

# D/E

› DOWN TO EARTH MAGAZINE

› Autumn 2005 › ISSUE 36



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- › GREGG SCANLAN: NEW GM MINING
- › NEW G.E.T. LINE
- › D475-A5 SUPERDOZER  
20% MORE PRODUCTION

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**Bill Pike**  
**Managing Director**  
 Komatsu Australia Pty Ltd

# KOMATSU COMMENTS

**The March quarter has been a busy period for Komatsu globally as another financial year draws to an end.**

Komatsu Australia posted another successful year with record sales approaching the billion dollar mark and the balance sheet revealing a strong financial position. We are well placed to move into the next phase of our business plan.

We have also exceeded our projected sales targets on equipment with over 1000 new units sold across our utility, construction and mining markets, as well as 669 units in used equipment sales.

Our parts and service teams also returned outstanding results with strong growth recorded in both areas.

We are well underway with the new One Komatsu program. The first two phases, the scoping and the business blueprint design, are now completed. Many difficult problems have been reviewed and new challenges accepted. This hard work will ultimately deliver a superior outcome to Komatsu Australia.

The realisation phase has just commenced and the project team is configuring the new ERP based on the finalised blueprint which provided a comprehensive definition of agreed business requirements and the 'to be' business processes for Komatsu Australia.

Thank you to the One Komatsu team and everyone who participated in the many workshops and discussions for their efforts and contribution to

this program.

In line with the One Komatsu program, the recent business transformation is designed to strengthen our existing management base and provide a platform for business development and growth. All of us must be committed to the concept of continuous improvement and higher levels of corporate governance.

Whilst our results are encouraging there's still a great deal of hard work ahead of us. We intend to grow our business by concentrating on customer satisfaction and improved business processes.

To all our customers and Komatsu Australia staff, thank you for your support for the past financial year and we look forward to a mutually prosperous 2005.

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### Front Cover

D475-A5 Super dozer gives 20% more production



## KOMATSU ADT HAS PLENTY OF POWER IN STEEP QUARRY



The new HM400-1 ADT is offering Boral at Cedars Quarry superior traction and articulated manoeuvrability

**A Komatsu HM400-1 articulated dump truck has proved to be a far more effective haulage unit than a rigid truck for carting material in a central Queensland Quarry.**

The truck was delivered to Boral Cedars Quarry in Mackay in early September 2004, and since then has done around 2000 hours.

The Cedars Quarry is a hard rock operation, producing aggregates and roadbase for customers throughout central Queensland, as far north as Townsville and as far south as Sarina.

Other material produced by the quarry includes a diverse range of products from crusher dust through to large oversize stone.

Quarry manager Garry Thomson said the quarry had realised the benefits of the new truck when developing a new production bench.

"We only operate one dump truck and the articulated

Komatsu HM400-1 replaced a rigid dump truck. It is used to carry excavated rock of various types and grades from our four 12 m benches to the crushing plant, which is about half a kilometre away," Garry said.

"During the development stage of the drop cut for our new and deeper bench, the rock had to be carted up a haul road that was steeper, tighter and rougher than the road from our other benches.

"The drivers of the HM400-1 have reported that its higher power, superior traction from the six wheel drive and articulated manoeuvrability made the job far easier than with the previous, rigid dump truck.

"It is important for productivity that the truck is capable of hauling full loads out of all of our benches. This results in fewer trips per day, lower overall fuel use and lower costs."

According to Garry, the truck is

also proving reliable and is popular with operators.

"We've been very very happy with it. It's been extremely reliable and has given us no problems at all," he said.

"In addition, both the operators love it; they're both very happy with it. It's comfortable, easy to drive and has good visibility," said Garry.

The Komatsu articulated dump truck range was only recently released on the Australian market. The first released was the 36 tonne (40 US ton) HM400-1. Fitted with 100% Komatsu components, it offers superior power to weight ratio and brings rigid truck reliability and durability to articulated dump trucks.



HM400-1 is fitted with 100% Komatsu components



## SYDNEY-BASED PLANT HIRER OPTS FOR THE BEST



Austeire's PC200-7 working on the Lane Cove tunnel project

**When Sydney-based plant hirer Austeire Services started up seven years ago, owners Mark Haugh and Joe McHale decided they wanted to offer the best possible service, reliability and production.**

For that reason, they decided to specialise in Komatsu excavators for their bulk excavation fleet - today they own a fleet of PC200s and PC300s - and make sure they employ the best operators around.

"Since we started in business, we've worked on all the big high profile projects: Eastern Distributor, M5 East, F3 Extension, Eastwood Brick pit, the Bangor Bypass," said Mark.

"Projects we are currently working on include the Cross-City Tunnel, the M7 and the Lane Cove tunnel.

"We are working for the biggest contractors around, and they demand very high reliability and good operators - and we aim to provide that.

