

D2E

› DOWN TO EARTH MAGAZINE

› Spring 2005 › ISSUE 38



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ecof3 ENGINE RELEASE

**NATIONAL CONSTRUCTION EXHIBITION
PREVIEW**

**THE TASMANIAN APPRENTICE
OF THE YEAR**

KOMATSU

Driven by your success

WHY I'LL BE AT THE 2005 NATIONAL CONSTRUCTION EXHIBITION



"As a medium-sized contracting business in a very competitive market, we're constantly examining ways to ensure we stay ahead of the competition.

I've visited international construction shows around the world and they are real eye openers; to think Australia is hosting an event of international standard is fantastic. I'll be at the CCF National conference as well, so it will be great to mix with other delegates, exhibitors and visitors to the show.

We're also happy to see the emphasis on attracting youth into the industry and we think the education day is a terrific initiative."

*Lindsay Gordon, Joint Managing Director,
GW Civil, Brisbane.*

See you there!

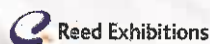


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Bill Pike
 Managing Director
 Komatsu Australia Pty Ltd

KOMATSU COMMENTS

As we move into the second quarter of our financial year, the pressure on suppliers in the mining and construction industry continues to build.

A continuation of good local and export market conditions has ensured a healthy order bank and strong demand for product. Our unique position as a provider of end-to-end business solutions has allowed us to grow our business and strengthen our market position.

All regions are enjoying strong growth and we must strive to deliver higher levels of customer satisfaction to ensure our position as the premier supplier in this sector.

Restructuring of our business has continued with improvements in our operations and product support groups. Greater emphasis has been placed on service delivery and product support across the country.

Our operations in New Zealand have also been revamped and we have high expectations for

improved sales and customer support activities in that region.

We all know and understand the issues regarding tyre supply and we are working closely with tyre manufacturers to ensure the optimum outcome for Komatsu Australia and our valued customers. During these difficult times we will continue to use initiative and innovation to devise positive solutions for the market place.

Later this year we will be releasing an existing range of *Dantotsu* products which will create a special niche for Komatsu in the Australian market.

Komatsu continues to break new ground in technological development and this year is no exception. I look forward to sharing more details with you shortly.

Our intention for this quarter is to consolidate our strong start to the financial year and to deliver a range of Continuous Improvement (CI) strategies to our valued customer base.

This quarter will also see the implementation of our new *One Komatsu* ERP program. After much hard work from a huge number of our workforce we are now ready to "Go Live".

Thank you to everyone who has worked on this project; you have done a wonderful job. Our customers and key stakeholders will now benefit from state-of-the-art technology and business processes.

The transformation project has been an enormous challenge, and the "Go Live" on Release 1 is a major milestone in our journey of continuous improvement.

The support of our employees, customers and suppliers has demonstrated what can be achieved when we share a common goal.

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Front Cover

Adelaide Brighton opts for Komatsu



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A PC600-7 excavator at Adelaide Brighton's Little Hartley Quarry loading a Komatsu HD325 dump truck.

NEW QUARRY OPERATION OPTS FOR ALL KOMATSU

A recently opened quarry at Little Hartley, near Lithgow just west of the Blue Mountains, has opted for an all-Komatsu fleet of equipment to handle its digging, hauling and handling requirements.

Adelaide Brighton Ltd has recently commissioned a new quarry at Little Hartley to extract rhyolite for use in its high-tech concrete products. Equipment at the quarry includes a Komatsu PC600-7 excavator at the face, loading two used Komatsu HD325 dump

trucks, with a WA500-3 loader used as a sales machine.

According to Mark Finney, general manager of Adelaide Brighton's concrete and quarries operation, the Little Hartley Quarry will initially produce annual volumes of 600,000-700,000 tonnes of material a year – with the ultimate plant capacity able to deliver twice that amount.

"Around the end of October this year, our primary scalps and downhill conveyor will

be going in. For the first stage of the quarry, we are using mobile crushers and screens for secondary and tertiary crushing, and we'll be replacing them towards the middle of next year with fixed plant and equipment," he said.

The Komatsu equipment already delivered to the site – there is another WA500-3 still to come – has been used to help establish the quarry, but as of September 2005, it will start to supply one of Adelaide Brighton's concrete plants in Sydney.

"Our plan then is to start adding our other Sydney plants on a month-by-month, so that by mid next year, we'll be supplying our seven Sydney plants," said Mark.

And why had the quarry opted for an all-Komatsu fleet?

"We carried out a very detailed tender process, going out to five major equipment manufacturers," he said. "In terms of price, delivery and quality of product, Komatsu came out on top."

NEW WA480-5 IMPRESSES AS QUARRY SALES LOADER

Hanson plc's Nerang Quarry on Queensland's Gold Coast has a substantial fleet of Komatsu equipment, one of the latest being a WA480-5 which is proving impressive in sales loader application.

The quarry, which has an annual output of between 1.5 million and 2 million tonnes, quarries metamorphic greywacke, used for a wide range of applications, including concrete aggregate, road construction materials, rock fill and gabion mattresses, throughout the Gold Coast region.

After drilling and blasting, a Komatsu WA700-3 and a recently delivered WA600-3 load material from the face into two Komatsu HD465-5s and two other 50 tonne trucks, which haul the material to the quarry's three crushing and screening plants.

Three WA500-3s and the new WA480-5 are used as sales loaders for the processed materials.

The WA700 and the two HD465s have been at the quarry for about five years, and have notched up around 10,000 hours, with one of the WA500s up to around 17,000 hours and the other up to 14,000 hours. The latest WA500, which was delivered last year, has about 1500 hours.

The WA600 and WA480 were delivered in April and June this year and have only a few hundred hours on them.

According to quarry manager David Parker, the Komatsu loaders have performed well in all aspects of the quarry's operations.

"Their performance is extremely good, especially when it comes to fuel consumption," said David.

"At the face, the WA700 and WA600 have very good



breakout; I've been particularly impressed with our new WA600, which is an excellent machine.

"Our three WA500s are also very reliable machines; we've never had any component failures with them, even though they work long hours in challenging conditions," he said.

David said the quarry was still evaluating the WA480-5 in the sales loader application, but so far it had performed very well.

"We're finding it has plenty of power for loading out aggregates and roadbase, which can be pretty challenging for a loader of this size.

"It's also very well suited to the current generation of tip trucks fitted with the roller tarps to reduce dust.

"We're finding that with the tarps taking up a bit of space at the front of the body, the WA500-size loader buckets are a little too big, and it's difficult to load them without spillage.

"The WA480-5 is a whole lot better in this regard," he said.

"It also has a couple of very good features; one is the adjustable transmission cut-off, which can be set up to the operator's preferences. We've found on the preset cut-off systems, that if they don't suit an individual operator, he'll tend to disconnect it.

"Because the WA480 operators can set the transmission cut-off to suit them, they will use it, instead of riding the brakes when the bucket's in the air," said David.

"Another good feature is the boom kickout control, which after the operator's loaded a truck, lets him bring the bucket down to a preset level ready to go into the pile again.

"It's also a very well set up machine ergonomically; a nice comfortable loader, and quiet to operate."

David's also had good experiences with Komatsu Australia in the support department.

"I find the Komatsu Australia people very good to deal with; they are always willing to do their bit to help. Over the past couple of years, in particular I've noticed a big improvement in their parts operation."

