSTOMERS



Phil Pritchard
Regional GM
Komatsu New Zealand
& New Caledonia

Komatsu NZ is substantially expanding and upgrading its customer support capabilities as part of a move to a more customer-focused approach that began some years ago.

"We are well into our program of transforming Komatsu NZ into a customer-focused organisation," said Phil Pritchard, Regional General Manager of Komatsu NZ.

"Our aim is to provide all our customers with world-class solutions that

add value at all levels of their dealings with us.

"We have introduced new customer-focused management and leadership into the organisation at all levels, plus we are transforming our supply chain for parts to provide Komatsu owners with a vastly improved availability," he said.

"Our aim is to provide all our customers with world-class solutions that add value at all levels of their dealings with us."

This program includes expanding Komatsu's own facilities throughout the country, with three new branches – in

Christchurch, Westport and Silverdale – opened over the past 12 months.

The company has also been strengthening the capabilities of its existing three branches in Auckland, Rotorua and Invercargill.

"In addition to this, we are completely overhauling our Service Partner network to give us even more comprehensive support for our customers throughout the country – with additional expansion of our Service Partners network currently under way," said Phil.

"In the process of this transformation program we are building a winning team here in New Zealand, with a high level of morale and enjoyment of the job – where we can make promises to customers in terms of support and service, and know they will be kept." ■

KOMATSU CRUSHER AT WORK ON NZ'S BIGGEST WIND FARM

A Komatsu BR380JG-1 mobile crusher owned by leading New Zealand contractor Higgins Contracting is playing a key role in the construction of New Zealand's biggest wind farm to date, at Makara, southwest of "windy Wellington".

Higgins is carrying out all the civil works for the Project West Wind wind farm, scheduled to be completed by the end of next year, on behalf of the project's owner Meridian Energy Ltd.

Work on the \$400 million project started in November 2007, with the end result being a 62-turbine wind farm producing 143 MW of renewable energy – enough electricity to supply most households in the Greater Wellington region.

Currently there are four operational windfarms in NZ, two under construction, and two which have just received resource consent.

Despite Wellington's windy reputation – it is located on the northern side of Cook Strait between the North and South Islands, which often funnels the full force of the Roaring 40s – this is the first wind

farm being constructed in the region. At least another two sites are being investigated for future projects.

All NZ's major power companies are currently investing in windfarms, with another half a dozen on the drawing board around the country.

According to David Rubery, manager of Higgins Contractors Projects Division, the company has had more experience in wind farm civil works than any other contractor – and the scale of the works is very substantial.

"Our responsibilities include earthworks, access roads, foundations for the turbines, trenching 60 km of trenches, and cable laying between the sixty-two 2.3 MW turbines, as well as substation construction and miscellaneous works," he said.

"All up, the civil works have about 1.2 million cubic metres of earthworks, 45km of road construction, plus about 24,000 cu m of concrete for turbine foundations which we'll be batching on site, and we'll be producing around 75,000 cu m of crushed rock – the majority which will be handled by the Komatsu crusher.

"This project is also unique in that we are trying to be completely self-sufficient in producing aggregate on site, so it doesn't need to be trucked in," said David.

Cobus van Vuuren, manager of Higgins' aggregates division, said the BR380JG-1 crusher is producing GAP 65 product, derived from river gravel and rock from excavated cuttings.

"We started on the crushing side of the project in December 2006, and [as of early March] we're about 50% of the way through it," said Cobus.

"We're very pleased with the BR380JG-1, it's very well cut out for this kind of job."

"We're very pleased with the BR380JG-1, it's very well cut out for this kind of job.

"It's a very mobile unit, and it's economical to run. It's crushing typical grey wacke, which is the predominant rock in the region.

"On this job, it's a primary crushing application, bringing the rock down to 65 mm all-in product, which is what we need for the road base and the tower bases.

Front cover: An artist's impression of a wind farm.

Quite separately to this project, Higgins recently bought two WA480-6 loaders, which are working at its aggregate production facility in Matai Road, Palmerston North.

"These two loaders working at our shingle plant, where we use gravel from a land-based source, crushing to material for road base and chip sealing," said Cobus.

"They are used to load the crushing plant, then carry the crushed product to stockpiles, and to load sales trucks.

"Since they were delivered late last year, they've been doing very well. They are economical to run and they are very comfortable machines.

"In this application, they do run around quite a bit; there's a lot of load-and-carry work, which they are well suited to," he said.

"Both are fitted with 5 cu m buckets, which allows them to load most trucks in a single pass, so they can get them loaded and out of there very quickly.

"With the density of the product, each bucket load is between 8 to 11 tonnes, depending on the product. So after just one pass, most of the truck bodies are loaded to capacity," Cobus said. ■



Pictured: BR380 JG-1 is the primary crushing application for the West Wind project.

FULTON HOGAN IMPRESSED WITH KOMATSU SUPPORT

Over the past 12 months, leading trans-Tasman civil contractor Fulton Hogan has purchased a significant number of Komatsu wheel loaders and mini excavators for its South Island operations – the first time it has purchased Komatsu products in the past few years.

Recent wheel loader purchases have included a WA480-6 to its large gravel quarry in Christchurch,

a WA320-5 (in a joint venture with Southern Aggregates in Southland) and a WA380-6 to a smaller gravel quarry south of Christchurch and a WA65-5 into its general hire pool for use among various divisions of the company.

Fulton Hogan has also purchased a total of 11 mini excavators for carparks and small earthworks projects, including five PC18MR-2s, one PC20MR-2 and two PC50MR-2s.

Fulton Hogan is a major civil contracting company active throughout New Zealand, Australia and the Pacific, with interests in a broad range of products and services in the roading, quarrying, civil construction, infrastructure maintenance and land development sectors.

It employs more than 5000 people across New Zealand, Australia and the Pacific Islands, and is continuing

to grow and diversify into new markets – making Fulton Hogan one of the fastest-growing civil contractors in the region.

Steve Grave, Fulton Hogan's South Island General Manager, said the company had returned to buying Komatsu machines due to keener pricing, improved support and customer service, and the quality of the product.

"With better pricing, we thought this year was a good opportunity to get Komatsu equipment back into our fleet and give it a good try out," he said.

"They are certainly good robust machines and very well built."

"They are certainly good robust machines and very well built."

"With our WA480-6, we did have some initial service issues, but the local branch here in Christchurch sorted them out very quickly, and arranged for a backup machine while it was out of service," said Steve.

"Given that it was our primary production machine, we were very pleased to see how quickly they responded.

"We recognise that all machines

break down from time to time; it's the attitude and responsiveness of the company supplying and supporting them that is critical – and since then, we've had no issues with any of our other Komatsu machines," he said.

"We're finding that Komatsu is very easy to deal with, and we've developed personal relationships with people we can trust.

"There's a very positive culture in the company, and that's reflected in the fact that we'll be looking to buy Komatsu again in the future," Steve said. ■

Pictured: Fulton Hogans WA480-6 wheel loader working at their Christchurch operations.



KOMATSU IS FIRST CHOICE FOR AUCKLAND CONTRACTOR

When recently established Auckland-based utility contractor Bodley Brothers needed to purchase new excavators, principals Doug and Corey Bodley asked around the industry, as well as applying their own experiences in the construction business over many years to come up with one answer: Komatsu.



Pictured from left: Corey, Doug, John and Anthony Bodley.

During 2007, the company purchased two new Komatsu excavators, a PC78MR-6 and a PC130-7, for use in its small-scale construction works business.

Bodley Brothers works in the metropolitan area in and around Auckland, specialising in small-scale site works, including kerbing and guttering, carparks, drainage works, retaining walls, concrete works and the like.

The company, which has been in business three years, was started by

Doug and Corey Bodley after Doug returned from a number of years working in the civil construction business.

