

NS KOMATSU

# Down Earth

## Continued Growth

It doesn't seem like it, but already three months have passed since our last Issue. I am pleased to say that NS Komatsu has continued with strong market share growth in our major markets. We were also awarded the best Exhibit at the Kalgoorlie Mining Expo in October and released our new Mobile Crusher line at Plantcon.

There are some storm clouds ahead, however, as depressed commodity prices and ongoing industrial unrest are affecting the available market for our mining products. We will need to strengthen our focus and make the best of all possible opportunities over the coming months. As usual, such efforts come down to the initiative of each employee, working as a valued member of Team Komatsu to achieve the best service levels and value for our clients.

I would also like to welcome Les Healey to his new role as Western Region Manager. Les comes to us with considerable experience in both the mining and construction segments of our Industry. I am sure that he and the Western Region team will continue to enhance our business in both Western Australia and the Northern Territory.'

Finally to all Staff and your families, I would like to wish you a very Merry Christmas. May you have a happy and safe Festive Season, followed by a happy and prosperous 1998.

Ian Oliveri  
Managing Director

## Plantcon A Winner

NS Komatsu Central Region has again exhibited at Plantcon held at the School of Military Engineering, Moorebank on October, 24th, 25th and 26th.

Plantcon is in its second year and contains large displays of construction, earthmoving and associated industry equipment in both static and working areas.

Central Region exhibited a comprehensive range of our Excavators, Loaders, Dozers, Graders and I-R products, both on static display and in the working area for operator assessment.

A significant feature of the Komatsu stand and a significant drawcard were the displays of logging equipment with a PC200-6 fitted up in forestry guarding and log processing attachment. Also on display was a WA320-3 fitted with log grabs

Komatsu superiority in excavator technology was also on display with the PC400LC-6 fitted with a 24 metre demolition boom arrangement and a rotating cutter/pulverising attachment.

Continuing on the demolition format was a working display of the first Komatsu mobile crusher sold in Australia, the BR350JG. Daily demonstrations of this unit drew extraordinary customer attention with expected sales success of this versatile product.

The total number of visitors to Plantcon was down on the inaugural Plantcon however the quality of our customers was evident with several orders being confirmed during the three day event.

Special mention should go to the excellent presentation of the equipment by the Fairfield Workshop and the on site assistance from Head Office personnel.

*Komatsu's BR350JG Mobile Crusher demonstrates its capabilities at Plantcon.*



"Down To Earth" is NS Komatsu's official in-house magazine.

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## From the Editor

Welcome to our new look "Down To Earth", We have recently employed David Bullock, who is a desktop publisher, and works in our Training and Materials Department. David's job is to produce all kinds of materials, for training, sales promotion etc. He is also doing the layout work for "Down To Earth" before it goes out for printing and consequently the new brighter look to the magazine. This allows NS Komatsu to do more in-house, adding the quality, while reducing the cost.

In this issue, you will find a special article (Equal Opportunities). We recognise the important role of female staff throughout the whole company, and decided to portray this by featuring all four female staff in our Marketing Department.

We welcome aboard a new Regional Contact in Melbourne, Sharyne Andrews. Southern Region people, please send any materials or information for "Down to Earth" to Sharyne, on fax (03) 9205 9350.

## Greg Dunn Top Apprentice of the Year

Fourth year apprentice Plant Mechanic Greg Dunn, Central Region (Fairfield) was nominated for and has won, Apprentice Of The Year Plant Mechanic Western Sydney Area. This area also included our major competitor in the industry. Greg was nominated because of his high TAFE results, high level of knowledge and motivation at work.

DTEC runs the awards and it covers all apprentices throughout NSW. Greg had his first interview on the 30th June and as a result of his performance at the interview, he was selected for a further interview which was held in Parramatta on the 9th July. He was coached before these

interviews by Maureen Clarke and Linda Komoder. Linda was the University student on work experience that was featured in an earlier edition of Down To Earth.

Having been nominated and winning his trade category is a great achievement and we wish you all the best for the future.

*Go*  
**Berco**

Fairfield Branch Parts Department exhibited for the first time the new **Berco Display Stand** (pictured). Plantcon '97, conducted at Holsworthy Army Base, Moorebank NSW, was the venue to launch the display, utilising Berco D4H components.

The decision to exhibit a "high drive" configuration was brought about by the escalating demand for the Berco product in New South Wales, to suit the larger end of the market - especially D8L to D11N.

Considerable interest was shown in the display, especially from Caterpillar fleet owners who may not necessarily have had reason to visit the Komatsu site. (Considerable interest also from a few Caterpillar representatives).

The display was manufactured by Sapphire Coast Tractor Parts, Pambula, NSW - our Berco dealer on the South Coast. Frank and the boys showed a good deal of pride and patience during the assembly of this display

*Track display at Plantcon '97*





## Mobile CRUSHER COMES TO TOWN

NS Komatsu has delivered the first BR350JG mobile crusher to be exported from Komatsu Japan. This is a new model in the middle of the range of Komatsu mobile crushers, and is a new venture for NS Komatsu.