SERVICE CONTRACTS KEEP LID ON LIME QUARRY COSTS

McDonald's Lime Quarry at Te Kuiti in the central North Island – New Zealand's largest lime producer – has been a long-time user of Komatsu equipment since the early 1990s.

The relationship has been enhanced with full service contracts through Komatsu NZ's Waikato service partner, Dave Asplet Machinery Services, which have allowed for very tight cost control and forward budgeting over the past eight years.

The quarry, which has been in operation for 25 years, currently produces around 750,000 tonnes of lime – two-thirds for industrial uses, and one-third for agricultural applications.

Industrial applications for the lime produced – which is of exceptionally high quality, with much of the deposit having a purity exceeding 95% – include steelmaking, gold extraction, papermaking, road stabilisation and water/sewerage treatment.

McDonald's Lime's largest customer is the Lihir Gold Mine in the Solomon Islands, and its second-largest is NZ Steel – which is also a 28% owner, along with majority shareholder Holcim.

Current equipment at the quarry includes three Komatsu HD465 dump trucks – one HD465-3 and two HD465-5s – a PC800-6 excavator, and three loaders – a WA320-1, a WA380-3 and a WA470-5.

According to quarry manager Chris Pilmer, this is down from a peak equipment fleet in the late 1980s and through the 1990s, when the quarry moved to carrying out its own overburden removal operation.

"About this time, we decided not to outsource our overburden removal, and to do it ourselves," he said. "This involved the



Darcy Maddern, assistant quarry manager at McDonald's Lime Quarry with the quarry's PC650-5 excavator. Below, one of the quarry's HD465-3 dump trucks.

shifting of around 1 million cubic metres of material a year.

"To carry out this task, we purchased a fleet of Komatsu equipment, including three HD465-3s, a PC650-5 excavator and a D155A-2 dozer.

"This fleet did all our overburden removal for 10-11 years, until 2001, when we decided to stop stripping, and go deeper into the limestone deposits," said Chris.

"At that time, we sold three of the HD465s, the PC650 and the D155A."

Today, the mining operation has the PC800 working at the face, loading the two HD465-5s for feeding to the crushing plant. The HD465-3 is used for stockpile and various ancillary works.

The two larger loaders feed road trucks, including those of the contractor which transports

the lime to the kilns about 20 km from the quarry, with the WA320 doing recycling and cleanup work.

Assistant quarry manager Darcy Maddern said the quarry's experience with Komatsu equipment had always been very positive, with a very strong relationship with the Komatsu NZ's Waikato service partner, Dave Asplet Machinery Services (DAMS).

"We've had full service contracts through DAMS since 1996-97, when we decided to outsource the maintenance of all our equipment. That turned out to be a very good move for us.

"We've now had a long and enjoyable relationship with DAMS over the years, and that's developed into an excellent relationship with Komatsu NZ as well," said Darcy.

"One of the things we've done

consistently for the past 14 years is to have KOWA oil samples carried out on our machines. In doing that, we've been able to tap into Komatsu's Australian database, so that we've always known exactly what any alerts or anomalies that show up mean.

"This, combined with our service contracts, has been priceless in terms of budgeting for us. We've always been able to very accurately budget for the costs of running and maintaining our equipment," he said.



SOME BIG SURPRISES PLANNED FOR NCE

Komatsu Australia's stand (Stand 0110) at the National Construction Exhibition (NCE) in Sydney, from November 8-11, will include the global releases of some innovative new products for the construction and quarrying sectors.

"While we are keeping these new products under wraps until the day the exhibition opens, we can promise visitors they will be very impressed and very surprised with our new offerings," said Sean Taylor, Komatsu Australia's general manager, construction and utility equipment.

"This will also be the first time that Komatsu construction products will have their global

launch in Australia – giving visitors to NCE the opportunity to view these new releases before anyone else in the world."

where "Toolbox Sessions" and seminars will be held, plus daily demonstration programs.

Other new releases on the

The ecot3 engine range will power the next generation of Komatsu construction and quarrying equipment, deliver greatly reduced emission levels and improving fuel consumption by up to 15%.

"Our presence at NCE 2005 will be a major investment in this prestigious and important event," said Sean. "For the first time at an Australian construction equipment show, Komatsu will presenting a truly international display.

"We extend a warm invitation to everyone in the construction, quarrying and related industries to visit our stand and view the exciting new products we will have on display."



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In addition to Komatsu Australia's main stand inside the Dome (right next to the main entrance), its presence at NCE will include outdoor displays next to the entrance, next to the Southee Pavilion

Komatsu stands at NCE will include Hensley's new range of XS construction GET, a new line of Komatsu-branded oils and lubricants and the first Australian showing of Komatsu's Tier 3 ecot3 engine.

KOMATSU EXTENDS XS RANGE TO CONSTRUCTION

Komatsu Australia is about to extend its recently released range of Hensley XS ("extreme service") ground engaging tools to include construction and utility equipment.

The expanded utility, construction and quarrying XS range will be launched at the 2005 National Construction Exhibition at Sydney's Olympic Park from November 8-11.

Hensley's XS range of GET is suitable for all makes of construction equipment, from mini excavators and compact loaders, up to the largest construction and quarrying equipment. It is also suitable for very large mining equipment

The XS System can handle applications from loose overburden materials and soils, to blasted rock, to crushed concrete, to highly abrasive materials.

It features Hensley's patented "hammerless" pinning system, which makes for much safer tooth changeover and rotation,

and eliminating the need for heavy hammering.

Instead, a conventional socket is all that is required to unlock and lock the pin fastener. Pins are also re-useable, further reducing consumables costs.

The hammerless pin system also drastically cuts tooth changeover time.

Key advantages of the Hensley XS range of GET include:

- ▶ Better penetration through improved shape, resulting in faster cycle times
- ▶ Hardness throughout the tooth, using a sophisticated heat treatment process that maintains full hardness right through to the core
- ▶ Unique high strength design, to minimise breakage and excessive downtime
- ▶ Less "throw away" waste, with Hensley XS teeth achieving up to 60% of material consumed before scrapping

▶ Reversible tooth design, allowing tooth wear to be kept in balance, further extending life

▶ The safest pin changeout system on the market.

According to Richard Kajewski, Hensley Industries' regional sales manager, Australia, the XS system has resulted in substantially lower GET costs and changeover times on mining equipment throughout Australia and New Zealand – advantages he expects to flow through to the utility, construction and quarrying equipment markets.

"The XS System's streamlined design and self-sharpening teeth create better penetration, reducing cycle times, requiring less hydraulic pressure, improving fuel consumption and increasing overall production," he said.

"In addition, the state-of-the-art nose design means that the XS range is up to 22% stronger than the previous generation of

Hensley adaptors.

"Its combination of greater strength and hardness, with a smoother shape and more rounded design reduce areas of stress concentration under load.

"The other major advantage of the XS system is the OH&S issue," said Richard.

"Because teeth can be easily changed using a standard socket set, tooth changing is quicker and easier, there's reduced risk of injury because crews are not swinging a heavy hammer, and they're not getting frustrated with hard-to-remove teeth."

Hensley's XS teeth are available in sizes to suit excavators from 5 tonnes, up to 300-400 tonne class mining excavators and shovels, and from 0.5 cu m capacity loaders to the largest mining loaders.