Doug, who is a qualified civil engineer, worked overseas for a number of years on projects in Scotland and the UK, while Corey was previously working as a project manager and site foreman for contractors in NZ.

Apart from its two Komatsu excavators, the company's equipment consists of a small Komatsu D20P dozer, fitted with a 2D laser control system – the only one on this size dozer in NZ – and a 4 tonne steel drum roller. Its PC78MR-6 was delivered in January 2007 and the PC130-7 delivered in October.

Both the excavators are kitted out with a standard range of buckets, including wide buckets, tilt buckets, spade buckets, plus an auger set on the PC78 for drilling holes for footings and retaining walls.

"We've been very impressed with the performance of both the excavators," said Doug Bodley.

"We'd previously driven all makes and models of excavators before deciding to purchase

our own, and we'd decided we liked Komatsu excavators the best.

Both these machines have a lot of power and are very smooth to operate.

"We've been ultra-impressed with the PC130-7, and the amount of grunt it has," he said.

"When it was first delivered, the buckets weren't available, and Komatsu NZ loaned us a set of oversized buckets. Even with these buckets, we found it had plenty of digging power.

And why did Bodley Brothers opt for Komatsu?

"We have a few acquaintances working for earthmoving companies around Auckland, and we asked around them," said Doug Bodley. "Basically they all raved about Komatsu excavators.

"As I mentioned earlier, we'd also hired and driven other makes over the years, and we'd come to the conclusion that Komatsu excavators are the best around.

"Since we've taken delivery of our new excavators, we've built a good

relationship with JP van Heerden, our local sales rep, and he's been looking after us very well," he said.

For more information on Bodley Brothers Ltd, please contact Doug on 021 480 225.

For more information on Komatsu call (09) 920 5300, free call 0800 KOMATSU (0800 566 2878), visit www.komatsu.co.nz or email info@komatsu.co.nz ■



KOMATSU SERVICE IS "TOP NOTCH" FOR M&M



Upper Hutt-based contractor M&M Construction has recently purchased two Komatsu compact excavators following a trial period that showed them to be superior to equivalent machines from other suppliers.

The two machines, a PC30MR-2 and PC40MR-2, are used for trenching and small-scale works around subdivision developments.

Owned by Peter and Margaret McKenzie, M&M Construction has been in business for just on 18 years, primarily working around the Upper Hutt region, doing infrastructure work for local councils, as well as for private developers doing subdivisional works, drainage, and so on.

Most of the company's work is on a contract basis, although it does do some plant hire work.

Its fleet consists of around 30 items of plant, including eight excavators,

along with graders, rollers, loaders, dozers, dump trucks, screening plants, tippers and other equipment.

According to Peter McKenzie, Komatsu equipment owned by M&M Construction includes the new PC30MR-2 and PC40MR-2 excavators, along with some older equipment, including a PC30 with over 10,000 hours, an HA270 ADT "that's still running very well", a 1994 WA40 and a WA70.

"We've bought a number of pieces of Komatsu gear over the years, all new," he said.

"We went away from Komatsu for a few years over the mid-period of our history, mainly to do with pricing.

"However, we'd always found the Komatsu product to be a bloody good product, because of its reliability and backup, parts availability and service.

The company brought in the PC30MR-2

and PC40MR-2 late last year, initially on a trial basis.

"We found they well outperformed everything else around as far as manoeuvrability, lift and general performance goes – so we purchased them," said McKenzie.

"We use these machines in our subdivision works for trenching, smaller works in and around houses, that sort of thing.

"Our operators love them," he said.

"They can get out of them at the end of a day's work, and still feel fresh as a daisy; they are very operator-friendly.

"That's something we've found with all our Komatsu machines – even the older ones like our original PC30 – but we can't say that about some of our other brands.

"The other thing the operators like about them is the size of the cabs; they're nice and roomy and very

comfortable."

Another key reason for the McKenzies coming back to Komatsu has been service.

"In terms of Komatsu's service, we've always found parts availability and backup to be top notch, whereas with some other manufacturers that's secondary to everything else," he said.

"A machine is only ever as good as its backup."

Both new machines have been purchased with three-year service contracts.

"With the new machines, we have a good warranty, and we know we are right for the next three years, with guaranteed maintenance costs," said McKenzie.

For further information on M&M Construction please call (04) 527 0416 or email peter@mmconstruction.co.nz ■

DETAILED RESEARCH JUSTIFIES KOMATSU PURCHASES FOR GERALDTON CONTRACTOR

Central Earthmoving, a family-owned contractor based at Geraldton, WA, carries out very detailed research when selecting new equipment – resulting in it opting for Komatsu for all its recent purchases.

The company, which has been in business since 1985, carries out a full range of civil construction works – including land development and road construction – along with mine servicing and infrastructure works throughout Western Australia.

It operates as far north as Halls Creek, south to Pinjarra and east to the Goldfields region around Kalgoorlie.

According to managing director Craig Patterson, the company has owned

and operated Komatsu equipment for about seven years.

Its equipment includes one WA600-6, a WA470-6, two PC300s – one Dash 6 and one Dash 7, a P200-7 and PC270-7, two GD555A-3 graders and three WA250PT-5 toolcarriers.

Two of the toolcarriers are in underground applications, while one is being used in civil works on subdivision projects. The two underground ones are on long-term contracts, replacing another brand of Toolcarrier.

“We went for Komatsu in the first place, because we felt the investment offered us a better return on our capital,” Craig said.

“Since then, we’ve grown very

confident in the relationship and found a growing confidence in the support Komatsu offers us, which we most definitely keenly regard.

“Today we’re doing more in-depth justification when choosing our equipment; we put in all the relevant data, allowing us to do very detailed comparisons,” he said.

“We only request information off the suppliers that we are sure can give us the best-possible levels of support and service. Based on these comparisons, we fully justified our decision to go with Komatsu.”

Craig’s confidence in the Komatsu product has been boosted by a factory tour to Japan he took in November 2006.

“I was very impressed in everyone’s pride in their workmanship and the strong quality focus,” he said. “It was a very very streamlined operation, and the amount of quality checking all the way along the assembly lines and the set up was outstanding.

“It gave me a lot of confidence in what was behind the Komatsu brand.

“I also found the people at the Komatsu factories were very keen to hear feedback from end users to help them improve the product.

“I was very impressed with what I saw; they were as committed as we were to putting out the best product they possibly could,” said Craig. ■

830E FLEET AT ZINIFEX IS EXCEPTIONAL



A fleet of 42 Komatsu 830E dump trucks – including 12 new trucks added in the past year – has been giving exceptional performance and availability at Zinifex Century Mine in Queensland’s Gulf region.

Zinifex Century Mine, in the remote lower Gulf region of northwest Queensland, is Australia’s largest producer of zinc concentrate. The open cut mine also produces lead concentrate.

The deposit was discovered in 1990 with full commercial production being

reached in 2003. Zinifex Century Mine uses conventional open pit mining methods, with the flat-lying ore body covering an area of 1.4 km by 1.2 km with a final depth of 344 m.

Century’s mining fleet moves more than 100 million tonnes of material a year, including approximately 5 million tonnes of ore. The Komatsu 830Es are used almost exclusively for stripping overburden and very occasionally for ore hauling.

Some of these trucks have been operating at Zinifex Century Mine

since 1998/99 and are now getting towards the 60,000-hour mark.

Over that time, they’ve had rebuilds – including mid-life engine rebuilds and wheel motor overhauls – but no chassis rebuilds. Century has a rigorous crack-checking program which has not revealed any chassis cracks to date.

The entire fleet is averaging 88% availability, with mechanical availability for January 2008 finishing at 91%. Mean-time-between-failure for the month was 50 hours, and mean-time-

to-repair was about two hours.

Zinifex purchased the 12 new 830Es last year in order to accelerate its overburden-stripping program, ensuring access to the ore body through to the end of 2010.