The BR350JG weighs in at 30 tonnes and has a production capacity of up to 165 tonnes per hour. Materials processed include rock from river or quarries, and concrete when used in demolition work.

It has many features including a low loading height of 3.1 metres, allowing easy loading over the side or rear. A feature unique to the Komatsu crushers is jaw reverse motion, for clearing jammed material.



*NS Komatsu personnel are instructed in the maintenance and adjusting procedures on the BR350JG.*

Vibratory screens can be fitted, to grade, and feed finished material to two separate output conveyors. These are all driven by the machine's hydraulic system, making it a complete stand-alone unit, with no extra power source required.

The first machine has been delivered to Portaplant, who will use it at the Homebush Olympic Site.

Prior to delivery, general introductory training, service training and customer training was conducted at our Head Office. Design Engineer, Mr. R. Togashi and Product Manager Mr. N. Hiraoka came from Komatsu Japan to conduct the training.

## PC400LC Demolition Machine

Readers will remember the recent tragedy in Canberra, when a hospital was imploded and a piece of flying debris killed a young spectator!

As rare as this accident was, it means that building demolition, from now on, will be done by machine rather than explosives.

The PC400LC Demolition Machine is an example of new methods being used, to give a safer, quieter and cleaner result in demolition.

NS Komatsu recently delivered the first unit to R.J. Brady Demolitions, who will use it in general demolition work around the city area where it will prove to be a safer alternative.

The extended Arm and Boom has a reach of 24 metres, and the demolition head enables the machine to literally "Pull Down" the building from that height piece by piece.

The ideal partnership to this machine comes from the BR350JG Crusher (Featured in the above article) which crushes the debris into more usable rock form.

*The PC400LC Stands Head and Shoulders above the rest at the annual Plantcon exhibition*



# Tradition of Excellence

We continue with the Wabco Australia story.

Thank you for the phone calls and faxes following the Jock West story in the last edition. It created quite some interest.

That was the Jock West story and I gave him full credit for doing everything from repairing machines, running the company and selling equipment.

The first letter I received was from Jock telling me everything that was done in those years was a joint effort by everyone who worked for the company from the cleaner to the managing director. He is very proud of the association he had with everyone and made particular mention of the men who worked in the machine shop, fabrication and assembly areas of the factory, because without their assistance he would not have been able to achieve what he did.

When Jock was appointed Sales Manager, Mining Equipment, he could confidently bring potential customers to the Rydalmere site to let them see the size of the factory, the quality product that was produced and the excellent workmanship that went into every operation. In a display case in the head office foyer at Rydalmere was a section of aluminium body that was manufactured in the factory. When Jock West received the order for trucks with aluminium bodies everyone expected the bodies to be built by specialist aluminium fabricators. Jock had other ideas, he knew the welders at Rydalmere could build the bodies. They didn't let him down. Jock also carried a small

section of welded body with him when he visited customers to show the quality of work that the factory could produce.

The Rydalmere factory was a complete industrial complex all under the one roof.

The machine shop with rows of centre and turret lathes, milling machines, horizontal and vertical boring machines, gear hobbing machines, internal and cylindrical grinding machines, radial arm drills, bandsaws, tool and cutter grinders.

The fabrication section with 250 and 500 ton presses, guillotines, rollers, profile cutters, welding machines of all shapes and sizes

The assembly areas with jigs for everything from making wheels to assembling frames and bodies.

The shot blasting bay large enough to fit frames and body side sheets. The paint shop large enough to fit a complete truck and the heat treatment plant.

Jock was always proud to walk through the factory. It was like one big family, he knew everyone who worked there, they enjoyed working for LeTourneau, and it showed in the quality products they produced. They were doing their bit to continue the tradition of excellence.

In my last article I said in the late 60's and early 70's Wabco had one hundred percent of the large dump truck market in

Australia. David Robertson from Fairfield parts department was the first of many to ask me to clarify this statement and to give an indication of what the market for large dump trucks was in those years.

I believe I may have exaggerated the percentage a little. I have been assured there were a few other trucks sold in that period but without doubt Wabco had the greatest share of the market. Possibly around ninety eight percent.

I have only counted trucks 50 ton and above as large mining trucks and it must be pointed out that the largest rear dump truck sold up until early 1969 was 75 ton.

The only records available from the Rydalmere factory show that the first two 50 ton trucks were sold to Comalco, Weipa in May 1965. This was followed by nine trucks to Dampier Mining, five more to Comalco, two more to Dampier and six side dumps to BHP Whyalla. The Comalco trucks were fitted with aluminium bodies.

The first sale of a large truck to a Western Australian mining company appears to be the sale of eight 65 ton trucks to Goldsworthy Mining in September 1965.

Other customers for 65 ton trucks included Utah and BHP Whyalla.