"We've had a good run from our Komatsu PC200-6s, and we are now just trading in the last of them for the new PC200-7s.

"These new models are very good machines: comfortable, responsive, good visibility. The operators really like them, and that's important to us.

"The reason I really like them is their excellent fuel consumption; it's even better than we were getting on our PC200-6s."

In addition to its PC200 and PC300 fleet, Austeire Services also runs numerous PC120-6s, a range of 3-8 tonne mini excavators, plus skidsteers, water carts, trucks (bogies and single axles) and other equipment.

All its excavators are piped up to take attachments, including hammers, compaction plates and wheels, grabs and rocksaws. All go to each site with tilt buckets and hammers as standard.

"Essentially, we are able to supply any sized excavator from around 3 tonnes up to 30 tonnes, with whatever attachments a client wants," said Mark.

"But really, the key to our operation is having the best operators we can find.

We've had some with us from the time we started, and we make sure we have the best in the business.

"That's a key reason why we buy Komatsu. The operators are proud to work in them, they look after them, and they are happy to come to work each day.

"As a result, we have very strong customer loyalty, because we provide good

machines, good operators - and we don't let them down."

Co-owner Joe McHale, who looks after all Austeire's fleet maintenance, says that the service schedule is easy to adhere to with the Komatsu excavators.

"We've found the service times on the Dash 7s are greatly reduced because of easy accessibility, and we have never had a major component failure on any of our Komatsu machines," he said.

Mark's opinions of his Komatsu excavators were backed up by two of his PC200-7 operators, Darron Waters and Steve Boyce.

Darron, who's operated excavators for 20 years, said he found the latest model "excellent to drive".

"Until I joined Austeire Services a couple of years ago, I'd mainly had experience on the larger ones, the PC1200s and PC1600s," said Darron.

"But these machines are great to drive. They're zappy, comfortable, really good to operate."

His comments were echoed by Steve Boyce. "These are good, steady machines. And mechanically, they are perfect, just so reliable.

"They've got good comfort and visibility, and they are really good on fuel," he said.

For further information on Austeire's range of machines and services, contact Mark Haugh on 0415 617 650.



PC200-7 comfortable and responsive for the operators

## PC50MR-2'S AGILITY WINS WHEN THE GOING GETS TIGHT

**When you buy new equipment it pays to research the subject thoroughly - and it's that sort of thoroughness which lead Brisbane contractor Jakarta Earthworx to purchase a PC50MR-2 Komatsu mini-excavator just on 12 months ago.**

Jakarta is a small company, owned by Karyn Adams and operated by her partner Bruce Smith, and specialising in general hire and drainage contracting.

Ninety percent of the work is carried out on or around domestic properties, with the remainder on industrial drainage and stormwater jobs within the Brisbane suburban area.

Forty-three year old Bruce has been a plant operator for 12 years and bought the short-tail PC50MR-2 after extensive evaluation of the Komatsu and opposition products.

"As a small operator in a very competitive market, we can't afford to be casual about equipment purchases," he said.

"I spent a lot of time comparing the PC50 with its opposition, and in the end it just had too much going for it."

Bruce said the Komatsu had a larger cab than its closest competitor - a tangible benefit when you're working in the machine all day - and that helped influence his decision.

"The Komatsu also had a big 120mm kingpin on the boom," said Bruce, "so my immediate impression was of a very solid machine."

His impression was accurate. To date, the PC50MR-2 has clocked up 1100 hours with not a minute's downtime.

The secret of success in this line of work is not merely keeping plant fully employed, but running a combination that will yield efficiency, productivity, and at the end of the day a decent profit margin.

According to Bruce, the five-tonne PC50MR-2 turned out to be an ideal match for Jakarta's Komatsu SK714 skid-steer loader, which the company bought eight months earlier and



Bruce Smith with the PC50MR-2

I'm working in confined spaces. The Komatsu really is very manoeuvrable in that sort of situation, and the skidsteer has proven just as agile and productive."

Bruce likes the easy maintenance on the mini excavator too. All the door panels open to give access to hydraulics, and with a tilting cab it's easy to get at the hoses.

is yet to see falter with any sort of mechanical problem.

"Given their respective capacities and power characteristics," he said, "these two are the most favourable combination for the type of work we do."

"I can sneak down 2 m wide driveways in the PC50, and because there's no rear overhang I don't have to worry about snagging anything when

Would Jakarta buy another PC50MR-2 if an increase in business required additional plant investment?

"Yes, I reckon I would," he said. "You can't really complain when a machine is doing everything you hoped it would and there have been no mechanical problems. For us it's been a great little worker."