John Lamb, the General Manager of Zinifex Century Mine said, “The Komatsu fleet has performed reliably on this site for nearly a decade. They’re a credit to the brand and a great asset to us.” ■

BUILDING A STRONG RELATIONSHIP

A strong relationship between Sydney contractor JCM Contracting and Komatsu's Sydney utility representative Matt Watton – backed by the customer support team – has seen the company purchase six Komatsu excavators over the past four years.

JCM Contracting, owned by John Colohan, carries out a wide range of works, from general excavation to detail work, using its fleet of four Komatsu excavators, a PC30MR-2, two PC40MR-2s and a PC35MR-2 which it just purchased after trading in on an earlier Komatsu.

Much of its detail excavation work is carried out using a rocksaw due to the reduced vibration, and which can be easily swapped among the machines.

Other attachments include hammers, augers, grabs and tilt buckets.

Now in its eighth year of business, JCM carries out small contracts as well as some hourly hire, across a large group of clients, including councils, private companies, major contractors, and home owners and builders.

"I bought my first Komatsu excavators second hand, and then my first new one in 2003," said John.

"I first went for Komatsu through my relationship with sales rep Matt Watton, whom I knew well prior

to making that purchase, plus the product name is very good.

"We don't have too many problems with the Komatsu machines, but when there is a problem, Matt and the Komatsu people are good at getting it resolved for me, which is why we keep buying them.

"I've got a good crew of lads, who like the Komatsu machines, find them easy to drive and comfortable to sit on – which is very important as they're working on them six days a week, up to 50 hours a week," said John. ■

Pictured: Komatsu's PC40MR-2 mini excavator is a winner for JCM operators.



SUPPORT KEEPS ARMIDALE DUMARESQ COMING BACK FOR MORE

The product support and backing of the entire Komatsu organisation has kept Armidale-Dumaresq Council coming back to Komatsu equipment – with the council's latest purchase being a PC18MR-2 mini excavator.

The council, based around Armidale in the New England region of northern NSW, has a range of Komatsu equipment, including a 10-year-old PC220-5, a WB97R backhoe, a PC128-2,

a PC50MR-2 and a WA250-5 fitted with a profiler unit.

According to fleet manager Andrew Levingston, Armidale-Dumaresq's excavators and the backhoe are used for a range of construction and maintenance works, water services and general utility work.

The WA250-5 is used for civil construction and maintenance duties, along with general loading works and road maintenance – for which the profiler

attachment is particularly well suited.

"The service and support we've had from Komatsu has been very good," said Andrew.

"For example, we took delivery of the 5 tonne excavator some months ago, and initially we had a few issues with it. Komatsu supported us and in the end gave us a brand-new machine.

"I was very appreciative of that. It's an excellent example of the level of service

available from Komatsu," he said.

Andrew said the council decided to stick with Komatsu for several reasons.

"It's the size of the company, suitability of the machine's specifications for our requirements, and the product support we get," he said.

"Some of our purchases are replacing Komatsu and other machines, while others are additional purchases to give us increased capabilities." ■



Pictured: Armidale - Dumaresq Council's new PC18MR-2 mini excavator is the latest machine used for a range of general utility work in the local area.

LANDSCAPE SPECIALIST MOVING ITS FLEET ACROSS TO KOMATSU

Victorian landscaping and excavation specialist TreeLawney is in the process of trading its fleet of excavators across to Komatsu as a result of the company's "faultless" service and support.



TreeLawney Excavation Pty Ltd was started by Paul Mitchell in 1992, initially as a landscaping company, but over the years it has also moved into excavation works. A few years ago, Paul's brother Tim joined him in the company, and is now part owner and director of operations.

Before he started TreeLawney, Paul was a groundsman at the world-famous Melbourne Cricket Ground – and uses one of his Komatsu excavators there every year for a very important project,

one of national significance in fact.

"Each year, at the beginning of the cricket season, the wicket tables need to be installed following the AFL Grand Final," said Paul.

"The wicket tables are pre-prepared and simply drop into carefully excavated slots.

"We need to be very careful with this process, as the MCG now has a concrete base over which there's a drainage layer and then a fabric geotextile layer – which we have to excavate down to without tearing the fabric.

"We need to excavate to an accuracy of about 5 mm – which we do without any machine guidance systems – so the ground staff can just sweep off the last layer of soil.

"The ground is very flat and smooth now, so this is not too difficult a process for us," he said.

"We use our Komatsu PC78UU for this job; we find not only is it very good on fuel consumption, but it's not too big to damage anything, and it gives us the right feel for the job. It's ideally suited to it.

"We've also got Roadliner tracks on the machine, so we don't have to lay boards across the ground; we don't even put a mark on the surface," Paul said.

The TreeLawney team also carries out other works at the MCG, including trenching for irrigation repairs or excavating areas of turf that have suffered high wear for the groundstaff to re-lay.

"Having a background in turf management from working there ensures we are on the same page as the groundstaff when performing these critical tasks, as it is not uncommon for the surface to be in use the day after this has happened.

"It's a credit to the extremely talented groundstaff who perform these repairs, and whom we get the opportunity to work alongside," said Paul.

"Overall, we're very pleased with our Komatsu equipment; we find they give a very comfortable environment to operate in.

"Our PC78UU and PC138US machines were chosen because of the number

of pool digs we carry out. Pools are an area we specialise in and we chose to fit articulated booms to improve our accuracy with the detail work.

"Subsequently our investment is paying off, we get a better result and in better time frames.

"And we can't fault their service and support," he said.

"We've dealt with others in the past, and we're still with one supplier – though not for much longer. We'll be getting rid of our last non-Komatsu excavator in the second half of this year.

"Matt McCarthy, the local Komatsu rep we deal with, has been great.

"We've only been with Komatsu for two years, and now as we change machines we'll only buy Komatsu," Paul said.

"We're also looking to expand to a 20 tonne machine at about the same time, which will mean we no longer have to hire one in when we need it.

"I really can't fault the Komatsu excavators," he said. ■

DIVALL IMPRESSED WITH KOMATSU SERVICE AND SUPPORT

Divall's Earthmoving & Bulk Haulage, a Goulburn, NSW-based company, has recently returned to buying Komatsu equipment, including excavators and articulated dump trucks, as a result of inferior parts and service backup from other suppliers.

Divall's was established in 1991 by Andy and Michael Divall operating from a company-owned and operated quarry at Carrick Hill, Goulburn.

The company has since grown to the stage where it employs over 80 local people and is a major contributor to the local economy.

In addition to its crushing and quarrying operations, Divall's areas of operations include general earthworks and earthmoving, roadworks, bulk

haulage, demolition, subdivisions and hourly hire.

Its clients range from local government, state government agencies, large private contractors, and major companies in the region, down to private home-owners and small backyard projects.

Much of its construction-related work is in the Sydney/Hawkesbury-Nepean catchment areas, building rock flumes for the Hawkesbury Nepean Catchment Management Authority.

Currently its fleet consists of its recently purchased HM300-2 artic and two PC200-8 excavators, along with seven PC200-7 excavators.

The newest machines are currently being used for general earthworks on subdivision projects, while its

Dash 7 excavators are used in general earthmoving and in crusher-feeding operations.

According to Andy Divall, the company has been buying Komatsu products – primarily excavators – for the past 14 years.

"The main reason we bought these latest Komatsu machines was because of the parts and service backup we get from the company," he said.

"We have been very pleased with that, especially compared with some of their opposition.

"We do have a couple of opposition excavators, which we went for at one time, but we're slowly trading our way back into Komatsu.