*S.J. (Jock) West (right) with overseas visitors at the Rydalmere Plant about 1972.*

Utah also purchased four 100 ton bottom dump trucks.

The first sale recorded to Mt. Newman was a 75 ton truck delivered on 31 October 1967.

Other customers for 75 ton trucks included Thiess Brothers, Dampier Mining, Comalco and BHP Whyalla.

From May 1965 to June 1969 there were over eighty large dump trucks sold from the Rydalmere factory. This figure is for trucks from 50 to 75 ton and does not include electric drive trucks, which were first manufactured in 1969. These will be the subject of a more detailed story at a later date.

When the first order was received from MT. Newman for two 75 ton trucks they requested we locate a service engineer on site to look after the trucks for the first six months. The next order received from Mt. Newman was six months later and they asked for the same deal. The partnership between Wabco and Mt. Newman had begun, Jock West never lost a sale and our service engineer was on site for the next twenty five years.

As I write this article we were all saddened to hear of the death of Les Vine. Les died peacefully at home on October 24, surrounded by his family.

I only met Les a couple of times but we spoke many times on the phone. He was a gentleman, a man of high standards and immense character. A true family man and a man who made many friends over the years he worked for Wabco and NS Komatsu.

Les, along with Jim Spowart were among the first people employed by Jock West to set up the Wabco Distribution office in Perth in 1964.

Les was appointed service manager, the position he held until the distribution company was sold to Morgan Equipment in 1980. Les transferred to Morgan

Equipment in the same position and remained with Morgan Equipment until he joined MC Komatsu.

By Tony Holloway.



*Les Vine as he will be remembered*

## CBT Accredited Training

In September, our Western Region were granted formal accreditation of a large bank of training programs and NS Komatsu has been approved as a registered training provider to conduct this training.

Competency Based Training (CBT) is a training system which sets specific learning outcomes, allowing the course participants to be assessed as having the competencies specified in the course.

This takes NS Komatsu forward in the training world, particularly as the bank of materials accredited is amongst the largest lot every approved for a private enterprise.

Congratulations to Western Region and in particular to Ross Graham, our Senior Technical Training Officer in Perth, for this achievement.

CBT is a national recognition system, and consequently NS Komatsu is now able to officially conduct these courses and to issue training certificates with the Australian National Training Authority (ANTA) logo.

## Komatsu Farewells An Old Friend

*Les Vine, Warranty Officer Western Region, sadly passed away on Friday evening 24th October at his home in the care of his loving family. The following eulogy was read at his funeral*

Les joined MC Komatsu in February 1983, where he remained until his retirement in 1997, taking a two year break in 1985 when he travelled with his wife Beth around Australia.

Les was a man who was very dedicated to his job. Every ounce of energy that Les contained was thrown into his work, (unless of course there was a golf game on) and an example of this stays with us today at NS Komatsu with the creation of the library at Les's insight which is now used Australia wide.

Les was a great work mate, and a mate he was. He always had a smile for those who crossed his daily path and enjoyed getting to know his colleagues on a personal level. Whilst Les pretty much always had a good word to say about people, he was the type of man to call a spade a spade, and this applied to everyone.

If Les had something to say, then he would say it, be it work colleague or customer and this honesty earned Les great respect throughout NS Komatsu and the entire mining industry.

Les saw many changes, in his 14 year adventure at NS Komatsu from company name changes to new buildings to an explosion in the workforce numbers. Yet, within all the changes and the ones yet to come, it is hard to imagine anyone making an impression which has been left by Les. We are all the more richer for having known Les, and it has been an honour working with such a kind person whose courage was an inspiration to us all.





# Equal Opportunities

**M**arketing Department in Head Office is a very important part of our company. Charles Foo, Director of Sales and Marketing, said "We recognise the skills and expertise of all our personnel. In particular, we rely on the female staff, involve them in our business and value their comments and suggestions. Through their performance, our department definitely functions more efficiently."

The four female staff in Marketing Department are: **Christa Birch**, Secretary to the National Manager, Ingersoll-Rand Construction and Ingersoll-Rand Sales Coordinator; **Annemaree Gear**, Personal Assistant to the Director of Sales and Marketing; **Jenny Richards**, Secretary for Mining Product Managers and Sales Novelties Administration; and **Keiko Fujiwara**, Marketing Administration Manager.

Christa Birch came to NS Komatsu a year ago, after 8 1/2 years with Ingersoll-Rand Australia in Brisbane. She has a lot of contacts in the worldwide I-R Organisation and enough product knowledge to put the most experienced sales person to the test. Christa is responsible for inventory control, ordering machines from the factories, allocating them to regions, and all related administration. She said "Rick Farrar and I relate together very well. He understands the marketing of the product and supports the regions in this way, while I am the anchor person to make it all happen. I regard myself as a 'doer', which is most necessary in this industry."

When asked about ambition, Christa told us "I would like to become the Personal Assistant to the top executive of a major company."