## KOMATSU SUPPORTS TSUNAMI RELIEF

Komatsu Ltd has thrown itself behind global relief efforts for victims of the Boxing Day tsunami and earthquake off Sumatra, pledging ¥200 million (\$A2.4 million) worth of aid to

the areas damaged by the disaster. This has included supplying construction equipment and operators to the region, and cash donations to the Red Cross.





## KOMATSU LONG-REACH AND GPS COMBO CUTS MARINA COSTS



The dual features of the PC400-6 and Topcon's GPS are saving time and money for Maw Civil

**A Komatsu PC400-6 fitted with a 19.8 m (65 ft) stick and a Topcon GPS-based position monitoring and depth-monitoring system is helping substantially cut time and costs on a complex marina development at Safety Beach, on the south-eastern side of Melbourne's Port Phillip Bay.**

Victorian contractor Maw Civil has the contract for the construction of two sea walls at Safety Beach, for the Mount Martha Cove marina development, where it is subcontracting to head contractor Boulderstone Hornibrook.

Estimated savings using the excavator and Topcon GPS+ technology are 25-30% in costs, up to one-fifth of the time otherwise required, plus minimising water pollution and siltation and reduced use of scarce resources.

Each of the sea walls consists of about 50,000 tonnes of rock core weighing around 150 kg

apiece. A secondary layer of rock, with each one weighing 100-300 kg apiece, follows this.

The outer layer is rock armour, which is progressively beefed up as the wall extends out into the bay. Initially, this armour rock is 600 kg apiece, then goes up to 1.1 tonnes, then 2 tonnes and finally 3 tonnes apiece.

In addition, each sea wall requires 20,000 cu m of excavation in which the core sits.

According to Maw Civil's managing director John Plumridge, Topcon's System 5+ is giving accuracies to within 30-40 mm on this project.

"This is well within the specification of a deviation of 150 mm, 1 m off the alignment," he said.

"Everything the excavators do is recorded on the system, and downloaded by the surveyor from the excavator. It's then reconciled and submitted to

Boulderstones as completed works, who are happy to accept it in that format."

He said there was "absolutely no way" Maw Civil could have done this job to the specifications required without the combination of the long-reach Komatsu excavator and GPS+ system.

"Our only option would have been to go around in a rowboat with a staff," he said. "Certainly without this system, the job would be do-able, but the amount of time it would take for underwater surveys and checking, could make it take up to five times as long."

John said this was the first time this sort of job had been done in Victoria, using this technology.

The PC400-6 long-reach has also had an interesting time on this project. In September 2004, it fell off a section of the marina and into the sea. As a result of this, it was written off by Maw

Civil's insurance company. However, John opted to purchase it back and repair it himself.

"It's now working again perfectly," he said.

Maw Civil specialises in subdivisions, golf courses, breakwaters, general civil works and local government works.

The company has around 50 employees and about 50 pieces of equipment, including nine excavators, five dozers, six graders, scrapers, loaders, backhoes, floats, truck and trailer combinations, rollers, skidsteers, etc.

Its history goes back about 50 years, with John Plumridge becoming involved some years ago when he purchased a share of the company and merged his own Japco into Maw Civil.

John is also vice president of the Victorian branch of the Civil Contractors Federation.

## KOMATSU HELPS OTAGO CONTRACTOR FIND A GOOD USED GRADER



GD530A an exceptional performer for Joyce contracting

**When Otago-based contractor Joyce's Contracting wanted to expand its capabilities with the addition of a grader to its fleet, it decided a Komatsu grader was the way to go.**

It had a fleet of Komatsu diggers, and a good relationship with the company and its NZ used equipment rep Phil Thomson.

However, the challenge was to find a good quality used Komatsu grader at the right price, as operations manager Tim Joyce explained.

"We decided we wanted a used grader, but we didn't want a really old one, because reliability is very important to us.

"Unfortunately, good used graders are hard to get at a reasonable price. We were also pretty keen on getting a Komatsu, because we've had a really good run with our diggers; Komatsu has been very good on parts and support.

"A Komatsu GD530A came up for sale locally, but in the end we just missed out on it," said Tim.

"Then Phil Thomson managed to source a recently traded GD530A in Australia, and shipped it over for us. It was previously owned by Huon Valley Council in Tasmania - which has just upgraded to a couple of larger Komatsu graders - and has about 4000 hours on it.

"We've had it since December 2004, and we've been very pleased with it. It's an exceptionally good performer, and is just right for our needs.

"We've also been very pleased

with how Komatsu and Phil have helped us. They said they would find something, they did - and it's all worked out very well," said Tim.

Joyce's Contracting is owned by Tim's mother Ngaire, and is based at Dunback.

It carries out general contracting work in the Otago area, working for farmers, local councils, the local quarry, and for contractor Oceana Gold at the Macraes Goldmine (the only hardrock gold mine in the South Island).