KOMATSU INTRODUCING ADVANCED TIER 3 ENGINE TECHNOLOGY AT NCE

Komatsu Australia will introduce its advanced low-emission engine technology at the National Construction Exhibition in Sydney in November.

Komatsu's ecot3 (ecology and economy technology) engines meet the strict US Tier 3/EU Stage IIIA emissions requirements for off-highway use, which are mandatory from 2006, as well as providing a platform for even tougher Tier 4 requirements a few more years down the track.

In addition, they improve fuel efficiency by up to 15%.

"Our ecot3 engines use proven technology, such as high-pressure, common rail fuel injection and a heavy-duty exhaust gas recirculation system to meet the new US Tier 3 emission standards which go into effect in January 2006, said Colin Chamberlain, Komatsu Australia's national marketing manager, construction.

"The important aspect of this is not that we're just meeting new regulations, but that we're going to do it in a way that provides exceptional customer benefits through lower emissions, improved fuel efficiency, lower noise, higher low-end torque and excellent reliability," he said.

Using the new US and European standards as a springboard for enhancing overall technology, Komatsu's ecot3 engines reduce nitrogen oxides (NOx) and particulate matter (PM) emissions, while improving fuel efficiency, for better overall machine and engine performance, said Colin.

"Based on Komatsu's more than 70 years of design and engineering leadership in engine development for



Komatsu Australia will unveil the new Komatsu ecot3 technology engines at the National Construction Exhibition in November.

construction and mining equipment, our ecot3 engines combine optimum machine functionality with a wealth of accumulated technologies – providing significant benefits for Komatsu customers," he said.

The United States' Environmental Protection Agency Tier 3 regulations call for a 40% reduction in NOx in off-road diesel engine emissions from construction equipment.

Colin said that while an easy

way to reduce NOx is to retard the fuel injection timing, this makes PM much higher than at the advanced timing.

"As a result, PM tends to be emitted when attempting to reduce NOx – making the reduction of both substances, while at the same time improving fuel efficiency – a huge technological challenge.

"Komatsu has met this challenge and gone beyond," he said.

Komatsu's work on meeting

Tier 3 requirements has led to several areas of pioneering technology for its new ecot3 engines, said Colin. These include four key advances:

1. Combustion concept
2. Fuel injection system
3. Air management
4. Total engine management.

"Each area of advance provides distinct advantages in performance and emissions and prepares the way for meeting future even tougher emissions

regulations," said Colin.

Combustion concept

Komatsu's ecot3 engines incorporate dramatic improvements into their combustion chambers for better air/fuel mixing and optimal combustion.

"This combustion concept is perhaps the most unique, innovative and unrivalled element of the Komatsu engines," he said.

"Extensive investments in research and development have resulted in a totally new combustion chamber, which has a patent pending.

"When combined with the precision-controlled fuel and combustion event, this enables Komatsu's ecot3 engines to have low emissions and reduced fuel consumption.

"These designs set the stage for compliance with future Tier 4 regulations – something few other equipment manufacturers will be able to do – and position Komatsu as a long-term leader in the industry," said Colin.

He said this innovative technology allows Komatsu's small-size engines to be compliant without adding further systems.

For its mid-size engines, Komatsu has applied its innovative heavy-duty cooled Exhaust Gas Recirculation (EGR) system, which further reduces NOx emissions, again without sacrificing fuel economy.

Komatsu has developed a high-capacity heavy-duty twin-valve cooled EGR system, with features including:

- ▶ Intake air bypass for high-load and wider speed usage (patent pending)
- ▶ Precision electronic-controlled hydraulic twin valves
- ▶ A durable EGR cooler for operation in rough environments.

Extra-thick, corrosion-resistant materials are used in the EGR

cooler, and tens of thousands of hours of bench tests and field tests have been conducted to assure quality and maximum reliability.

Fuel injection system

The second key element of Komatsu's new ecot3 engines is a heavy-duty High-Pressure Common Rail (HPCR) fuel injection system for NOx and PM reductions, better fuel efficiency and higher performance.

The HPCR injects fuel accumulated in the common rail into the combustion chamber at high pressure – atomising

fuel spray and optimising combustion.

"Through precision control, the HPCR is able to maintain optimal fuel injection volume, pressure and timing – resulting in near complete combustion," said Colin.

"This fuel injection system also reduces engine noise and enables high low-end torque, regardless of engine speed."

He said Komatsu was among the first construction equipment manufacturers to apply HPCR technology to its Tier 2 engines, and this proven fuel system has now been upgraded for its Tier 3 engines.

It provides fuel injection pressures of up to 1800 bar, compared with 1400 bars for previous systems.

In addition, Komatsu has engineered the system with more heavy-duty supply pumps and injectors to withstand harsh off-road conditions worldwide.

Air management system

The third crucial element of Komatsu's ecot3 engine

technology is its total air management system.

"This element features a new family of high-efficiency turbochargers – providing improved boost pressure range over the full engine operating rpm," said Colin.

"And unlike some other engine manufacturers, Komatsu has not had to opt for expensive and complex variable turbo schemes because of our patented combustion concept."

The new ecot3 engines are also equipped with an air-to-air charge air-cooling system, effective in lowering the charge

air temperature to inhibit NOx emissions, while maintaining fuel economy.

"The end result is that these new turbos work hand-in-hand with the air-to-air charge air cooling system on these engines to reduce emissions and improve fuel efficiency, without sacrificing performance," he said.

Total engine management

Komatsu has equipped the full line of ecot3 engines with a common electronic engine management system – allowing for total control over the equipment and maximum efficiency and performance – under all environmental conditions.

"This unique new engine management system ensures that all elements of Komatsu's ecot3 engines work together to deliver unrivalled performance, in terms of reduced emissions, improved fuel efficiency and increased performance and reliability," said Colin.

Komatsu ecot3 engines will start appearing on forthcoming Komatsu equipment releases – including two completely new and innovative machines which will have their worldwide launch on the Komatsu stand at NCE.2005 in November.

"The results of Komatsu's long-term investments in engine development and focus on customer requirements are here today – the new ecot3 engine family – providing low emissions, improved fuel efficiency, quiet operation and high low-end torque in a reliable, durable package for Komatsu's newest machines," said Colin.



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Komatsu's ecot3 technology combines lower emissions with improved fuel efficiency.

27 TONNE ADT IS MORE RUGGED AND RELIABLE

Komatsu Australia has released the HM300-1 articulated dump truck, a 27 tonne (30 US ton) sister to the HM400-1 released in Australia two years ago.

As with the HM400, the new HM300-1 offers 100% Komatsu componentry, higher power-to-weight ratios, better operator comfort and great stability than competitive makes – positioning it as a top-of-the-line, high-performance truck.

According to Charles Wheeldon, Komatsu Australia's national business manager, quarries, in terms of its performance and technical specifications, it is the leading articulated truck on the market.

"It has more power, giving better performance in any combination of conditions, it has the highest braking capacity of any truck in its class, and is more comfortable than any other ADT on the market."

A key feature is wet multiple disc brakes, which are not generally found on 30-ton class ADTs, said Charles.

"With articulated trucks typically working in wet underfoot conditions, brake wear and tear can be an on-going issue," he said.

"However, Komatsu's use of fully enclosed, sealed wet disc brakes means reduced maintenance requirements and downtime, along with greatly improved braking ability."