Her suggestions to other female staff? "Share your knowledge, don't be a hoarder. Treat other people as you would like to be treated yourself. Speak up, as women are heard and listened to more than some of us realise. Be confident within yourself. There is nothing to stop women becoming Product Managers, or filling other key roles."

Annemaree Gear assists Charles Foo in most areas of marketing, with direct responsibility for the majority of sponsorship commitments, organising customer trips, organising sales and marketing conferences, and keeping track of the Advertising and Promotion Budget. There is very little 'secretarial' work, and priorities change from day to day. She recently was heavily involved in arranging our activities at the Bathurst races, and for the past eight months, has been coordinating a national survey of our customers.

She is presently in year two of a three year Diploma in Marketing Management, and may do a three year Business Degree after that. Why?, we asked her. "I have a passion for marketing, and want to become the Marketing or Advertising Manager in a corporation", Annemaree replied.

She told us the good parts of her job include the variety of the work, being able to meet and talk to



*From left to right:- Keiko Fujiwara, Jenny Richards*

many types of people, learning about marketing from Charles, and the multi-skills developed. Recently Annemaree made a PowerPoint presentation on the Moxy trucks to all regional Sales Managers, at a conference held in Melbourne. "I was nervous, but learned a lot from that experience", she said.

Are there any bad parts of the job? "Perhaps, trying to keep up with Charles' schedule", she laughed.

Annemaree suggested that all female employees should find a mentor to be able to talk to, quietly and in confidence. "Keep educating yourself, both informally and at evening college. Always be hungry for more knowledge."

Jenny Richards has more people to "keep in line" than the others, which makes her very busy, and also provides interest, as everyone has a different work method, and require different levels of support. She told us "I enjoy working for the immediate people I am responsible to. We have a friendly relationship, which



*Richards, Christa Birch and Annemaree Gear.*

of course helps on the business level.”

In addition to the Personal Assistant duties for the products named earlier in this article, Jenny is also Chairperson for the OH&S committee, and is responsible for negotiations and management of our novelty supply arrangements.

Jenny is very interested in people. She did her HSC as a mature age student before joining NS Komatsu and is now doing a three year course in Human Resource Management. She sees that HR and OH&S are becoming increasingly important and all companies are becoming more aware of their obligations in these fields. Her ambition is to become a Senior Assistant in the HR Department of a company.

She told us that the variety in her job is one of the good parts. Each evening she plans what she will do the next day, but often other jobs take priority. Tenders and any commercial requirements must come first. The costs of some of the largest equipment took some

getting used to, at first. “A truck worth two million dollars uses tyres costing \$25,000 each. That’s more than my whole car cost, and there are six of them on the truck”, she said.

One improvement to the job would be to get more opportunity to see and understand how the various machines are used in actual operating conditions, Jenny suggested.

Also, covering such a wide range of products limits the depth of involvement. Being able to become more involved would certainly contribute to a better understanding of each product.

Jenny gave these thoughts for our female readers to consider “If you want something, go and get it. All females should feel there are opportunities to really progress. It is limited only by your own ambitions and capabilities - “The Sky’s The Limit”.

Keiko Fujiwara previously worked in Komatsu Japan, and came to NS Komatsu about three years ago. She said that “The good thing about NS Komatsu is we are closer to the customers.”

She has responsibility for stock and cost control, some market analysis and planning, and communicating with the factories. She has direct responsibility for all Komatsu products, and also takes an overall view of the whole Marketing Department’s products as well. Keiko said there is a fine balance between limiting investment in stock and having enough stock available to win customer’s business.

The end of month and end of year times are her busiest periods. She has learnt her typing and computer skills on the job, and is planning to take a marketing

course in future.

Keiko said “The best part of my job is that I really enjoy working with the staff and management of NS Komatsu. They are great people. Marketing people all have the same goal, and a marketing job is good for me.”

When asked about any bad parts of her job, Keiko replied “Of course I am Japanese, but working here, means I am half Japanese and half Australian, half manufacturer and half distributor. Sometimes it is difficult to decide which side I should take, to resolve any issues. On the other hand, often I can use my knowledge of Komatsu, to help arrange things well for both Komatsu and NS Komatsu.”

Keiko reflected that already there are at least four or five females in senior positions within the company. Her suggestion? “If you have any particular area of interest, try to learn about it. Doing a job at the desk, and seeing machines at the jobsite, is quite different. Go and see-”

“Down To Earth” enjoyed putting this article together, as a lot of people probably don’t realise just how pivotal is the role of the people mentioned here. Congratulations to you all.

To all female staff, the overall message seems to be “Keep educating yourself, be a team player, speak up, and go for whatever your ambition is. Let your own drive and capabilities be the limit, nothing else.”