"We do just about anything, from fence lines to dams, road construction and maintenance, farm and haul road work, you name it," said Tim.

"With increasing demand for farm and haul road maintenance, we saw an opportunity in adding a grader to our fleet."

Joyce's Contracting's digger fleet is all Komatsu, consisting of a PC120-5, two PC120-6s and three PC200-7s, plus a 20 tonne dozer and three 6x4 tippers.



Tim Joyce with the GD530A grader



# COUNCIL SWITCHES TO KOMATSU AND REAPS THE BENEFIT



GD655-3 grader gives the operator great control for trimming work

falling over the back of the blade and in front of the axle." Which shows you how much power it had," he said.

All up, it was a persuasive argument. Having studied the contenders, seen the proof and then made their decision, in February this year John and his colleagues recommended that Council purchase a 104 kW GD655-3, and a Komatsu WA320-5 front-end loader with a 3.2 cu m bucket.

Since then, both machines have won favourable comment from council operators. They like the large, well appointed cab on the grader, its pushing power, and the ease of operation conferred by the powershift transmission.

"This powershift function is a real advantage," said John. "It makes the grader easier to operate for one thing, but it gives the operator terrific control when he's doing fine trimming work around guide posts and so on.

"Grader controls are universal these days, but the guys tell me the controls for the side-shift, circle and blade are really well laid out and easy to use.

Visibility is a huge factor in grader operation too, and they have nothing but praise for that aspect of the 655.

"I guess you could say we're all satisfied that we made the right decision," said John.

"We saved money by not going back to our original supplier - something like \$40,000 I believe - so right now we're very happy we switched to Komatsu."

**As the gateway to the Outback, Central NSW is famous for many things - and one of them is the often-harsh environment.**

Out near Narromine, between Dubbo and Nyngan, there's heat aplenty, and fine bulldust that puts air and fuel filtering systems to the ultimate test.

Narromine Council had these conditions in mind when late in

2004, plant superintendent John Hutchinson and his crew started the search for a new grader and front-end loader.

The grader was destined for road maintenance and construction work while the loader would combine with two truck-and-dog combinations and a rigid tipper.

"We'd had a long association

with another manufacturer when we started this search," said John, "but with this acquisition we decided to thoroughly evaluate the market before buying anything.

"In the course of that process we visited several Sydney operations, batching plants and so on, and it turned out that they were using Komatsu equipment right across the board.

"In every instance the guys told me the Komatsu gear that had copped a flogging every day for 10 or 12 years was still going strong. Their comments were pretty unequivocal, in fact they told me they 'wouldn't have anything else'."

During the evaluation of the grader, John said he saw a GD655-3 pushing so much dirt that the material was



WA320-5 at Narromine Council

## LONG-LIFE KOMATSU FOREST LOADERS IN NZ



WA320-3 fitted with log grapples handling pulp logs

**Whangarei-based Forest Loaders Ltd is a major provider of log marshalling and processing services to Toll Rail and other forestry companies operating from Auckland north, handling in excess of 600,000 tonnes per year.**

Established in 1995 by owner Terry Budgen, a major part of Forest Loaders' log-handling operations is a fleet of Komatsu wheel loaders, all fitted with log grapples.

This fleet includes a WA320-1 loader, purchased used in 1995 and which has logged 20,500 hours, a second WA320-1 with 14,000 hours, a WA380-1, a WA320-3H and a new WA380-5, plus a few loaders of other makes.

These loaders are typically used for handling pulp logs from 3.7 to 6 m long, and sawlogs up to 5.2 m long.

There is also a Komatsu PC200-6, again with a log-handling grapple, used for unloading logging residue (7.0 m to 3.7 m)

from rail wagons for feeding into a chip mill.

Forest Loaders' operations include loading and unloading of trucks and trains at a chip mill, log transfer stations, storage yards and export terminals, mostly under total management contracts.

It has a contract for loading logs for export to Japanese woodchip mills at the new Northport terminal, strapping them up in 4 tonne bundles, ready for transfer to the ship.

It handles a full spectrum of log grades from pruned butts for high-grade veneer, export saw logs and pulp, through to domestic pulp including logging residue, short pulp and oversize pulp.

Forest Loaders stores and feeds into a chipper up to 1000 tonnes of logs daily, something it has been doing successfully for the past eight years.

Loose logs are fed into a drum de-barker, using the new WA380-5 and the PC200-6.

Other associated duties such as loading bark from the chipping plant to log yard maintenance are also undertaken by the company.

In the early years of the company, Terry built Forest Loaders up with the purchase of good quality used equipment, which he kept well maintained to ensure reliability.

"Most of our purchases these days are of new equipment," he said. "We can afford to now, with more equity in the company, and a wider customer base. This in turn ensures excellent service and reliability for those customers."

Terry has always focused on ensuring his equipment is maintained in top operating condition.