He said that in developing its new articulated dump truck line, Komatsu had applied the technological advances developed for its rigid frame quarry and mining trucks.

These give the HM-series trucks the most advanced transmission and suspension systems on the market, combined with the durability and reliability of Komatsu's rigid frame trucks.



Komatsu's new 27 tonne HM300-1 articulated truck outspecs similar sized trucks on the market.

"Traditionally, ADTs have been regarded as far less durable than rigid frame trucks. We believe with this range that Komatsu has brought rigid truck durability and reliability to artics," said Charles.

Power comes from Komatsu's turbocharged SAA6D125E-3 engine, with Common Rail fuel injection giving substantial savings in fuel consumption, and meeting all US/European Tier II emission standards.

This engine is SAE rated at 242 kW, with a gross vehicle weight of 49,875 kg.

The HM300-1's braking system works in conjunction with a hydraulically controlled retarding system with a capacity of up to 449 kW when fitted with an optional exhaust retarder.

A high degree of operator comfort is achieved through a large 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.

Operator comfort is further enhanced through the use of 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.

The HM300-1 also uses the same hydro-pneumatic suspension used on Komatsu's rigid dump trucks.

Also based on Komatsu's rigid truck technology is an electronically controlled K-Atomsics transmission, an electronic clutch modulation system that ensures proper clutch pressure when the clutch is engaged.

This system controls both the engine and transmission, by continuously monitoring vehicle and underfoot conditions, for

smooth gear shifts without shocks.

A full-time 6WD system ensures traction in the most difficult underfoot conditions, while a wet multiple-disc interaxle clutch locks the three axles in unison for greater traction.

The interaxle lock and diff locks can be engaged or disengaged while the truck is moving.

The diff lock switch can lock up the rear diffs only or all axles for maximum performance in the worst conditions.

Brief specs of the HM300-1: Payload capacity, 27,300 kg; heaped capacity, 16.6 cu m; maximum GVW, 49,875 kg; engine, Komatsu SAA6D125E-3 rated at 242 kW; transmission, 6F/2R fully auto powershift; maximum speed, 59 km/h.

The new HM300-1 articulated truck will be on display at the National Construction Exhibition in November.

NCE AIMS TO ATTRACT YOUNG PEOPLE TO INDUSTRY

The 2005 National Construction Exhibition (NCE), to be held in Sydney's Olympic Park from November 8-11, promises to be the most spectacular show this industry has staged in Australia, with many features never before seen at an Australian construction show.

A major element of the exhibition will be a Careers Day on the Tuesday (November 8), when students (secondary and tertiary), parents and careers advisors will be invited to visit the show and learn about job and career opportunities in the construction industry.

In what is a unique development for any Australian construction exhibition, young people are being targeted as part of a move by the construction and construction materials industry to showcase itself not only to those who are already a part of it, but also the wider community – as part of a strategy to deal with the emerging skills crisis in the industry.

The Beacon Foundation, which has pioneered the "No Dole" concept in schools around Australia – and which has Komatsu Australia as a major sponsor – is playing a key role in the Careers Day. Students and careers advisors from Beacon Schools throughout Australia are being targeted, with expectations that significant numbers will visit the exhibition.

An important element of NCE 2005 has been the establishment of an NCE Careers Fund, which is administered by Reed Exhibitions, CMEIG, IQA and CCF, to promote long-term careers opportunities in the industry.

This is funding a "Careers Kickstart" brochure promoting career opportunities in the construction and construction materials industry, which is being distributed to schools in

NSW and throughout Australia. In addition, a careers hotline has been set up to handle calls from young people inquiring

about careers in the industry.

Exhibitors such as Komatsu are also playing their part, with many planning to staff their

stands on Careers Day with trainees, apprentices and other young people, as well as human resources and training staff.



SUCCESSFUL SHOWING AT WA TRADIES' EXPO

Komatsu Australia's Western Australian branch recently had a very successful showing at the National Tradesman's Expo WA, held at the Burswood Dome. With an attendance of around 8000 tradies and related businesses, there was plenty of interest in Komatsu's utility product lines, which included MR-2 short-tail mini excavators, backhoe/loaders and skidsteers. Shown on the stand is Colin Brindle, Komatsu Australia's WA business development manager, utility.

HOW ALEX WOLFE GOT BEHIND BEACON



A selection of still shots from video footage taken the day students from Balga HS visited the Bright subdivision project. The bottom two photos show Alex Wolfe, in the right-hand photo shaking hands with Matthew Conduit, who's been working with Wolfe Constructions for the past few months. Images courtesy of CCF WA/Launch Film Productions, Perth.

WA civil contractor Alex Wolfe is passionate about youth unemployment and about the skills crisis facing the construction industry.

So this life member of the Civil Construction Federation – and loyal Komatsu customer – decided to do something about it.

Alex, with the enthusiasm for which he approaches just about everything in life, threw himself into supporting the Beacon Foundation's "No Dole" program at Perth's Balga High School – offering one of the young people there a job two days a week during his Year 10.

The boy, Matthew Conduit, has spent most of this year travelling to one of Wolfe Civil's major construction projects, the Bright subdivision, near the northern Perth suburb of Butler.

One of Australia's fastest-growing subdivision developments, Bright will eventually consist of a 7000 blocks. It started in 2002, and to date about 4000 lots have been completed – an indication of the speed at which the development is proceeding.

Matthew has been making

the long trip from his home near near Balga HS to Bright two days a week (a distance of about 45 km), spending the other three days at school. While Wolfe Civil is picking up his out-of-pocket expenses, he is not being paid – at the request of his school.

According to Alex, Matthew's experience has helped him decide what career he wants to follow.

"Matthew has decided he wants to be an electrician, and he'll be starting his apprenticeship when he finishes school. While he won't be joining the civil construction industry, we are very happy to have been able to give him the experience, and help him decide on what he wants to do as a career."

However, this got Alex thinking that exposing young people to everything the civil construction and cottage building industry had to offer was one of the best ways to encourage them to consider a career in construction.

So as part of this year's Beacon "No Dole" signing at Balga, Alex arranged for 100 students

from the school to spend half a day at the Bright subdivision.

"We showed them right through the entire process, from the initial land clearing, to earthworks, to road construction, to trenching and underground utilities, to the cottage building works, and then through the completed project homes," he said.

"We had the WA Minister of Education, Liljana Ravlich speak, the kids were able to see where Matthew was working, and the kind of work he was doing.

"As part of this, we also had fantastic support from Satterley Property Group, which is the developer on this project – and which is very much aware of the impact of the skills shortage on this whole industry."

Satterley has been working with Beacon to set up a steering group to establish a "shed" on site at the subdivision where young people can get started on a career in the construction industry.

Two WA TAFE colleges, Swan TAFE and West Coast College of TAFE, have been engaged to provide training services,

initially focusing on the "wet trades".

These should be up and running by early 2006.

Alex has also been working closely with Chrissie Parry, Beacon's WA state representative, to extend this program to other Beacon schools – both existing and those joining the program.

"The whole program has been very successful. I've had a number of kids – both boys and girls – come and talk to me about careers with Wolfe Civil," he said.

"I also believe it's the only way we are going to be able to interest young people in careers in the construction industry – by showing them our projects, pointing out the very satisfying careers paths available to them and engaging with them.

"Contractors all around Australia will tell you that the skills shortage is now probably the most important issue they face in growing and sustaining their businesses," said Alex.