Barry Potter

**We completely replace ourselves every seven years.**

**What will you be that's different or better?**

# Bathurst 97

## Lucky Keyring Winners

### 1st - Jason Egan CSR Readymix

A drive with Alan Jones,  
Accommodation and return  
Airtares

### 2nd - Malcolm Sawers Hymix Quarries

A drive with Alan Jones and  
Accommodation

### 3rd - Trevor Wells DML Resources

A drive with Alan Jones

*Winners Are Grinners!  
Malcolm Sawers, left Jason Egan and  
Trevor Wells with the Team Komatsu  
ladies.*



*Alan Jones at the wheel of the mighty Komatsu Falcon during the 1997 Toohey's 1000.*

The weekend of October 18-19th saw the culmination of a very successful year of racing for Team Komatsu with Alan Jones Racing. The weather was kind and the customers poured into both our hospitality areas. Some 303 guests were catered for on Sunday, 19th with guests coming from as far as Kalgoorlie, Perth, Mackay, Melbourne, Hunter Valley and Sydney.

NS Komatsu provided hospitality in the form of a HD785 dump truck complete with viewing platform constructed in the body and a WA500 wheel loader. The second area was a hospitality marquee where a BBQ lunch was provided.

We were hopeful of a podium finish with Alan Jones at the wheel and successfully dodging the many early collisions that saw some big name drivers come to grief at the hand of the Mountain. But after some power steering "o" ring failure and officials flagging the car in for continual analysis, consequently set back some 8 laps off the pace. Jason Bright put the team back into the top 10 (in fact 8th) before he had a flat tyre, which then resulted in us finishing 11th. A formidable result considering the many frustrations the team were experiencing with mechanical downtimes.

A highlight of the day was a raffle draw of a lucky Team Komatsu keyring, which every customer was given prior to the race, engraved with a number and a chance to win a race track, full speed laps with Alan Jones.

From all reports, our customers had a very enjoyable day and loved the views from the truck. We have had many request that the truck and wheel loader concept be a part of the event for the next year. The concept was, as follows:-

- \* To create awareness of Komatsu and what we sell: Where there was none.
- \* Increase awareness, where there was little: and
- \* Recognition of Komatsu and racing: To build relationships.

To many hands of support and help provided over the whole event, leading up to and during, I say a very sincere and grateful, Thankyou.

Annemaree Gear

## High Flying Haulpak

A Russian AN124-100 air cargo plane with a cargo capacity of 132 tons, sits with it's nose open ready to accept a Haulpak 510E dump truck, the first of three to be transported to a mine in the Republic of Sakha, Russian Federation.

This was the first air shipment of mining trucks from Peoria to a location in Russia via Anchorage.





# Around The Traps

## Head Office Fairfield

Congratulations to fourth year apprentice Motor Mechanic **Greg Dunn** on becoming Apprentice of the Year Plant Mechanic.

Congratulations to Lisa and Gary Steen on the birth of Courtney on the 21st September. Courtney is their second daughter and sister to Nicole and brother Ross.

A belated welcome to new Fairfield Admin. section staff, Cherie Graham, Sonia Ricketts and Kirstie Gallagher. Also congratulations to Cherie Graham on her marriage to Justin Tracey on the 22nd November.

Welcome to Craig Gillan of the Service Department.

Other staff movements include Steve Wolanyk, Vaughan Honeysett and Greg Dunn to Field Service whilst Gavin Stewart and Robert Midgley move into Leading Hand positions in the workshop at Assembly Revenue / Used respectively.

Congratulations to Peter and Karen Gledhill on the birth of their son Darren John on the 14th September and to Glen and Louise Adams on the birth of their daughter Sarah Louise. Little Sarah was born 10 weeks premature weighing a mere 1080gms. Thanks go out to the medical staff of John Hunter Hospital, Newcastle. She is now doing well at three months and weighing a healthy 6lbs 3ozs.

## Hunter Valley

Congratulations to Barry Moore and Jodie Stampford on their marriage on the 20th September. Barry and Jodie now live in Brisbane after Barry received a transfer to Brisbane Branch.

## Who Am I?

1. I am large with thick silver (not grey) hair.
2. I have been in my job for 17 of my 50+ years.
3. I drive extensively from East to West and North to do my job.
4. My footie team won the grand final and took "The Mug" home for the first time in history. (in case you hadn't heard)
5. My consumption of fluids and solids is known to be higher than the miners in the Mintabee, Coober Pedy and Leigh Creek, not to mention the loggers in the Mt Gambier area and the drillers in Moomba.
6. Lately, I have added sales to my other jobs (again).
7. I have been mistaken for a "Beached Whale" on the foreshore of York Peninsular during my Christmas break.
8. I relax at weekends at Morgan on waterskis. (that would really be a sight to behold)
9. Nottage Hill is the spirit of my life.
10. When requested to wear a tie when working in the opal fields, I "offered" to wear a bow tie.
11. When coming home from work one afternoon, I was peering on my wife in the front garden when I collided head-on with another car.
12. My mobile phone is often 'out of range or unattended' and obviously has a lack of memory in it's message bank.
13. No-one will share a room with me due to my snoring or have a motel room near mine because I am totally inconsiderate. (When I am up, everyone is up)
14. I have prescription spectacles but prefer to borrow women's glasses 'cos I'm cute in pink frames'. (This will be explained in the next issue).