"We follow a reasonably strict computer-generated maintenance program, which we designed ourselves, and which is based around the manufacturer's service recommendations," he said.

"That's paid off for us. For example, it's meant we have our WA320-1 here that's done over 20,000 hours, very much trouble-free."

This loader has recently had a major overhaul, including rebuilt engine and transmission, and a new coat of paint, which has resulted in it "coming up like new".

"We have just upgraded our computer system so that it will now monitor fuel consumption, repairs and maintenance costs, etc for all of our equipment, so we'll know exactly what each machine costs us to run," said Terry.

"Having this integrated computer machine maintenance program allows us to service and maintain our fleet to the highest possible level, keeping the machines' uptime near 100% availability."

Since buying his new Komatsu WA380-5, Terry has been very pleased with its performance.

"We haven't put many hours on it as yet, but to date it's been excellent," he said.

And why has he opted for Komatsu loaders?

"I think they are great machines. The Japanese have shown they are world leaders in engineering machines.

"I've been reading the book on Komatsu's history, and it makes the point that they realised they had to build a better product in order to compete with others in the market.

"That's still the case, and that's why we prefer the Japanese-designed and built machines.

"We also get excellent service and support from our local service agent."



## STABILITY AND PERFORMANCE BEHIND FOURTH PC228USF PURCHASE

Tasmanian silviculture specialist Yellow Box Pty Ltd has recently purchased its fourth Komatsu PC228USF machine for forest plantation and preparation (silviculture) applications.

Yellow Box, which is owned by Terry Heazlewood, purchased its fourth PC228USF as a result of good machine performance, stability, fuel efficiency and operator preference.

The PC228USFs, fitted with Savannah ploughs and Wilco heads (which rip and cultivate a spot for each head in a single pass), are used for plantation establishment work for Gunns Ltd's rapidly expanding eucalypt plantations in Tasmania.

The machines are also used for cleaning up work following harvest of existing plantations, ready for the next set of plantings.

Their high ground clearance, short tail, good visibility and excellent stability help minimise damage to the machine while achieving the high productivity

rates required.

Gunns has more than 110,000 hectares of plantation eucalypts in the state, with more being planted. Millions of dollars are being spent on tree farming investments in Tasmania, both creating work for contractors such as Terry and underpinning the sustainable future of the industry.

Terry is a long-established contractor in Tasmania, trading as T J Heazlewood Pty Ltd for 20 years, before setting up Yellow Box in 1999 to concentrate on silviculture opportunity.

"We have had excellent performances from these 'high/wide' short-tail machines," said Terry. "In comparison to former units we've owned, they achieve superior stability and access virgin work areas better, even in extremely steep locations.

"Our operators prefer them. We find the PC228USF much more operator-friendly, in terms of control, fuel efficiency, ease of

operation and machine balance compared to other brands of machine we have used in this work.

"For me, the big attraction is the compact design, combined with the high ground clearance, which makes them perfect for our needs. I think this machine configuration is going to become more and more popular in the future," he said.

Terry also reports excellent support and backup from Komatsu in Tasmania.

"I have a lot of confidence in the Komatsu product. We also have an excellent relationship with the service team in Launceston, with responses to any queries and issues always prompt and efficient," he said.



PC228USF proved to be superior in stability and ease of operation for Yellow Box in Tasmania

## KOMATSU TASMANIA'S ROYAL CONNECTION

Alison Donaldson, Komatsu Australia's Tasmanian state sales co-ordinator, recently married her long-time boyfriend Stephen Emery. Among the guests were some well-known members of the Donaldson clan, Denmark's Crown Prince Frederick and Crown Princess Mary (formerly Mary Donaldson, and Alison's cousin). They can be seen in the background, mixing casually with relatives and friends, as Alison's father Peter escorts her up the "aisle" to the marquee where the ceremony was performed.



# CHALLENGING SUPPLY AND MAINTENANCE PACKAGE FOR ALUMINA REFINERY



Comalco Aluminium Refinery's Komatsu D375A-5 at work in the bauxite stockpile.

In mid-2004, Komatsu Australia won a supply and maintenance package from the Rio Tinto-owned Comalco Alumina Refinery (CAR) at Yarwun, near Gladstone in central Queensland.

Komatsu supplied five pieces of equipment: a D375A-5 dozer, a used D275A-2 dozer, a WA380-5 wheel loader, a PC200LC-7 excavator and a D65PX-15 swamp dozer. The fleet was supplied through Komatsu Australia Corporate Finance under a three-year operating lease.

In addition, the equipment - including a specialised machine known as an amphirol (used for de-watering layers of bauxite residue) - is covered by Komatsu under a three-year maintenance and repair contract (MARC).