And he is determined to do something about it.

CUSTOMERS PREFER CORNFOOT'S KOMATSU'S



Three of Cornfoot Bros Earthmoving's four Komatsu excavators lined up in the company's yard.

Victorian contractor Cornfoot Bros Earthmoving Pty Ltd is standardising on Komatsu excavators, purchasing four over the past two years, due to their reliability, fuel economy and the fact that "our customers prefer them", according to David Cornfoot, the company's construction foreman and part owner.

Cornfoot Bros Earthmoving, based in Melbourne's northern suburbs, carries out general civil contracting and earthworks, wetlands work,

landfill development and rehabilitation and general plant hire in the north Melbourne and country Victoria regions. It is owned by brothers David, Norm and Brendan Cornfoot.

In the past two years it has purchased two PC300-7s, a PC220-7 and a PC160-7.

The company has been operating for 10 years, and has purchased Komatsu excavators throughout that time.

"We have seven excavators: four Komatsus and three of

other makes," said David. "Of these machines, one replaced an older Komatsu, and the other three replaced other makes.

"We opted to go for the Komatsu excavators due to their reliability, fuel economy, plus the dealer sales and support we get from Komatsu Australia.

"We also have no trouble getting work for the Komatsus. With our plant hire business, people ring us and say 'we want a 20 tonne Komatsu' or

'we want a 30 tonne Komatsu'. They tell us what make of excavator they want," he said.

"Our operators also love them – and we have no trouble getting operators for our Komatsu excavators."

"Overall, the machines give us very little trouble, and they are well supported by Komatsu Australia. Any little issues we get – and these happen from time to time – are hit on the head straight away by Komatsu," said David.

HAZELLS GOES FOR TASSIE'S FIRST HIGH/WIDE EXCAVATOR

Prominent Tasmanian civil works contactor Hazell Bros has taken delivery of the first PC300-7TH High/Wide excavator sold in the state.

Developed for specialist forestry applications by Komatsu Custom Products' Japan, the High/Wide excavator has a wider track gauge and significantly increases ground clearance – although Hazell's PC300-7 High/Wide will be used primarily for civil applications with Forestry Tasmania.

The end result of Komatsu's High/Wide option is much better stability in steep terrain, and improved clearance of stumps,

rocks and other obstacles underfoot.

In addition, the PC300-7 High/Wide has 4 tonnes more drawbar pull than a standard PC300-7, due to oversized PC400-7 sized final drives and undercarriage.

Hazell Bros evaluated high/wide offerings from other manufacturers but was impressed by the heavy-duty construction of the 38 tonne PC300-7 High/Wide and the extra durability of the PC400-size undercarriage.

Equipped with GP bucket, quick hitch, hammer piping and a hydraulic thumb, the PC300-7

High/Wide will go to work for Forestry Tasmania on road construction and recovery work in the state's southern forests.

Other applications will include bulk earthworks, quarrying and demolition work.

This first PC300-7 High/Wide in Tasmania was one of three new Komatsu excavators recently ordered by Hazell Bros, including a PC30MR-2 and PC78MR-6 for civil works.



19,000 HOURS FOR EXCAVATOR IN TOUGH WORK

A 1996 Komatsu PC300-6 excavator has logged around 19,000 hours for Sydney-based Benedict Sand & Gravel in challenging quarrying operations and minimal downtime.

Aside from some early engine issues which were fixed under warranty when it was first delivered, the machine has barely missed a beat, according to Benedict Sand & Gravel's operations manager, Brett Jarvis.

The company operates a number of quarrying and recycling operations throughout the Sydney region.

Brett said the excavator was initially purchased for soil extraction at Benedict's Menangle Quarry southwest of Sydney, where it was stripping soils and loading overburden into articulated dump trucks.

The excavator was supplied without a quick hitch, allowing it to be fitted with a larger 1.8 cu m bucket, making it more productive and able to load the trucks in fewer passes.



"That machine did about 15,000 hours down at Menangle, before we brought it up to our Moorebank recycling operation a couple of years ago," said Brett.

"We're now using it to feed a trommel, handling around 4500 tonnes of material a week.

"We put a new pump in it at 16,000 hours, primarily as a preventive measure, and the

only other thing we've had to replace is the tracks," he said.

"Down at Menangle, it did a lot of walking, so we were replacing the tracks about every 4000 hours, but we've never had to touch the final drives.

"It's a very robust, bloody good tractor.

"Off the performance of that machine, we've bought more Komatsu excavators," said Brett.

Currently Benedicts operates nine Komatsu excavators, with its most recent being a PC800-6 bought in early 2004 for ripping sandstone at its Belrose Quarry, and four PC120-6s fitted with grabs for sorting demolition and construction waste in various Sydney recycling operations. These were purchased in mid 2004.

The company also operates around eight WA420-3 wheel loaders in various quarry and recycling operations, and a newly purchased D375-5 dozer purchased in November 2004 for use at its Mittagong Quarry.

GRADER, BACKHOES "STREETS AHEAD" FOR VIC SHIRE

Murrindindi Shire in northern Victoria has recently taken delivery of a second Komatsu WB97R-2 backhoe, giving it a fleet of two Komatsu backhoes and a GD555-3 grader.

The shire, based around the towns of Alexandra and Yea, and taking in parts of the Eildon Dam, is responsible for 800 km of unsealed road and 400 km of sealed road.

According to John Westworth, the shire's senior works supervisor, its decision to purchase a second WB97R-2 was based on the performance of its existing WB97, plus the extra features available with the current model.

"We work our backhoes fairly hard, doing drainage work, loading trucks, general construction work and anything else that comes along.

"When we got the first one, we looked at a lot of different backhoe makes, and the Komatsu was just streets ahead of the rest in terms of performance, comfort and ease of operation – plus it was a lot more modern in design than the other makes," said John.

"With the new one, which we're about to take delivery of, we were very impressed with the hydraulic sideshift. It's going to make life a lot easier for our operators; they'll be able to line up the machine a lot more easily, and it's got a lot more power.

"The other advantage of the new machine is the pilot-type controls, which are a lot more user-friendly and easier to use."

John also has good things to say about Murrindindi Shire's

GD555-3 grader, which was delivered late last year and has about 600 hours up on it. The grader's used for both maintenance and construction grading, including contract work for VicRoads.

Additional features of the shire's grader include a Topcon laser-operated blade control system, underbelly guarding, a blade carrier and tow-bar.

As a former grader operator, John appreciates a number of the unique features of the Komatsu grader, particularly the ability to switch between torque converter and direct drive transmission.

"The torque converter option gives you the ability to work at a slow, easy pace when you're inching for precision works, instead of the jumpiness that

direct drive-only graders tend to have at low speeds," he said.

"We also really like the system of two locking pins on the circle, which make it very quick and easy to lock for batter work.

"The grader also has great visibility both front and rear, and the geometry of the circle gives the operator an excellent view of the blade.

"Other features of the grader that we've been impressed by include its low noise levels, which are appreciated in quiet rural areas, ground-level refuelling and the fact that there's no excess heat in the cabin from the hydraulic oil because the tank's located under the rear bonnet," said John.



Murrindindi Shire's recently delivered GD555-3 grader at work on some of the shire's 400 km of unsealed roads.