## Issue 11's Who Am I Celebrity



Last issue's celebrity was a very special one - our new Managing Director **Ian Oliveri**.

Because of such a well known figure, we had a record number of entries, with 37 correct.

The correct entries are shown below

John Halantas	Melbourne
Pam O'Connor	Head Office
John Reid	Head Office
Sharyne Andrews	Melbourne
Glen McHugh	Melbourne
Rod Green	Melbourne
Richard Locke	Hobart
Malcolm Klose	Adelaide
Geoff Deller	Head Office (Melb.)
Russell Wheaton	Melbourne
Dean Purchase	Melbourne
Kieren Sheridan	Melbourne
Reg Chapman	Pirtek
	Melbourne
Shane Riley	Melbourne
David Cippolone	Melbourne
Karen Binos	Melbourne
Phil Jenaway	Perth
Johnny Davis	Launceston
Gordon Lawrence	Wodonga
Graham Davies	Adelaide
Darryl Beall	Adelaide
Greg Wakeford	Head Office
John Richards	Mackay
Richard Eilers	Melbourne
Steve Rowland	Perth
Belinda Dally	Perth
Tracey Firman	Perth
Fiona Browning	Perth
Greg Luckett	Adelaide
Roger Kain	Adelaide
Ted Widdicombe	Gippsland
Rachel Chapman	Adelaide
Eric Glover	Adelaide
Mary Poschkens	Whyalla
Charlie Galea	Shepparton
	Motor Panels
Gary Meyer	Melbourne
Kevin Twisleton	Melbourne

As usual, Dave Field put all the entries into the hat and Geoff Deller drew out the winning entry. The winner was **RUSSELL WHEATON**, Field Serviceman of our Melbourne Branch. *Congratulations Russell.*

*We have sent you a novelty prize.*

## 10.

Congratulations also to Carol and Jason Hedges on the birth of their daughter Samantha Grace on the 25th October. Samantha weighs in at 6lbs 14ozs.

### First Moxy Sale in the Hunter Valley

Congratulation to Nigel Newton of Hunter Valley Branch for his first sale as Mining Sales Representative. This sale represents a number of firsts including first Moxy into Hunter Valley Mining Industry.

The Moxy, an MT27, will be used as a water cart at the Liddell Coal Prep Plant.

Nigel wishes to thank all concerned for their support and assistance in the sale. A Credit To "Team Spirit".

### Southern Region

Steve Leicester (Product Support) is now our Used Equipment Rep.

Welcome to Joanne Barletta, who joined us in September. Joanne is now Accounts Payable for Southern Region.

Welcome also to Enio Markesich (Parts Department) who joined us as Parts Interpreter and Sharyne Andrews, promoted to the position of Secretary to the General Manager.

Virginia Davidson and family have moved North to Sydney.

Congratulation to Sema and Erkal Yayintas on the birth of their second daughter Sizan. Sizan is now sister to Seda.

Congratulations to Sharyne Andrews

### Western Region Strikes Gold

NS Komatsu Western Region came out on top this year at the Kalgoorlie Expo. The Expo is held annually and had the theme of "Innovation" for 1997 where NS Komatsu received the Gold Award for the "Most Outstanding Stand". The exhibit was based on "Working On Mars" where some great effects were put to use.

Roughly 400-500 people per hour visited the stand during the Expo. Well done to all those involved.

and Rob Green (Parts Manager) who both are celebrating 10 years of service.

Congratulations to Peter Killey (General Manager), Dave Field (Training Manager) and Lynne Curtis (Parts Clerk) who all celebrated their 50th birthdays in October.

The Footy Tipping Winners are

1st - Lynne Curtis

2nd - Vicky Sharp

3rd - Johnny Davis (TAS)

Our coming events for the social club are a Car Rally, Childrens Christmas Party and the Staff Christmas Party which will be held at the Hotel Sofitel. The theme for this year will be "Phantom of the Opera". There will be a grand prize of accommodation for two including breakfast at the Hotel Sofitel....Can't wait to see these photo's!!!

A great day was had by all at the Sandown Races. With the help of Lynne Curtis, Karen Binos and Stephen Hardy (from Motif Australia) we had a large display stand of clothing and promotional items. A HUGE SUCCESS.

We would like to congratulate Ross Nicol and wife Wendy on the birth of their first baby, a boy - Alexander John on the 27th August. All is well with Wendy and baby but poor Ross has to get used to the sleepless nights from now on. (Oh well! Who said it would be easy Ross?).

A BIG Happy birthday goes to Bob Cooper who celebrated his 60th birthday on the 10th October. We would like to wish him all the best for many more.

### Western Region

#### Personnel News

Congratulations to Jim Chadwick (Sales) and wife Sue, who celebrated their 25th wedding anniversary on the 29th August. When we asked Jim what the secret to a successful marriage was he replied "I don't know how I did it, the woman is a pain in the butt!" (Joking of course).