"It's been the same with the

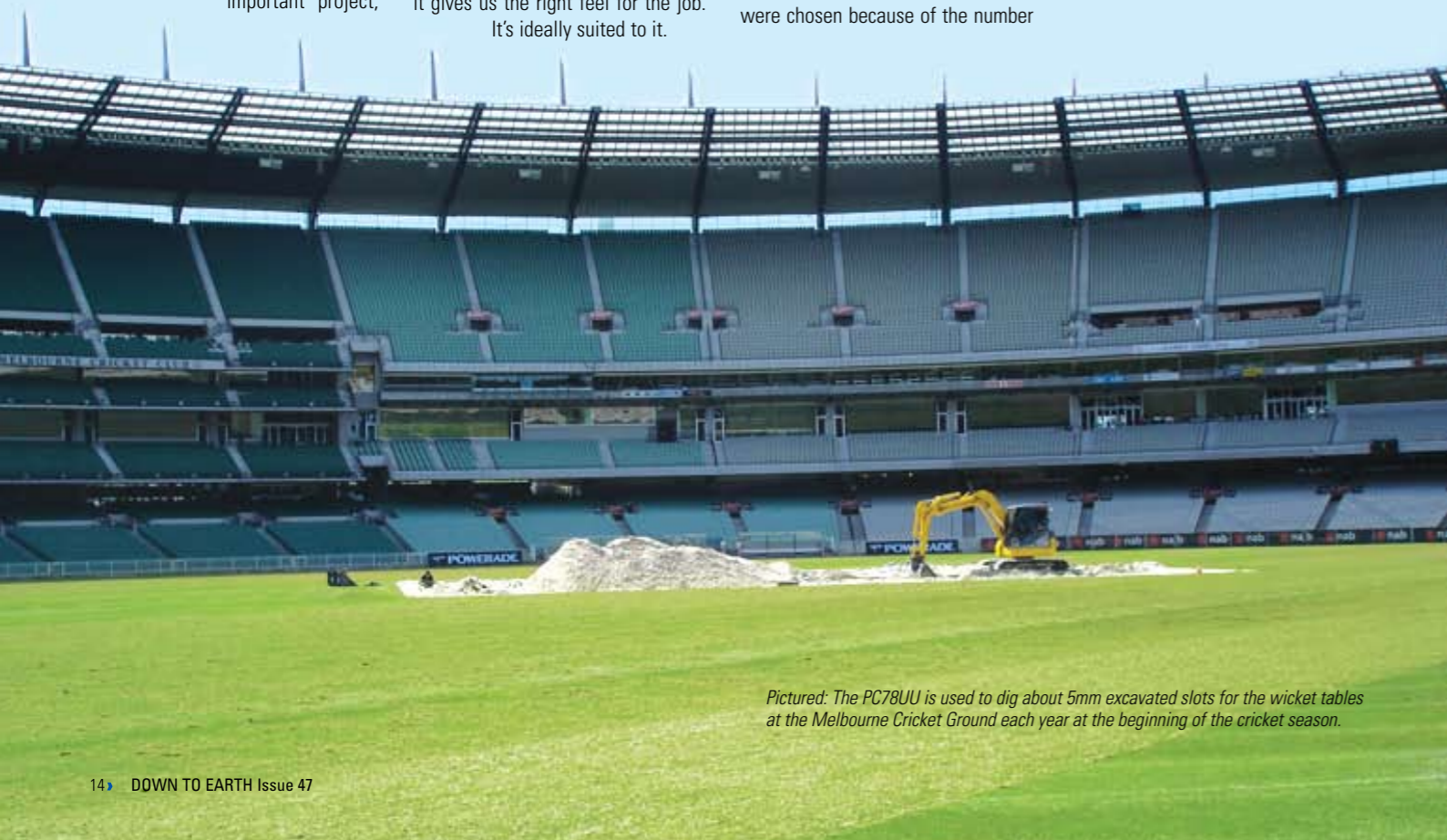
articulated dump trucks," Andy said. "We found the opposition parts and service backup has been pretty ordinary so we went for the HM300 truck.

"The other thing I liked about the HM300 was the fact that it came with KomTRAX. The ability to pull up the fuel figures and the hours on a job is great; those are things I like to be able to look at.

"It also gives our service guys the ability to look at all the other aspects of the machine that they need to. We can pull up all that information remotely, no matter where we are." ■



Andy Divall
Divall's Earthmoving & Bulk Haulage



Pictured: The PC78UU is used to dig about 5mm excavated slots for the wicket tables at the Melbourne Cricket Ground each year at the beginning of the cricket season.





Pictured: Joe Cato, Cato Constructions

CATO CONSTRUCTIONS BUILDS BUSINESS ON KOMATSU RELATIONSHIP

Wollongong-based contractor Cato Constructions – which celebrates 20 years in business this year – purchased its first Komatsu machine 13 years ago on the basis of engineering quality, reputation as a distributor, and support.

And it has continued buying Komatsu products ever since – taking delivery of a brand-new PC220-8 in February.

Founded by Joe and Maura Cato, the company started with two employees, a ute and a dumpy level, carrying out small drainage works.

Today the Cato Group of Companies turns over around \$10 million, employs about 40 people and has a substantial equipment fleet, carrying out civil construction works throughout the Illawarra region.

Its asphalts division, set up in 1997, carries out contract paving work in the Illawarra, Shoalhaven, Southern Highlands and Sydney regions, while a

decorative asphalts division operates throughout NSW.

Joe, who is currently president of the NSW branch of the Civil Contractors Federation, recently sold the Cato Group of Companies to Steve Gillies – a former managing director of Downer EDI Ltd – but Joe will be staying on as general manager.

“Maura and I had done 20 years in the business, and my partner (in the asphalt businesses) Pat Quinn had done 10 years. We realised that we didn’t have the financial capabilities to grow to the next stage of a business like this. We’d done about as much as we could with it,” said Joe, explaining the reasons for selling the business.

The company’s relationship with Komatsu has been an important reason for its success over the past 20 years. Its latest PC220-8 is its sixth Komatsu excavator, and was purchased with a trade-in on the second Komatsu excavator bought by Joe.

It is fitted with Komatsu’s KOMTRAX remote machine monitoring system, and was financed through Komatsu Australia Corporate Finance.

Other Komatsu equipment in its fleet includes a PC270-7, a PC138US-2 and a PC40MRX-1 excavator, a D65EX-12 dozer, GD530A-3 grader and WB97R-5 backhoe.

“Our first excavator was a used [non-Komatsu] machine,” said Joe.

“However, when it came time to buy our second excavator, we put a lot of research into the process, and decided to buy a new machine.

“We looked at the three leading brands, and picked Komatsu on the issues of quality of engineering, reputation of the distributor, and support.

“We haven’t found any of those lacking in the years since,” he said.

“Certainly they back up the product. We can honestly say we haven’t had

any reason to go away from Komatsu based on performance, support and availability of parts.

“For example, one machine has had some issues from day one; now over 18 months later, Komatsu is still standing by me and ensuring that they rectify the issue. They are still doing the right thing,” Joe said.

“Komatsu also encourages our feedback as a customer. They like to know how machines are performing and what (if any) issues we might have.

“They are prepared to listen, and it’s good to have access to factory people when making decisions. If you need to talk to engineering people, they’ll make themselves available, so you’re not just dealing with the local representatives,” he said. ■

KOMATSU SPONSORS LEIGHTON FAMILY DAY AT ROTOWARO



In early February, Leighton Contractors held a family open day at the Rotowaro mine site west of Huntly, where it operates the mine on behalf of Solid Energy. Komatsu NZ was a major sponsor of the day.

The aim of the open day was to allow the families of those who work at the mine to see what their mums, dads and partners do all

day. It included tours of the coalface, and walkarounds of equipment – including the Komatsu dump trucks, dozers and graders at the mine.

More than 600 people attended the open day, with Komatsu NZ providing drink bottles, sunscreen and insect repellent to cope with the very warm conditions, along with giveaway pens, notebooks and bags – and models for the raffle draw.