SERVICE, SUPPORT WINS OVER PERTH CONTRACTOR

A Perth-based contractor, specialising in rock excavation, along with general civil construction, has been moving to standardise its fleet around Komatsu equipment as a result of the performance of its machines, combined with the service and support it receives from Komatsu Australia.

McKay Earthmoving, based at Kalamunda in the Perth hills, is a family business, run by Ken and his wife Zena, and their sons Brendan and Darren. They have been operating for nearly 30 years and also employ four other staff.

Specialising in rock breaking, they carry out a wide range of works, including swimming pool excavations, subdivisions, site cuts and the like. The company has also recently secured a three-year contract with the Kalamunda Shire Council, supplying various machines and services.

Komatsu equipment owned by McKay earthmoving includes an SK818 Skidsteer, a PC30MR-2 zero-swing mini excavator, and a just delivered WB97S-2 all-wheel-steer backhoe.

They also use a 23 tonne wheeled excavator and an all-wheel-steer backhoe, both of other makes, plus two six wheeler trucks. All of their machines except the skidsteer are fitted with rock breakers and various buckets.

The company has been buying Komatsu equipment for about two years, after deciding they would aim to source all of their equipment from a single supplier.

"We looked around a few of the leading brands and decided on Komatsu," said Ken.

"The first machine we bought was the SK818 skidsteer, and the operators have been very impressed with it. We couldn't prise Darren out of it.



Ken McKay with his recently delivered Komatsu WB97S-2 all-wheel-steer backhoe/loader.

"Darren really appreciates the machines servo controls, which make it very smooth to operate.

"It's also a well-balanced machine. We work on rough terrain; very steep and rocky, so it's quite tricky, but the SK818 handles it very well. It's happy doing the big jobs, small jobs and fine tolerance work.

"We were also very impressed with our dealings with John Coghlan at Komatsu Australia, and more recently, Colin Brindle. Col is a real plus for Komatsu; there's very few I've come across in 40 years in the industry who are as good as he is," Ken said.

Colin sold McKay Earthmoving its PC30 MR-2, the first of these sold in WA – and Ken has been very happy with it.

"We particularly appreciate how quiet and unobtrusive it is," he said. "You hardly know it's going.

"We've also been pleased with its performance; we had to get a machine of that size to fit into some of the smaller spaces in which we work, and it's been very productive"

Mc Kay Earthmoving's latest machine is its all-wheel-steer WB97S Backhoe.

"Why did we opt for the Komatsu backhoe? Partly because of our relationship with Colin, and it was the ideal machine to purchase to fit in with our contractual requirements with the Kalamunda Shire

"And we're now talking

with Colin about a 14 tonne excavator with rubber track pads," Ken said.

"The good thing about Colin is he has a very good understanding of Komatsu's equipment."

McKay Earthmoving's success, to date has been driven by its attention to detail and hard work. Ken's motto is: "Do it once and do it right". He has found that Komatsu fits in well this ideal.

"In fact, that's been the story of our dealings with Komatsu; they get things done. If we have a problem, it gets fixed, no matter who you are dealing with; service, sales, the boss. They are all very good," said Ken.

RELIABILITY KEEPS BROOKS COMING BACK FOR MORE

Long-term Komatsu customer, Perth-based plant hirer Brooks Hire, has recently added a further six Komatsu excavators and wheel loaders to its fleet.

Brooks Hire – which has been in business 26 years – services the entire Western Australian market from its depot in Perth, supplying equipment to civil contractors, local government, state government agencies, mines and industrial companies.

Its fleet includes over 30 wheel loaders (all but two of which are Komatsu), around 20 excavators (again, the majority Komatsu), plus vibratory and three-point rollers, graders, water carts and other construction equipment.

Brooks Hire's latest purchases include three WA320-5 wheel loaders, a WA250-5 hydrostatic drive toolcarrier, a PC130-7 excavator and a PC220-7 excavator.

Brooks Hire's latest machines have gone into general hire



WA-based plant hire specialist has recently added a number of new Komatsu excavators and wheel loaders to its fleet.

with its customers around the state.

"They might do a week here, a month there, then a day or two somewhere else," said company owner Doug Brooks.

Doug has stuck with Komatsu – which he's been buying since the late 1980s – due to their reliability, performance, good resale value and customer acceptance.

"Just as an example, we bought a Komatsu excavator and another brand machine at the same time about eight years

ago. The Komatsu now has around 12,000 hours, the other machine only has about 5000.

"That tells you something about its reliability and customer preference, doesn't it," he said.

"We've had an excellent run from our excavators; we have no trouble getting 12,000, 13,000 hours from them with no issues. As diggers, they are very good.

"It's much the same with our loaders; we're getting good hours from them, they are solid and reliable," said Doug. "We're getting especially good

fuel consumption from the Dash 5 loaders.

"We're also getting very good acceptance from our new loaders, particularly the hydrostatic drive WA250-5.

"These hydrostatic drive loaders are very hireable; because they've eliminated the gearbox, they're easier to operate and it's one less thing to go wrong.

"We're getting good feedback from customers about them."

PILBARA IRON CHOOSES INTELLIMINE FOR WEST ANGELAS

Modular Mining Systems has received an order from Pilbara Iron to install its IntelliMine system at the West Angelas mine in Western Australia.

The IntelliMine system selected by West Angelas includes:

- ▶ MasterLink self-configuring wireless network, which improves transmission speed and data capacity, and automatically reconfigures to ensure communication and coverage are not interrupted
- ▶ DISPATCH industry standard dispatching system designed to provide automatic, optimized haul truck assignments, GPS-based equipment positioning, equipment health monitoring, maintenance tracking, blending, production

reporting, and more

- ▶ MineCare interactive maintenance management system, allowing users to access up-to-the-minute operating information over the internet, thus integrating operation and maintenance data in real time to allow for optimal maintenance decisions
- ▶ PowerView reporting system to create virtually any type of Windows-based report on load, haul, or dump operations.

West Angelas will employ the system on a variety of equipment including 22 trucks, six dozers, five shovels, four loaders, and seven pieces of auxiliary equipment – 90% of which was supplied by



Some of the Komatsu 730E dump trucks which are in operation at West Angelas.

Komatsu.

In addition, a foreman unit will be equipped with a ruggedised laptop which includes IntelliMine and MasterLink utilities for controlling and monitoring the operation.

"We are pleased to be working with Pilbara again," said Eric Davidson, general manager

for Modular's Australasian operations.

"This order furthers Pilbara Iron's goal of standardising mine management platforms across its Western Australian iron ore operations.

"West Angelas is joining Tom Price, Paraburdoo, Marandoo, Brockman, and Yandi mines with a state-of-the-art IntelliMine system to provide reliable integrated dispatching and reporting across each site."

Installation was scheduled to begin in September 2005, with startup anticipated in October.

PC300-7 IDEAL FOR MULCHING OPERATIONS

Perth-based timber mulching and recycling specialists Grass Growers Organic Recycling finds Komatsu's PC300-7 excavator ideal for its tree clearing and mulching operations.

Grass Growers operates throughout Western Australia, providing vegetation clearing and mulching services to civil contractors and local councils, as well as greenwaste mulching at landfill sites.

It has a fleet of four Komatsu excavators, a new PC300-7, two PC300-6s and a PC300-5 used as a backup machine (featured in our *Hall of Fame* in our Winter 2005 D2E). All are fitted with tree shears and log grabs, allowing them to break down trees, logs and stumps and feed them to Grass Growers' fleet of four mobile tub grinders.