Congratulations to Tim Greenham (Sales) and wife Sue on the birth of their second child and daughter, Elenor on the 20th September, weighing in at 8 pounds 6ozs.

Congratulations to Steve Lihou (Service) and wife Barara welcomed their son Jayden into the world on the 10th September weighing in at 7 pounds 11ozs. Jayden, their second son is brother to Matthew.

David Finck (Sales) married finance Jackie on Sunday 11th October. The couple headed off to the East Coast for their honeymoon where they visited Cairns, Pt Douglas, Sydney and Adelaide. Congratulations to you both.

#### Business News

A PC120 excavator is being used at the Kalgoorlie Nickle Smelter to break out Slag build up from the Smelting Pots. Mounted is a hydraulic slick with a rock breaker which works on contact. Each pot is worth half-a-million dollars so precision manoeuvring and breaking of slag has to be exact so as not to crack or punch holes in them.

The machine has been fitted with a high mounted profile cab, high temperature hoses and casings to pipe work on the dipper stick to the breaker. Kalgoorlie Branch takes



*The PC120 at work in the Kalgoorlie Nickle Smelter.*



care of all service and maintenance requirements including technical support and training.

Our PC120 replaces a Hitachi UH071 which was retained by NS Komatsu as a back-up unit, but has not been used to date.

## DARWIN DELIGHTS

If you think NS Komatsu Darwin Branch is a hot, dry and dusty site, think again!!

As you can see by the following photographs, Darwin Branch is an oasis. With the lush green garden at the front entrance and an equally effective Parts and Service amenity.

Our Parts people are small in number but large in effort with David Cocker heading the team as Parts Manager, Geoff Hall driving the Sales Counter and David Bicknell backing up with Warehouse and Sales responsibilities.

As usual with all our branches, these three have a wealth of Parts knowledge to serve Komatsu, Haulpak, Dresser, Moxy, Berco and Ingersoll-Rand enquiries.

Just to get these three guys together to pose for this photograph was an effort in itself as the telephone tends to become a fixed part of a Parts person's ear.

During the taking of this photograph, the branch received a visit from the local competition's Field Representative, intent on obtaining a spare part for 'another' brand of machine.

This is typical of branches in the far North where everybody helps out and Darwin Branch is no exception.



*The front entrance to Darwin Branch showing the tropical gardens.*



*Left to right are David Cocker, David Bicknell and George Hall.*

## NORTH QUEENSLAND

The Mackay Industry Awards were held on Friday 17th October. NS Komatsu was nominated in the Heavy Engineering/Manufacturing category along with G&S Engineering and REB Engineering. NS Komatsu, with the majority of votes, won this category and we now have a beautiful plaque hanging on the office wall to commemorate our achievement.

Early September saw our Major Accounts Manager, Graham Moohin, escort members from the Julius Kruttschnitt Mineral Research Centre, (A division of the University of Queensland) to the United States for a tour of various mines operating D575 Dozers. The tour was part of a project called the ACARP Project C5008 designed to improve understanding of Dozer operations in open-cut coal mines. This study tour was organised to see first hand, how Dozers are incorporated into the production cycle of a number of mining operations and to gain a first hand understanding of the conditions under which these operations achieve success.

Our customers were very impressed with the D575 Dozers seen. Komatsu Mining Systems Inc. Vice President International Sales, Stuart R. Cotterill assisted in the tour and his positive attitude and professionalism contributed to the good impressions made.

Saturday 20th September, Mackay Branch held a Mini Excavator Release featuring the new PC20R-8, PC45R-8 and PC95-1 excavators. Customers were invited to come down and operate the new machines and enjoy some light

refreshments and sausage sizzle. The day was a big success with some new prospects discovered. Even Leanne Sutton, our Sales Administrator, had a go on a PC20R8 supervised by our Trainer, Bluey Townsley.

General Line sales are up with multiple sales of I-R SD100 Rollers. One customer bought four.

Evanbank Plant Hire have purchased a new PC1000SP-1 excavator which should be delivered toward the end of November.

Peak Downs Shire Council in North Queensland region, have purchased the first HD255-5 truck sold in Australia and are said to be very happy with their investment.

South Blackwater Coal Ltd have purchased a new D375A-3 Dozer and I-R DM-M3 Drill.

### Social News

Illawong Lakes Resort will be the venue for Mackay Branch Social Club Christmas function to be held on Saturday 29th November.

There will also be a Kids Ski Day the weekend before, Sunday 23rd. Bluey Townsley will be filling the boots of Santa this year arriving in a ski boat.

Rob Venema, Product Support Advisor at BHP for the D575 Superdozers, has reached 12 years of service with Komatsu. Rob started back in 1985 in Brisbane (Field Service) spending some time in Western Australia where he was involved in the first fleet of Komatsu equipment at Leonora and Kalgoorlie. Rob transferred to the Hunter Valley in 1991 when the first D575 was delivered to Australia transferring back to Brisbane in 1993 to take up a Leading Hand position.