Included in the static display at the mine was one of its Komatsu 730E dump trucks, a D375A-5 dozer and a GD825-3 grader – which gave visitors to the open day an opportunity to look over the equipment.

The 730E on static display was one of 10 of these trucks

operating at the mine. Other equipment includes a 400 tonne PC4000 excavator.

The Rotowaro operation, which Leighton has operated since 2006, is the largest mining operation in New Zealand, with annual production of approximately 1.6 million tonnes of coal a year and overburden removal of up to 43 million tonnes a year.

It employs more than 200 people, the majority of whom live locally.

Steve Haines, Komatsu NZ’s sales manager, said this was the first family day Leighton had held in New Zealand, although the company has held similar events in Australia with great success.

“We were delighted to be involved with this community event; it was a terrific opportunity for the mining industry here in NZ to showcase itself to workers’ families and therefore the community at large,” he said.

“Leighton is a major customer for Komatsu throughout Australasia, and we were also happy to support the company, the community and the industry as a whole.

“It’s great to see an organisation such as Leighton giving back to the community and showing the importance of its role supporting and developing New Zealand infrastructure and resources,” said Steve. ■



KOMATSU RELEASES IMPROVED SERIES II GRADERS



Komatsu Australia has announced a number of upgrades to its GXX series of graders, delivering improved performance and reliability.



Designated Series II, the new graders cover the GD555-3 Series II (104-119 kW, 17,100 kg) and the GD655-3 Series II (123-142 kW, 17,900 kg).

Common to all the new Series II graders is a new cooling system,

allowing them to handle up to 50° Celsius ambient temperatures, a full-length belly guard for improved engine compartment protection and improved cab steps.

In addition, the GD555-3 Series II now has six circle-support shoes for greater strength, durability and reliability.

As with the previous GXX graders, all feature Komatsu components throughout, with all machine components designed and manufactured by Komatsu to work together as an integrated whole.

Other key features include:

- Dual direct-drive/torque converter transmission, giving the operator the choice of direct drive transmission as used on conventional graders or torque converter transmission for improved control at low speeds and in final finishing – all at the flick of a switch.
- A hydraulic system – based on Komatsu's patented HydraMind system used on its excavators –

delivering full constant speed regardless of engine rpm.

- Overall excellent visibility, giving the operator an unmatched view out the front, to the front wheels, full width of the blade and even the rear ripper shanks.
- Tight turning circle due to the combination of steering angle, articulation, wheel lean and oscillation.
- Reduced wheel spin through a manual lock/unlock differential.
- Low in-cab noise levels.

According to Kevin Edwards, Komatsu Australia's Business Manager, Government, the latest changes will ensure the highest levels of reliability and durability for Komatsu's construction grader range.

"In developing the Series II grader range, we've listened very closely to our customers – particularly those in local government – to ensure they best meet the needs of grader owners and operators in Australia's very harsh and remote conditions," he said. ■

Key specs

Brief specs of the new graders are as follows:

GD555-3

- operating weight, 17,100 kg;
- engine, Komatsu SA6D102E rated at 104-119 kW@2000 rpm
- speeds F/R, 8/4; maximum speed, 42.9 km/h;
- blade length, 3710mm mm;
- turning circle radius, 6.8 m.

GD655-3

- operating weight, 17,900 kg;
- engine, Komatsu SA6D114E rated at 123-142 kW@1900 rpm;
- speeds F/R, 8/4; maximum speed, 42.1 km/h;
- blade length, 4320 mm;
- turning circle radius, 6.9 m.

KOMATSU'S NEW CLASS 4 DOZER HAS BEST VISION ON THE MARKET

Komatsu has released the D39EX-22 dozer, a 9 tonne, 71 kW hydrostatic drive machine featuring a "super-tapered" bonnet design said to give the best all-round visibility of any dozer on the market.



An ERG Class 04 (68-98 kW) machine, its cab-forward design, tapered bonnet and integrated ROPS/FOPS means that the operator has an uninterrupted view to the blade corners and front of the tracks.

Its cab-forward design has been achieved by moving the radiator to the rear – which also allows for easier access to the radiator, as well as engine and transmission components.

Power comes from Komatsu's Tier 3-compliant ecot3 SAA4D107E-1 diesel rated at 71 kW and driving a Komatsu designed and manufactured

hydrostatic transmission. The dozer is also available as a low ground pressure (swamp) machine, the D39PX-22, which has an operating weight of 9.5 tonnes.

According to Kevin Edwards, Komatsu Australia's Business Manager, Government, the D39-22 is the first in a new line of small hydrostatic drive dozers – all featuring outstanding visibility due to the cab-forward and super-tapered bonnet design.

"The D39EX/PX-22 – along with others in our forthcoming small dozer line – incorporates a number of features that make it a highly productive, reliable machine," he said.

"At 71 kW, it has the highest horsepower of its direct competitors, while a high-capacity PAT (power/angle/tilt) dozer blade makes it a very versatile machine.

"Its hydrostatic transmission is controlled by Komatsu's patented Palm Command Control System (PCCS) – the same system that is used on our large mining dozers. This gives operators unprecedented control in a very ergonomically friendly package,

so they are less fatigued at the end of a shift," said Kevin.

"The pressurised air conditioned cab is the same size internally as our larger construction and mining dozers, and features the same cab damper mounting system as the larger Komatsu dozers – again contributing to operator comfort and productivity."

Standard on the D39EX/PX-22 is Komatsu's just-released Komtrax system, which allows all key machine data – hours, fuel consumption, alerts and warnings, etc – to be monitored remotely and accessed by owners from anywhere in the world.

"The PAT blade on these smaller dozers makes them an ideal final trim machine, as well as for small-scale bulk earthworks," he said.

"Combine this with the latest-technology GPS-based machine control and they are a perfect machine for a full range of earthworks, from cutting out, to site clearing, to batters to final trim and site clean up – all with the millimetre accuracy that the latest machine control technology allows." ■

Key specs

Brief specs of the D39EX-22 and D39PX-22 are:

D39EX-22

- operating weight, 9040 kg
- engine Komatsu ecot3 SAA4D107E-1 rated at 71 kW
- maximum speed, F/R, 8.5 km/h
- PAT blade capacity, 2.21 cu m.

D39PX-22

- operating weight, 9480 kg
- engine Komatsu ecot3 SAA4D107E-1 rated at 71 kW
- maximum speed, F/R, 8.5 km/h
- PAT blade capacity, 2.3 cu m



CONTINUOUS IMPROVEMENT PROGRAM PAYS OFF WITH BETTER PAYLOAD ACCURACY

A Continuous Improvement (CI) program implemented by Komatsu Australia in 2005 as part of its HME contract with Rio Tinto has delivered some substantial savings for Komatsu, Rio and other customers.

One major result of the CI program has been substantially improved accuracy of Payload Monitoring Systems (PLMs) used on Komatsu dump trucks.

Komatsu's HD785 and HD1500 mining trucks run Komatsu PLM II, while its top-of-the-line 730E, 830E and 930E trucks run PLM III.

According to Iain Curran, Komatsu Australia's national manager, continuous improvement, historically

PLM II-fitted trucks have only achieved accuracies of around 15-20%, with PLM III-fitted trucks around 10-15%.

"Over the past two years, we've been working closely with Rio, fine-tuning the maintenance and setup procedures on the PLM II system to improve its accuracy and value as a mining management tool, and we're now getting better than 8% accuracy on trucks in the Hunter Valley," said Iain.

"As a result of this program, Rio is now using PLM as a tool in its Hunter Valley mines – something it's never done before," he said.

"We have also taken what we learnt from our experiences with PLM II

and applied them to the PLM III systems to increase reliability and performance, and are now achieving within 2% accuracy.

"We've now extended this program to 730Es and 830s in the Pilbara, which are running PLM III, and there we are consistently getting accuracies to within 2%."