Grass Growers comes onto a construction site, clearing all vegetation and mulching it either for re-use at the end of the project to assist in site rehabilitation, or else transporting it back to its Balcatta headquarters for processing and sale to



Grass Growers' PC300-7 fitted with grab feeding the company's purpose-built Woodhog 4600 grinder during work on WA's Roe Highway.

landscapers and garden retailers.

According to owner Mike Zarb, Komatsu's PC300-7 excavator is ideal for his operations.

"We have a 33 tonne from another manufacturer which we bought in early 2004, and to tell you the truth, we can't wait to be rid of it," he said. "It's too heavy, it's hard on fuel and it's

not fast enough.

"As soon as we can, we'll trade it on another PC300-7.

"In comparison, the Komatsu machine is lighter, faster and it's got much lower fuel consumption. It's also more robust in the stick, which better suits our style of operation," said Mike.

"The operators love it – I like

operating it myself – it's very comfortable and easy to use. It's a very smart machine, easy to operate, and the maintenance side is excellent.

"The other thing that makes the PC300 ideal for our operations is that we can float it without permits, dollies, etc, something which helps us immensely," he said.

NZ HIRE SHOW STANDS OUT

Komatsu NZ was a major sponsor of the 2005 Hire Industry Association of New Zealand (HIANZ), was held in Hamilton at the Kingsgate Hotel from August 7-9.

According to Phil Tindle Director of Creative Solutions (HIANZ conference managers) Komatsu's attendance and sponsorship created a significant point of difference to previous hire and rental exhibitions.

"The efforts taken by the Komatsu team in its exhibition



display stand as well as its support during the conference contributed to the success of

this year's event," said Phil.

"We look forward to welcoming

the Komatsu team to Christchurch for the 2006 HIANZ conference," said Phil.

BRIDAL PARTY OPTS FOR QUARRY SETTING

It's not every day that wedding photos are taken in a quarry, with the bridal party posing on and in front of a Komatsu WA600 loader – but when the bride has a life-long association with the quarry industry through her family and work, the choice of venue becomes logical.

That was certainly the case for the former Sarah Kerr (now Sarah Andrew), project officer with Victoria's Construction Materials Processors Association, and daughter of CMPA founder Ron Kerr, who also runs Conundrum Holdings, a family-owned quarry company.

Sarah married Michael Andrew in March 19 of this year, and at Michael's suggestion it was decided to take the bridal party photos at Conundrum's Northern Quarries at Epping.

"Michael suggested that since I spend so much of my time in and around the quarrying industry, we should take our photos out at the quarry," said Sarah.

As already mentioned, Conundrum Holdings is a family-owned company operating two quarries, its Northern Quarries at Epping in the northern suburbs of Melbourne, and its

Stawell Quarry at Dadswells Bridge between Stawell and Horsham.

Conundrum's Northern Quarries extracts and processes basalt materials, as well as recycling locally excavated materials and concrete.

Its products include concrete aggregates, VicRoads specification base and sub-base, crushed rock and commercial grade crushed rock, as well as bedding and backfill materials.

This operation has a Komatsu WA500-3 sales loader and a WA600-3 face loader.

At the Stawell Quarry, Conundrum extracts and processes a hornfels materials, producing high quality sealing aggregates, rail ballast, VicRoads specification base and sub-base crushed rocks.

This quarry also specialises in a wide variety of materials for the infrastructure sector, including graded mass material and specialized blends for filtration zones, as well as commercial materials.

Equipment at this site includes a WA500-3 sales loader and a HD405 dump truck.



Sarah and Michael Andrew's bridal party photos, taken at Conundrum Holdings' Northern Quarries. At the top, Michael Andrew, then John Hendy, best man. In the front, from left, are Richard Andrew, groomsman, Anne Kerr, bridesmaid, Sarah Andrew, and Michelle Kerr, bridesmaid.

ADAM DONALDSON: TASMANIAN APPRENTICE OF THE YEAR

Adam Donaldson, a recently qualified field service fitter with Komatsu Australia's Launceston branch, has been judged Tasmania's Work & Training Apprentice of the Year for 2005.

Adam started with Komatsu Launceston in April 2003 as a second-year apprentice on rotation through Work & Training Ltd, Tasmania's largest employer of apprentices and trainees.

In 2004, he was voted Work & Training's Third-year Apprentice of the Year, and this year took

out the major award – in the process gaining a perfect score of 100 points when grilled by a panel convened by Work & Training.

According to Jim Playsted, Komatsu Australia's Tasmanian state manager, Adam started his time at Komatsu tentatively having not had a great deal of experience with earth-moving equipment.

"During his time with Komatsu, Adam developed his skills dramatically, and grown in confidence to the point where

he is now one of our most valuable field service technicians," said Jim.

"Adam has an unquestionable work ethic that sees him normally at work before anyone else and makes himself available at short notice to work when needed – weekends, nights and so on.

Adam completed his apprenticeship in August,



Adam Donaldson is congratulated on his award by Tasmanian state manager Jim Playsted.

and is now a qualified field service fitter working on Komatsu equipment and with Komatsu customers throughout Tasmania.



Costello Contracting's Komatsu D65EX-12 dozer; it's now done over 20,000 hours and still going well.

NZ VINEYARD SPECIALIST STICKS WITH KOMATSU

Next time you're sipping on a glass of that wonderful Marlborough Sauvignon Blanc, stop for a moment and think about the people who help make the growing of those wines possible in the first place.

Marlborough-based Costello Contracting operates a fleet of Komatsu equipment – from a 1994 D65EX-12 dozer with over 20,000 hours on the clock – to a just-delivered WA380-5 wheel loader, for its work among the region's world-famous vineyards, as well as general contracting.

It also owns a second D65EX-12 and a three-year-old PC220LC-7 excavator.

The bulk of Costello Contracting's work is in vineyard development and

maintenance, including clearing land of vegetation and trees, contouring, constructing storage ponds and deep ripping.

Other activities include general earthworks and contracting, road construction, forestry work, house site preparation, scrub raking for farmers and landscaping.

Owner Mike Costello has been buying Komatsu since he bought the D65EX-12 in about 1998, buying another one about two years ago.

"Our first Komatsu dozer now has over 20,000 hours on it, and it's still going well," he said. "In fact, it's out there earning money for me right now.

"It's been a very reliable machine; we've just had to

replace or repair the usual things like the tracks and the blade, but we've never touched the engine or transmission."

The two dozers are used ripping lines for vineyards prior to planting, using a laser to ensure directional accuracy, as well as general roading and forestry works.

Costello's PC220LC-7 excavator is used for scrub raking, pulling trees and clearing roots when developing vineyards, as well as for general excavation such as dam and pond construction, creek diversions, etc.

"We've had this machine about three years now, and it's a very good performer," he said.

"We had a few teething problems with it, but they were

sorted out for us by Komatsu NZ."

His most recent machine is the WA380-5 wheel loader, which has just been delivered.

Fitted with standard bucket, logging forks and a quick hitch, Costello describes it "as a very nice machine to operate".

"Currently we're using it for pushing up on a housing site; other uses include clearing of old orchards, then using the log forks to pile up the felled trees for burning," he said.