Rod transferred again in 1995 to North Queensland to take up his current position as Product Support Advisor.

David Laidlaw has also reached the 10 year mark with Komatsu. David stated in 1987 in Melbourne with Force Power as Sales Manager and was there for the name change ANI - NS before transferring to Mackay to become Sales Manager for North Queensland Region.

## 12.

Congratulations to Andrew Blomfield (Field Service) and fiancée Maria on their engagement.

Welcome to Sonia, our new Parts Interpreter who joined us in October and Darren Zimon who filled the role of resident Service Fitter (Mt Isa) in August.

Welcome back Helen Porter (Service Clerk).

Tim Callaghan did us proud in on the cricket pitch by joining up with Howard Springs Earthmoving to lose by a small margin to Pajingo Joint Venture on October 12.

Townsville adults Christmas function this year is at the Metropole Hotel Garden Bar. The kids party will be held at the mini golf complex .

## BRISBANE

The inaugural 1997 RACQ Women's Team Challenge Regatta, hosted by Sommerville House (private ladies college in Brisbane) was held on Sunday 9th November at Milton Reach on the Brisbane River.

They were keen to encourage private organisations to sponsor crews for this event as they felt it offered two major benefits for any organisation competing.

Firstly, it was an extended team building exercise for women of their staff in a challenging new team activity and secondly, offered extensive corporate exposure in a competitive and convivial environment at minimal cost.

Our management agreed to sponsor a women's team for the Regatta.

The five crazy ladies to volunteer for the challenge were:-

**Pauline Armstrong** (Secretary to the GM) took on the position of Cox.

**Linda Olsen** (Receptionist) - Stroke.

**Robyn Duffy-Jones** (Sales Secretary) seated in the #2 spot.

**Michelle Creamer** (Credit Controller) seated in #3 spot with **Jane Brimblecombe** (Accountant) at the Bow.

The criteria for the event was that all contestants came under the "Novice" category (Little or no rowing experience at all) so that every crew

started with the same handicap.

Although a handful of entrants had many years ago (at school) done a little rowing, basically everyone was definitely in the "novice" category.

16 crews in all competed, coming in all shapes and sizes, tall, short, thin and thick but that was not the issue. Just getting into the boat without putting your foot through the bottom, rowing in a straight line, dodging other crews not to mention the River Cats which on a couple of occasions, had to make minor detours to avoid us, not falling into the river and most importantly, having fun, was all one could ask for.

The challenge was launched at a Meet-The-Fleet function on Friday evening, 10th October, and representatives from all the rival crews were invited to attend.

Team Komatsu, along with the other crews, were introduced to their coach, assigned training days and starting times....Shock horror, Wednesday's and Sunday's commencing 13th October at 5.30am on the Brisbane River.

On the second day's training all crews were given their T-shirts and caps which had to be worn every training session as they were sponsored themselves by 4KQ Radio Station Brisbane.

On the BIG DAY, corporate crews were encouraged to establish their presence on the river banks with tents and marquees, signs, products, etc. which NS Komatsu Brisbane did in fine style.

Following the trophy and award presentations, we all got stuck into the barbecue with family, friends and workmates.

We won our heat to advance to the semi-final (although after thinking we had crossed the finish line and eased up on the oars when in fact we hadn't, it was lucky we had enough distance between us and second place).

In the semi's, we blitzed the opposition and went on to take third out of 16 crews in

the final.

In conclusion, the members of Team Komatsu would like to thank Trevor Fraser (General Manager) and Peter Love (Sales Manager) for giving us the opportunity to participate and for all the support from staff members, family and friends. (110 in all).

It proved to be a great exercise in team building and generated a lot of interest in the branch. Apart from the laughter and fun, it was a tough slog at times and when we had a bad day, we really had a bad day but that is what the challenge is all about, a challenge.

There are stories that will live on for quite some time, friendships made and real sense of achievement found.

Finally, we would like to extend our thanks to Peter Dickson (Operator/Demonstrator Trainer) and Tony Ryder (from Computer Logic) who gave up a Sunday morning sleep-in to venture out with the coach to video a morning practice session. It is very much appreciated guys - thanks a million.

### Footnote:

*To all NS Komatsu ladies - if ever the opportunity arises whereby you can compete in such an event as a Women's Regatta and your management is willing to sponsor you, go for it as we all had an absolute ball. It is definitely not a glamour sport (at 4:30am who can be bothered), but we met some really great people who freely gave of their time and expertise. If we met the challenge and did it, anybody can do it - shape, height and age should not be a deterrent. A couple of the crew members, because they enjoyed it so much, are now seriously thinking about joining a rowing club.....Robyn, Michelle, Jane, Linda & Pauline.*

*Team Komatsu Crew Members Left - right Linda Olsen, Robyn Duffy-Jones, Michelle Creamer, Jane Brimblecombe, Pauline Armstrong and coach Naomi.*