Iain said there are significant advantages to both mines and to Komatsu in having highly accurate PLM systems.

"Mines are able to use the data in real-time, and then transfer it to mine management systems such as Modular Mining's Dispatch system.

"This enables mine sites to keep track of truck payloads, and to maximise truck payloads within the trucks' capabilities," he said.

"It also enables mines to minimise payload variations between individual trucks.

"These capabilities pay off in terms of maximising production, because each truck always carries its optimum payload. There are also benefits in maintenance and repairs, as each truck consistently carries the same payload.

"We are now passing on these benefits to our other mining customers who run Komatsu haul truck fleets," said Iain. ■



Pictured: Iain Curran

Iain Curran, who was appointed Komatsu Australia's national manager, continuous improvement – primarily responsible for the mining side of the business – is now seeing his role expanded to cover the entire company following the program's success in the mining sector.

The term "continuous improvement" (or CI) refers to an ongoing effort to improve products, services or processes, and has resulted in a number of successes for Komatsu Australia's mining business – such that it is now being extended to other product lines and markets that the company services.

CONTINUOUS IMPROVEMENT MANAGER IAIN CURRAN

Iain was appointed to this position in August 2005 to look after Rio Tinto's HME contract – under which Komatsu was obligated to provide Rio with approximately \$14 million of value in CI annually across the globe, with about \$8 million of that to come from Australia.

"Our solutions under this program in the first few years were mostly technically based, improving realtime interfaces with Modular Mining products, safety initiatives and the like," he said.

"More recently, we've been moving forward on operational improvements with Rio including, for example, our payload monitoring development systems (see accompanying article).

"We are also able to pass these benefits onto other customers, who are also now using our latest highly accurate PLM systems."

While Iain is still responsible for Rio's CI program, Komatsu Australia management is now looking at how the CI program can benefit the company internally, as well as its customers in other industry segments.

"We are doing this with the support of the regions and the people on the ground, who are playing a pivotal role in the success of this program. Without them, there would be no CI successes to celebrate," said Iain.

"As a result of these successes, my role is now changing to managing a CI program across the whole of Komatsu Australia.

"We've proved the definite value we can deliver to our customers, and we're now looking at using CI to better service our customers and increase customer satisfaction with Komatsu," he said.

"As a result of this, we'll be doing a lot more work with customers across the construction and utility sectors to deliver the benefits to these other segments that the CI process can bring."

In this expanded role, Iain is working with Komatsu's operations managers, across a whole range of customer service-related issues.

Before joining Komatsu Australia, Iain had a varied professional career, including 16 years in the Navy, working on weapons systems – 99% of which was sea-based.

On leaving the Navy, he moved to Bucyrus/P&H working on mine sites around Australia, as well as with various other OEMs, primarily involved with shovels, draglines and trucks.

More recently, he worked with UDDTek on its Universal Dig and Dump (UDD) program, developing retrofit technology that lifted the productivity of an open cut coalmine – by more than a quarter.

This program was an initiative of CRCMining aimed at improving dragline productivity and efficiency.

Iain's professional qualifications include an electrical engineering background, Diploma of Management and an Associate Diploma in Maintenance. ■

KOMATSU GENUINE ATTACHMENTS INTEGRATE WITH EXCAVATORS AND LOADERS



Pictured: Colin Chamberlain

Komatsu Australia has introduced Komatsu Genuine Attachments, a range of buckets and quick hitches specifically matched to the company's construction excavators and wheel loaders.

In developing Komatsu Genuine Attachments, the company's aim has been to provide customers in the construction and quarry sectors with the optimum bucket design to suit the machine, and best match machine performance to the application.

Komatsu's Genuine Attachments range is available for construction size Komatsu excavators and wheel loaders sold in Australia and New Zealand.

Products for excavators include general purpose (GP) buckets, general-purpose wide buckets

(GPW) and slope finishing buckets (SF), as well as quick hitches, while products for wheel loaders will include general-purpose (GP) loader buckets, said Colin Chamberlain, Komatsu Australia's National Marketing Manager – Construction.

"All Komatsu Genuine Attachments are being manufactured in Australia and New Zealand in accordance with Komatsu factory specifications

for each machine they are matched to," said Colin.

"That ensures each attachment provides the best-possible integration with each machine, giving optimum performance and production.

"In addition, each Genuine Attachment comes with warranty, matching the period of the Komatsu standard care warranty of the machine it is supplied with.

"Customers can be assured of better bucket/machine performance, better reliability, faster delivery and a bucket engineered to the same demanding standards as all Komatsu equipment," he said.

"In the past, we've found that there are a number of suppliers providing attachments at varying levels of quality and service, often with little or no backup and support, and that

do not always comply with our engineering standards."

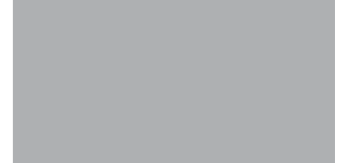
Colin said that the development of the Genuine Attachments range would also substantially shorten lead times for buckets and hitches for new Komatsu machines.

"All buckets for Komatsu construction equipment are planned to be available off-the-shelf, so that customers will receive their buckets at the same time as the machine is delivered – with no hold ups waiting for buckets or hitches," he said.

"Previously, we've found that local machine assembly lead-times in Australia and New Zealand are frequently adversely affected by attachment availability for construction excavators and wheel loaders," he said.

All Komatsu Genuine Attachments are clearly identified with the Komatsu logo, along with an identification plate providing relevant capacities and weights.

In Australia, Komatsu Australia has signed a contract with Elite Attachments in Melbourne to supply its factory-certified genuine attachments, while in NZ Komatsu buckets and attachments will be supplied through JB Sales in Auckland. ■



EXCAVATOR BUCKETS



QUICK HITCHES



WHEEL LOADER BUCKETS

KOMATSU NZ OPENS NEW WEST COAST BRANCH



Pictured: Mike Colbert

Komatsu NZ has opened a new branch at Westport, on the South Island's West Coast, as part of its on-going strategy of expanding its service and support capabilities throughout New Zealand.

In setting up its new West Coast branch, Komatsu has purchased Buller Trucks, its Service Partner on the Coast for the past four years – with former owner Bernie Schwass continuing to work for Komatsu.

According to Mike Colbert, Komatsu NZ's service partner manager, the company decided to establish a company-owned West Coast branch to build its capabilities and profile in the West Coast.

"Strategically there's a lot of mining and construction work for us on the Coast, with some of our biggest customers in New Zealand based here," he said.

"This move allows us to give them the levels of support they require, along

improved support for other customers we are picking up in the region.

"Key customers here include the Stockton Mine, which is operated by Kaipara, Solid Energy's mine and Holcim's quarry operations – along with contractors and subcontractors providing mining support services and general construction works in the region," said Colbert.

As part of the move to a dedicated Komatsu branch, the company is moving to purpose-built premises – a former Ministry of Works workshop – at 1 Forbes Street, Westport. These are being totally refurbished for Komatsu, with the move-in scheduled to happen during April.

Colbert said the company would be appointing a branch manager for the operation, with Bernie Schwass staying on as part of the transition management team.

"Our decision to purchase Buller Trucks was a mutual one," he said. "We recognised we needed a greater presence on the West Coast, and Bernie was looking to exit his business."

Schwass said Komatsu's business on the West Coast was "at a crossroads", making the timing of its purchase of his company ideal.

"There was definitely a need for Komatsu NZ to be represented on the Coast at a branch level, including the substantial investment required for branch infrastructure," he said.

"I was looking for an exit package from Buller Trucks, so this was a tremendous opportunity for both of us."

Schwass has had a long association

with Komatsu and its products, predating his company's appointment as a Komatsu Service Partner in 2004.

"I've been working with Komatsu equipment since the early 1980s, carrying out mechanical work on excavators and other products at the Stockton mine," he said.