The nature of the materials on the site makes this a challenging MARC for Komatsu. The bauxite stockpile, where the two dozers are working, is highly abrasive, while the bauxite residue management area, location of the swamp dozer, PC200 excavator and amphirol, presents its own unique challenges.

CAR's WA380-5 wheel loader was the first machine delivered, and has been fitted with a quick coupler and two different buckets. One bucket is used to load coal, while the other is designed to load bauxite.

The D375A-5 is used on the bauxite stockpile which feeds the plant that converts bauxite to alumina, and is a primary production tool for ensuring bauxite supply to the refinery.

The used D275A-2 operates as a back up machine for peak production times and also as a back up while maintenance is being performed on the larger machine.

Maintenance on the dozers is critical, because of the highly abrasive nature of the bauxite, which takes its toll on the undercarriage and other key components.

As an alternative to a tailings dam, CAR uses a unique bauxite residue management process or mud farming technique. The advantage of this process is that it occupies a much smaller land area and can be more easily rehabilitated.

The bauxite residue, often referred to as "red mud", is neutralised with seawater and pumped 10 km to the residue management area, where initial treatment brings the solids up to about 40%. Over a month, the mud which is retained in a long drying bay, is then worked by the amphirol, swamp dozer and excavator, resulting in dewatering and the solid content increasing to about 70% - firm enough to support a car.

The very fine nature of the solids, the initial high water content and the high ambient temperatures result in high levels of wear and tear on the equipment.

According to John Stereff, Superintendent of Materials Handling at CAR, the Komatsu equipment has performed well to date.

"The equipment has pretty much performed to our

expectations," he said.

"We were impressed with Komatsu's ability to deliver the equipment to us in a very short timeframe. The fact they were prepared to take on maintenance of the amphirol as part of the package was pleasing, especially given it is a piece of equipment they do not manufacture and with which they have no previous experience."

"To date they have achieved our maintenance requirements to our satisfaction.

"However, the challenge for Komatsu Australia now will be to get a full working life from this equipment over the next few years, to prove its capabilities in this application.

"Our bauxite management area is the first time a Komatsu dozer has been used in such an application and previous experience shows you need to be innovative and prepared to be flexible to ensure the equipment continues performing," said John.

Mick Schneider, Komatsu's contract fleet manager based out of its Gladstone branch, is managing the company's maintenance contract at CAR.

According to Andrew Lock, Gladstone branch manager the CAR account is very important for the local branch.

"With the Refinery located only 10 km away from our premises, it is very convenient to service and gives us the ability to offer a high level of support," he said.



From top: Bauxite stockpile Dozer, presented by Komatsu's Regional General Manager, Roger Millar to CAR's Manager Production - Plant Services, David Rix. 2nd: Komatsu PC200LC-7 TH Delivery for use at CAR's RMA - Komatsu CAR's RMA team 3rd: Komatsu WA380-5H delivery, pictured with Komatsu's Major account Manager, Dave White and CAR's Team Leader Refinery, Peter Dwyer Bottom: Used Komatsu D275A-2 Delivery - to be used as Bauxite stockpile support dozer - pictured with CAR's Procurement Contracts Officer, Michael Delaney



## FLEXIBLE, HIGH-PRODUCTION IR MINING RIG FROM KOMATSU

**Komatsu Australia has released the IR PV-270 series drill rig, incorporating a range of options making it suitable for a wide range of blasthole mine drilling applications.**

The PV-270 series drill is available either in a single-pass configuration (PV-271) or multi-pass configuration (PV-275).

In addition, it is available with a low-pressure compressor for soft coal work, or with a high-pressure compressor for hard-rock drilling.

It replaces the IR DMM2 blasthole drill.

Both the single-pass PV-271 and multi-pass PV-275 are designed to handle 160-195 mm drill rods, through a cable-feed system that uses a dual rod/dual piston cylinder and offers high feed speeds for increased productivity.

The PV-271's 16.76 m single-pass tower has a total depth capacity of 32 m through a two-rod carousel with 7.6 m rods.

The PV-275 has a multi-pass (five-rod) tower with 60 m depth capacity through a four-rod carousel with 12 m rods.

Both units are available with either an IR low-pressure 900 lit/sec, 760 kPa compressor for rotary tricone drilling, or an IR high-pressure 680 lit/sec, 2410 kPa compressor for down-the-hole hammer drilling applications.

According to Angus Fotheringham, Komatsu Australia's senior product manager, drill rigs, the PV-270 series is one of the most productive and innovative drills on the market.

"IR has designed this drill for maximum flexibility, so that it can be tailored to meet the needs of just about any mining

blasthole application," he said.

"If an operation is set up for single-pass drilling, we can provide this rig in that set up; alternatively, those mines and drilling contractors who prefer the benefits of multi-pass drilling can take advantage of that option with the PV-275.

"And whether you are mining metals, coal or industrial metals, it is available in a configuration to suit."