"As far as service from Komatsu is concerned, we've always been very pleased with it; they've got a good crew looking after us in the region."

CUSTOMERS START TO BENEFIT FROM ONE KOMATSU

On October 4, Release 1 of Komatsu Australia's *One Komatsu* business and systems transformation program went live – and began delivering immediate benefits for the company's customers.

One Komatsu involves a complete reworking of Komatsu Australia's processes and business systems, with the aim, in the words of Malcolm Barnes, Chief Information Officer & Program Director to "build the best customer delivery organisation and support processes in the industry".

Release 1 of *One Komatsu* covers equipment sales & supply chain, finance, procurement and human resources.

For example, it will allow Komatsu Australia sales reps to turnaround quotes and configure equipment more quickly in order to meet specific

customer applications.

"It will also ensure that machines will be delivered to the customer's highest quality and safety standards – and provide transparency in tracking the progress of their machine order through the delivery chain," said Malcolm.

"The other major development in Release 1 has been in the finance side of the business.

"We have implemented a best practice approach to the financial management of Komatsu Australia and we now have a national approach to this critical area of the business ensuring we can deliver a consistent level of financial information and support to our customers, staff and shareholder throughout Australia and New Zealand."

Yet another facet of Release 1 of *One Komatsu* is human resources.

"Part of our national HR strategy has been to implement leading-edge HR practises to ensure we have up-to-date processes in place for managing & supporting our most important resource: our people," he said.

"Making sure we have the right people, in the right place backing our offering is critical to KAL's customers and the company has made a significant commitment in this area.

With the rollout of Release 1, the *One Komatsu* team is now focusing on Release 2, which is about 12 months away. This will address further critical areas in Komatsu Australia's activities, including:

- ▶ Parts and service
- ▶ Technical information
- ▶ Repair, maintenance and service contracts
- ▶ Customer support.

"This process is just beginning, but over the next 12 months, a similar sized team of dedicated Komatsu Australia professionals will build the best customer delivery organisation and procedures in the business," said Malcolm.

"That's our goal, and that's what we will achieve.

"When this process is completed, Komatsu customers in Australia and New Zealand will be the beneficiaries of unprecedented levels of service and support," he said.

"And in recognition of the extraordinary efforts of the Komatsu Australia management team and our people, Komatsu Ltd plans to use what we are doing here as a global model for Komatsu dealers throughout the world."

ANOTHER SUCCESSFUL IPWEA CONFERENCE

Komatsu Australia was again a major sponsor at the Institute of Public Works Engineering Australia's biennial International Public Works Conference which this year was held in Adelaide from August 21-25. The conference attracted around 500 delegates from across Australia and overseas.

Komatsu sponsored the registration and the Monday night dinner at The Shores Woolshed at West Beach.

Delegates were entertained by Phil Cass, who created mystery, drama and suspense, as well as hilarious comedy routines to keep delegates amused right until the end.



Komatsu Australia's display at the recent IPWEA conference in Adelaide.

KOMATSU APPOINTS NATIONAL MANAGER, MINING CONTRACTORS

Wayne Hose has been appointed Komatsu Australia's national manager – contractors, with responsibility for growing the company's market share with mining contractors.

Wayne joined Komatsu Australia from a leading manufacturer of rope shovel and draglines where he was employed for four years as national manager – aftermarket. Prior to that he spent ten years in the international airline industry in senior sales and marketing positions.

The national manager – contractors position was created within Komatsu Australia to develop business opportunities in the mining

contractor market, a sector where there is strong growth.

"My role in the organisation will be to strengthen relationships, articulate information and provide a clear point of contact for Australia's national mining contractors," said Wayne.

"Those contractors participating in the Australian mining landscape continue to grow and evolve, redefining their own operations and business practices as they compete for a share of the marketplace.

"At Komatsu we can offer a unique suite of products and services to offer our mining partners and the responsibility falls upon us as a group to validate our customers'



Wayne Hose

decision to purchase our equipment by clearly offering and demonstrating value for money," he said.

"We are intent on offering mining contractor businesses a more focused approach with an even greater emphasis being placed on co-operative relationships, timely responses to issue resolution and, by

constantly improving our products and services, to deliver the lowest unit cost of ownership.

"It is very clearly everyone's responsibility within the organisation to make Komatsu a better business partner. My job is to make sure contractors can see the benefits of working with Komatsu when they consider all their business and buying criteria.

"I look forward to working with all the business units at Komatsu to improve our communication with mining contractors as we forge stronger relationships and become a preferred industry partner," said Wayne.

ROARING SUCCESS AT NZ QUARRY CONFERENCE

This year, the NZ Institute of Quarrying held its annual conference in the pristine Bay of Islands, 165 km north of Auckland.

Komatsu NZ sponsored the Friday lunch, as well as the Komatsu Travel Award of \$5000 for excellence and service within the Institute. This award is to assist the recipient to further his or her knowledge of the quarrying industry for their benefit and that of the New Zealand Institute.

This year's award was won by George Kelcher, General Manager of Road Metals Co Ltd.

The Komatsu lunch also featured New Zealand's famous Craig Busch "The Lion Man" with two of his magnificent tiger cubs; although they're still on bottled milk, conference delegates chose to keep an arm's length distance when the tigers were on display. Unsurprisingly the Friday lunch was a "roaring" success!

Komatsu also won the AJ & RJ Loader Sponsors Shield for the best static display stand. The Komatsu stand theme was 'Take the Lead', which was synonymous with Komatsu's presence at the 2005 NZ Quarry Conference.



Left, Komatsu's award-winning stand at the NZ Quarry Conference, and right, Craig Busch (left) and Nick Coc-Kroft with the two tiger cubs starring in the Friday lunch.



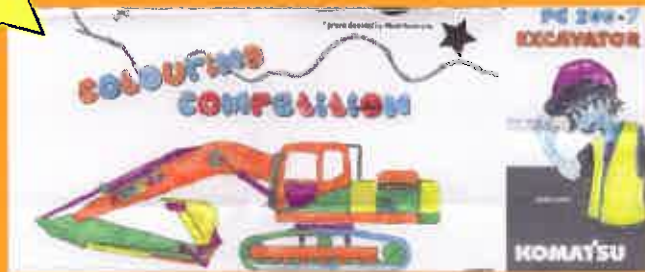
COMPETITION WINNERS



Jorja Denney
Age 12



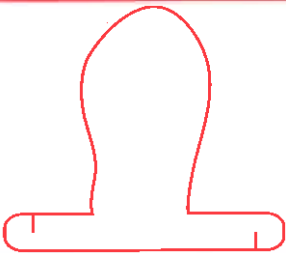
Sarah Howell
Age 7



Samantha Ward
Age 5

FINGER PUPPETS

CUT Around



- Ask mum or dad to help you cut your puppets
- Print test trials of your puppet online
- Not intended for children under three

FOLD

PLAY



KIM



MAT



SUE



WA600-6



- Unique and unrivalled technologies
- Loads more operator comfort
- Official launch at NCE 2005



...all new WA600-6

Nothing boosts productivity like operator comfort. That's why the unique and unrivalled technologies of Komatsu's **NEW WA600-6 wheel loader** offer outstanding operator comfort and control. Call 1800 566 287 or visit www.komatsu.com.au

Official launch at Komatsu Stand 0110, National Construction Exhibition 2005,
Nov 8 - 11, Olympic Park Sydney.

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