Komatsu's establishment of a branch on the West Coast is part of an on-going program to expand its operations throughout New Zealand.

Last year it set up a Christchurch branch, so it now has a total of three branches in the South Island – Invercargill, Christchurch and now Westport – joining its Auckland and Rotorua branches in the North Island.

And in addition to its workshop facilities at all branches, it also operates satellite workshops in Silverdale, north of Auckland, and Cromwell in Central Otago.

At the same time, it is continuing to expand its Komatsu Service Partner network, with the most recent appointment being Construction and Machinery Services as its Wellington Service Partner.

"We are also looking to appoint additional Komatsu Service Partners in both the North and South Islands," said Colbert.

"For us, the Service Partner network perfectly complements our branch network, allowing us to give the highest-possible levels of service and support to our customers throughout New Zealand," he said. ■

KOMATSU EXPANDS NORTH QUEENSLAND OPERATIONS

Komatsu Australia has announced a significant expansion of its Queensland construction and utility operations, with the expansion of its support and representation in North Queensland.

According to the company, this expansion allows it to better focus on its North Queensland operations and customers, where strong demand for new infrastructure and a growing customer base are opening up more opportunities for the company.

Heading up the region's sales team is Graham Moohin, Komatsu Australia's North Queensland sales manager.

Graham Moohin is a 21-year veteran

with Komatsu in the Central and North Queensland regions. He was previously the North Queensland major accounts manager for Komatsu's mining group.

Included in the North Queensland branch region are Komatsu facilities at Gladstone, Emerald, Mt Isa, Cairns, Townsville and Mackay, covering the whole of Queensland from Gladstone to the west and north of the state.

As part of the restructuring, the company is expanding its sales and service capabilities, including the appointment of additional sales representatives.

Branch account managers already in place include Gavin McConachy in

Cairns, Peter Weaver in Townsville, Mike Foreday in Gladstone and Rod Featherstone in Mackay.

In addition, all facilities have their own workshops and warehouses, along with mobile service capabilities.

"This expansion is in response to a growing Komatsu machine population in North Queensland, across local government, civil contractors, plant hirers, mine contractors and other sectors," said Sean Taylor, Komatsu Australia's General Manager, construction division.

"We've seen our machine population growing by 20 to 25% over the past few years, in response to the booming economy," he said.

"This expansion of our operations in North Queensland means we can offer significantly improved support to our customers in both local government and the private sector throughout the region."

At the same time it is expanding its operations in North Queensland, Komatsu is also growing in the south of the state.

The company has recently opened a new Utility store in Brisbane, in addition to existing facilities in Brisbane, the Gold Coast and the Sunshine Coast. ■



Pictured from left: Graham Moohin North QLD Sales Manager and Rod Featherstone North QLD Account Manager

0800 KOMATSU
(0800 566 2878)

Komatsu New Zealand | 09 920 5300
19 Offenhauser Drive, East Tamaki, Auckland

Komatsu New Zealand | 09 442 5475
1/12 Anvil Road, Silverdale, Auckland

Komatsu New Zealand | 07 346 0000
15C Hyland Crescent, Rotorua

Komatsu New Zealand | 03 789 7039
1 Forbes Street, Westport

Komatsu New Zealand | 03 215 8490
788 Halswell Junction Road, Christchurch

Komatsu New Zealand | 03 349 0404
37 Gimblett Street, Invercargill

KOMATSU service partners

Intertruck Distributors (North) Ltd 239-241 Port Road, Whangarei	Construction & Machinery Services 136B Hutt Park Road, Lower Hutt
Dave Asplet Machinery 287-289 Kahikatea Drive, Hamilton	Gibson Equipment Repairs Ltd 46A Factory Road, Brightwater, Nelson
Machinery Specialists Ltd 15/477 Rangitikei St, Palmerston North	Palmers Mechanical Ltd 100 Ravensbourne Road, Dunedin
Heavy Equipment Services Grey Street, Gisborne	

0800 KOMATSU
(0800 566 2878)

KOMATSU CONTINUES SUPPORT FOR BEACON AND YOUNG AUSTRALIANS



Komatsu Australia has continued its support for the Beacon Foundation, with significant interaction between Komatsu employees and young Australians through Beacon programs including its highly regarded No Dole project.

The company's support for Beacon programs has occurred in all states, through a wide variety of activities. These included:

- Recruiting a student from Victorian No Dole school Westernport Secondary College as a diesel mechanic apprentice.
- Hosting girls from Triabunna High School as part of a "Girl's Day Out".
- Providing sponsorship and

presenter support for Beacon's Queensland state conference.

- Providing weekly mentoring to students in Beacon schools in Perth, Western Australia.
- Exploring ways of working with the Northern Territory's Palmerston High School, and its Palmerston Futures Program.
- Inviting students from Hunter Valley high schools to its "Boots On" open days in August.
- Involvement with charter-signing activities at South Australia's Smithfield Plains High School.

Beacon's executive director Scott Harris said that Komatsu's support for the foundation was an important element of its success in helping young Australians find jobs and stay off the dole.

"2007 has been a great year for Beacon thanks to the on-going support of Komatsu," he said.

"Beacon's success last year in guiding young people onto a positive pathway could not have been achieved without the financial and in-kind support of Komatsu – and we look forward to continuing our relationship in 2008.

"For example, in 2008 Komatsu is

working with Beacon to provide information to schools regarding literacy and comprehension skill levels required for different jobs – such as developing young people's skills in form completion."

There are now 85 schools involved in Beacon's No Dole program across Australia.

In the last quarter Beacon's taken on three new schools in far North Queensland; Western Cape College, Northern Peninsula Area College and Tagai College.

All schools have now completed their Charter Signings and are currently undertaking a Best Practice survey. The schools will then be given a ranking, ranging from best performing school through to the lowest performing school.

The Best Practice survey allows any program "gaps" to be identified and helps with the No Dole Annual Planning for 2008.

Another successful Beacon undertaking is the 'Something Concrete' Project in the West Australian town of Kununurra, which has taken another step towards sustainability with the construction of a precasting factory.

Employees and trainees of the project

are now producing precast concrete panels for use in houses, bridges and other precast concrete products for road transport and erection throughout the East Kimberley.

And Beacon's innovative housing and employment Real Jobs project, which began in early 2006, employs nine young Indigenous men from the local community to build precast concrete houses.

The team has already built four precast houses in the local area and now has an order for 15 more from the WA state government, as well as an order from the Shire of Wyndham and East Kimberley for two small bridges. ■



Pictured: Beerwah State High School visit to Komatsu facility in Brisbane

BOB JONES, VICTORIAN MAJOR ACCOUNTS MANAGER

Trust is the key philosophy driving Bob Jones, Komatsu Australia's Victorian major accounts manager, construction and quarrying.

"To me, probably the most important thing is for the customer to trust me," he said.

"You'll never be successful with customers unless you earn their trust – which is something you can only demonstrate by performance."

Bob has been with the company in his current role for the past 13 years – following a 20-year career with another major supplier of quarrying equipment.

In this position, Bob gets to deal with Komatsu's major Victorian-based customers across the construction, quarrying and mining sectors – and a job he clearly enjoys immensely.

"I really enjoy mixing with our customers, and helping them come up with solutions for their operations," he said.

"And while the great majority of my business is repeat business, I get particular satisfaction and enjoyment from bringing new customers into the Komatsu fold; that is, those who have been predominantly with another supplier, bringing them across to Komatsu – and then retaining them as long-term clients.

"Of course, there'll always be challenges and issues for customers in this business – and the key to that how quickly we can respond, and our attitude to solving each problem or issue," Bob said.

"Today, we're also seeing a lot of changing dynamics in the business. There are emerging market opportunities for customers – and suppliers – in the approaches to machine ownership, and the growth of the large plant hire firms. Certainly, that's a challenge for us as a supplier.