Angus said the PV-270 series featured proven systems and technology, ensuring a high degree of reliability.

"Our latest series drills build upon well-proven technology, delivering high production, good reliability and reduced downtime.

"For example, the PV-270 series features automatic cable tensioning, to ensure accurate head alignment, improved cable life and eliminating downtime for cable tensioning.

"In addition, IR has used a cable feed system, because cables are lighter and less expensive than conventional chain feed systems - plus use of cable feeds results in smoother drilling, increasing the life of the bit and feed system," he said.

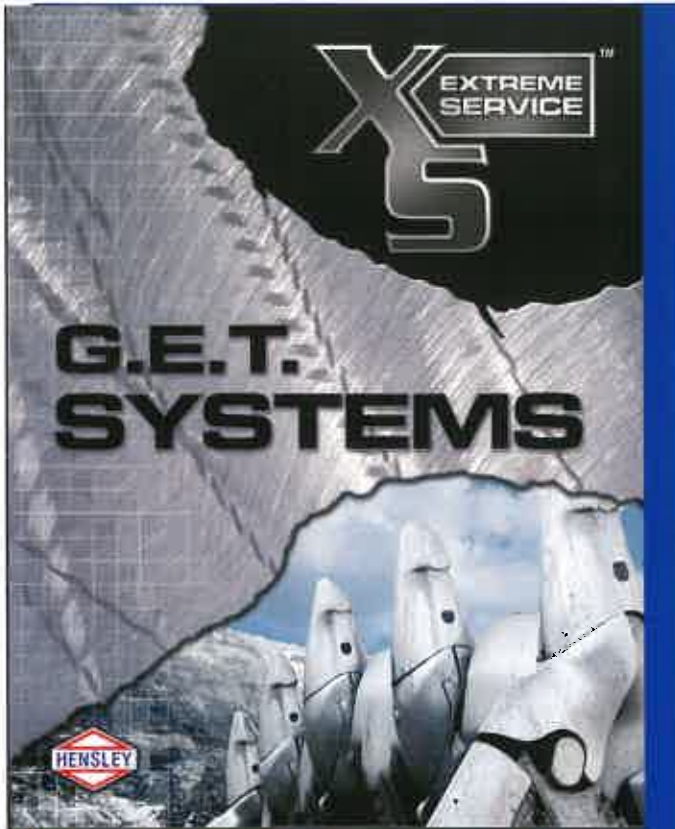
"On top of that, IR has beefed up the I-beam frame fabrication so it's almost twice as heavy per metre as on the DMM2. This also gives a lower centre of gravity, for less drilling vibration and increased durability."

The first two PV-271 drills, fitted with high-pressure compressors, have recently been purchased by Thiess Contractors, contract mining operation at Mt Keith Western Australia.



The new IR PV275 multipass drill- innovative and productive

## "EXTREME SERVICE" GET LINE FROM HENSLEY



Hensley XS system can handle a variety of applications

Hensley Industries Inc has launched a new range of "extreme service" GET (ground engaging tools) for loaders and excavators, covering all applications from construction and quarrying up to larger mining machines.

Available through Komatsu Australia, it is suitable for all makes of mining and construction 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's required to unlock and lock the pin fastener. Pins are also re-useable, further

reducing consumables costs.

The hammerless pin system also drastically reduces 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.

Although launched on the market at Minexpo in Las Vegas in late 2004, Hensley's XS system has been used on mines throughout Australia and New Zealand over the past 12 months, according to Richard Kajewski, Hensley Industries' regional sales manager, Australia.

"We've been using this system on wheel loaders up to the largest on the market and up to 400 tonne class excavators and shovels with very encouraging results," he said.

"On a WA1200 in one application, we've seen new tooth weight go from 84 kg to just on 21 kg before requiring replacement, while on a PC4000 in a coal mine, the teeth are already up to 3000 hours, and may even achieve 4000 hours.

"And on one mine, seven sets of teeth have been changed out on a PC1800 using the original pins.

"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."

Tooth styles available in the XS range include:

- ▶ Sharp ribbed, a general purpose excavator tooth, with ribs for added support and strength
- ▶ Tiger and twin-tiger teeth, for extra penetration on excavators
- ▶ Rock penetrator, for heavy duty loader applications
- ▶ Rock chisel excavator teeth with a heavy duty self-sharpening shape
- ▶ Flared teeth, with a wide profile for general-purpose cleanup on excavators.

Hensley's XS teeth are available in sizes to suit excavators from 12 tonnes, up to 300-400 tonne class mining excavators and shovels, and from 2 cu m capacity loaders to the largest mining loaders.