"And every customer today is looking for more focus on profitability, for more focus on reliability, and as part of that, they expect that OEMs will

participate more in service work," he said.

"Many of our customers today are winding down their own service facilities, and expecting us as suppliers to take over that responsibility.

"They expect the full package from us: on-time service and parts, high

levels of reliability and especially high levels of safety in the products they purchase.

"And if we want to participate in the industry, we've got to understand our customers, we've got to understand their business, and come up with solutions that are competitive and offer the highest levels of safety," said Bob. ■



Pictured: Bob Jones

TONY HOLLOWAY RETIRES AFTER 38 YEARS



Pictured from left: Karen Byers, Tony Holloway and Hugh George

Long-serving Komatsu employee Tony Holloway has decided to retire after 38 years with the company. Many D2E readers will remember some historical articles by Tony in the late 1990s, in which he looked at early Komatsu equipment – as well as

products, such as Wabco, which came under the Komatsu banner.

Tony was one of the final 15 employees of Wabco Australia in 1983, by which time the company had been purchased by Dresser Industries – which was itself subsequently taken over by Komatsu.

He started working for Wabco Australia in February 1971 – time which saw the company employing up to 700 workers.

However, in 1982 it was decided Wabco's Rydalmere (Sydney) factory should close, reducing the Australian workforce down to around 15.

Then in 1984 Dresser Industries purchased Wabco USA, including the Australian operation.

"We survived and continued as a very small operation until Komatsu purchased an interest in Dresser in 1987, and by 1993 Komatsu had taken full control of the company," said Tony.

"I followed the product to Komatsu and began working for the-then NS Komatsu on October 31, 1993."

Tony started work with Wabco Australia as a purchasing officer, responsible for both local and overseas purchasing of raw materials and the finished articles required to manufacture the range of machines that were produced in the factory.

"I was later promoted to shipping manager where I was responsible for all imports, exports and transport.

"When the factory closed in 1982 I transferred to the parts department, responsible for purchasing and shipping, which included imports and exports."

"When Dresser Industries purchased Wabco in 1984, the Dresser head office was in Brisbane, so I transferred to the Brisbane office and remained there until Komatsu took over Dresser in 1993, when I moved back to Sydney.

"In recent years my responsibility has expanded to include Hensley, KVX and KMG products but the Wabco/Haulpak product lines will always be my favourite," said Tony. ■

DID YOU KNOW...

KOMATSU AND TRIPLE EIGHT – A V8-POWERED HEAVY ENGINEERING PARTNERSHIP

Komatsu Australia has partnered with the Triple Eight Engineering Team in the V8 Supercar Motorsport series.

The 2008 opening race of the V8 Supercar season was a success for the Triple Eight Team as Jamie Whincup won his second Clipsal 500 in Adelaide in late February, while Craig Lowndes was 13th at the chequered flag.

We wish the Triple Eight race team the best of luck in the bid to secure its first series championship in 2008.



2008 V8 Supercar Championship Series Calendar

Round	Date	Event	Location
1	February 21-24	Clipsal 500	Adelaide
2	March 7-9	Eastern Creek Raceway	Sydney
N/C	March 13-16	Australian Grand Prix	Melbourne
3	April 18-20	Hamilton 400	New Zealand
4	May 9-11	BigPond 400	Perth
5	June 7-9	Sandown 400	Melbourne
6	July 4-6	SKYCITY Triple Crown	Darwin
7	July 18-20	Queensland 400	Ipswich
8	August 1-3	Winton Motor Raceway	Victoria
9	September 12-14	L&H 500, Phillip Island	Victoria
10	October 9-12	Supercheap Auto Bathurst 1000	Mt Panorama
11	October 23-26	Coffee Club V8 Supercar Challenge	Surfers Paradise
12	November 6-8	Desert 400	Bahrain
13	November 21-23	Tasmania Challenge	Symons Plains
14	December 4-7	Grand Finale Oran Park Raceway	Sydney



Don't miss the next issue of Down To Earth – a special article will be featuring the Triple Eight Team and the drivers.



From left: Craig Lowndes, Jamie Whincup with one of the triple eight V8 super cars at the North Ryde office.

Komatsu Kids

FIND-A-WORD



Hi Kids!

Welcome to the very first Kids Corner for the year 2008!

Can you find the words listed below? There are a couple of tricky ones, so put your mind to the test and find all 13 words!

Why not make it more fun and time how long it takes you to find them!

Good luck!
Kim, Matt and Sue!

W	C	O	N	S	T	R	U	C	T	I	O	N	S	H
H	Y	A	I	B	X	M	I	N	I	N	G	P	E	V
E	D	U	S	H	P	Q	E	Y	D	F	S	H	R	E
E	Z	E	X	C	A	V	A	T	O	R	P	V	V	L
L	M	Y	W	L	T	J	C	X	Z	S	O	D	I	C
L	R	B	S	C	B	K	E	R	E	G	A	S	C	L
O	J	E	K	Q	I	U	K	Y	R	F	Q	I	E	T
A	O	G	C	H	S	O	Q	J	P	W	B	Z	R	E
D	E	M	U	T	M	U	T	I	L	I	T	Y	L	O
E	N	Z	R	A	W	A	S	L	F	I	W	C	M	H
R	I	K	T	S	N	N	C	R	U	S	H	E	R	K
S	O	S	V	C	Z	D	I	B	V	Y	U	D	H	C
K	U	P	J	T	O	Z	A	W	F	O	J	W	S	A
H	M	O	T	O	R	G	R	A	D	E	R	N	K	B
B	N	K	S	K	I	D	S	T	E	E	R	D	G	A

FIND THESE WORDS:

- | | |
|-----------------|------------------|
| 1. KOMATSU | 9. WHEEL LOADER |
| 2. CRUSHER | 10. CONSTRUCTION |
| 3. DOZER | 11. MINING |
| 4. TRUCKS | 12. UTILITY |
| 5. EXCAVATOR | 13. SERVICE |
| 6. BACKHOE | |
| 7. SKIDSTEER | |
| 8. MOTOR GRADER | |

Winners for the create your own Komatsu Bookmark:

Amber Page, Raglan QLD, Age 8
Diesel Jackson, Frankston VIC, Age 8
Dalton, Worongary QLD, Age 9

Winners for the HD1500 colouring-in competition:

Liana Kennedy, Cardigan VIC, Age 11
Kayla Caruso, Surry Hills NSW, Age 10
James McFarland, Bethanga VIC, Age 12

Congratulations Komatsu Kids! You have won a model of a PC200! We will be sending these out soon, so keep a look out for it in the post!



“We Understand This Business”

Komatsu Corporate Finance is an equipment finance company owned by Komatsu Limited Japan. The company provides the following services to customers of the Komatsu Australia group:

- Finance Lease
- Operating Lease
- Commercial Hire Purchase
- Chattel Mortgage (loan secured by a mortgage over the equipment)
- Power by the Hour™

We use funds supplied by our Japanese shareholders and from other Japanese capital market sources.

As a Komatsu-owned finance company, closely connected to the construction industry and working directly with Komatsu Australia, we understand your business better than other financiers. This allows us to tailor a financial solution to best suit your needs.

Komatsu Corporate Finance's reputation as a competitive and flexible financier has seen the company supply financial solutions to many of Australia's largest companies.

The advantages of using Komatsu Corporate Finance include competitive rates and flexible repayment structures such as seasonal, structured or hourly rates. In addition, we can tailor solutions to meet your cashflow, currency, taxation, interest rate outlook and balance sheet requirements. By diversifying your funding sources, this means your bank facilities are free to support your other working capital requirements. You can also transfer your equipment resale risk and maintenance responsibilities to us.

For more information about Komatsu Corporate Finance, talk to your local Komatsu Sales Representative or call the following contacts at Komatsu Corporate Finance below.

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