# D475A-5 SUPER DOZER GIVES UP TO 20% MORE PRODUCTION



The D475A-5 super dozer shifts 20% more material per hour

**Komatsu Australia has released a Super Dozer version of its D475A-5 dozer, giving up to 20% higher productivity and the ability to be converted back to a standard dozer within a day.**

The D475A-5SD has an exclusive proprietary blade design that allows it to push more dirt than a conventional U-blade without a proportionate increase in operating weight and engine power.

In level dozing, its 45 cu m Super Dozer blade gives between 15 and 20% more production than the 34.4 cu m U-blade fitted to the standard version of the dozer.

And unlike a standard U-blade, the Super Dozer blade has a full range of movement, allowing it to operate in three basic positions: dig, carry and dump. It also includes auto-dump and auto-reposition features.

According to David Laidlaw, Komatsu Australia's mining dozer product manager, the unique design of the Super Dozer blade allows it to shift larger volumes of materials in open cut mining applications for less cost per metre.

"Power and weight are all important in dozing operations, but the Super Dozer blade

configuration allows us to shift on average 15-20% more material per hour with the same weight and power dozer," he said.

"The additional holding capacity of the blade means that while there is still the same volume of material being pushed along the ground, a significantly higher volume of material is held in the blade.

"However, because of the added weight of material in the Super Dozer blade, the ground pressure distribution of the dozer tracks is actually improved. This results in less slippage and better drawbar pull effort."

There are three basic positions for the blade:

Digging, with the blade angle at 55-60° for crushed rock or 50-55° for soft material.

Carrying, with the blade angled back 10° from the cutting angle and raised slightly.

Dumping, with the blade pitched forward 30° from the cutting angle to release the load.

David said the Super Dozer blade had also

proved superior to other carry-dozer type designs.

"Other designs have shown themselves to be reasonably good at carrying loads, but their blade design has meant they are unable to provide any real digging ability.

"In contrast, the Super Dozer blade

will dig effectively in well-blasted overburden and other similar material," he said.

"Our tests have showed the D475A-5 SD has performed well in push distance up to about 150 m, although the optimum pushing distance is around 80-100 m."

The Super Dozer version of the D475A-5, the D475A-5SD, is identical in configuration to the standard version, with the exception of the blade and some changes to the controls.

In comparison, the Super Dozer version of the previous model, the D475A-3 had to be pre-ordered from the factory.

"Because the Super Dozer variant is identical to the standard version, mine operators have the option of simply ordering both blades and swapping them over when required - a process that takes about a day," said David.

"This makes the Super Dozer option far more versatile, and also helps improve the resale value of the machine because it's not restricted to the one configuration."

Since being released, Komatsu has already sold a number of D475A-5SDs to mining and contract mining applications around the world, including two in Australia.

Komatsu Australia released the D475A-5 dozer in early 2004.

Further information: Komatsu Australia, ph 1800 KOMATSU (1800 566 287), website [www.komatsu.com.au](http://www.komatsu.com.au), e-mail [dozers@komatsu.com.au](mailto:dozers@komatsu.com.au).



## KOMATSU TO INCREASE FOCUS ON BEACON



Bill Pike

Komatsu Australia's managing director, Bill Pike, has announced that the company will be concentrating all its community-related efforts on the Beacon Foundation.

Over the past decade, Beacon has developed programs aimed at keeping school leavers off

the dole, and instead going on to work or further education.

It is now turning its attention to developing career-based programs, creating real and sustainable jobs for young people, particularly in regions where job opportunities are scarce.

Bill said that a key issue for Komatsu Australia was the need for it to focus on a single community-based organisation.

"For us, that organisation is Beacon," he said. "It is developing very worthwhile programs, that are good for the youth of this country and which also help the taxpayers of this country.

"In an organisation as large as ours, we have many requests from all sorts of organisations for support, most of them very

worthwhile and playing a valuable role in supporting and servicing our communities.

"However, going forward, all our efforts will be going to support Beacon, and there are a number of reasons for this," said Bill.

"Firstly, Beacon programs are proven to be effective and by throwing all our efforts into supporting Beacon, we can focus significant resources on that organisation.

"Secondly, internally it gives us a common focus, a common purpose.

"All our attention is going to working on one very important social issue, so we are not diluting our efforts by supporting a number of other no doubt highly worthwhile organisations, but to which we



are unable to devote sufficient resources to really make a significant difference.

"By this approach, we can make a very significant contribution to one very worthwhile community program."

Bill said that over the next few months, he would be talking to chairman Bill Lawson and other Beacon representatives about how Komatsu Australia can further its involvement in No Dole and other school projects, and also assist the foundation with developing career-based programs to counter-react the skills shortages currently experienced by various industries.

## NZ CONTRACTOR'S 20 YEAR OLD GRADER OWNER-OPERATOR



GD555A-3 has notched up over 25,000 hours.

The main story on this page of **Down to Earth** relates Canterbury-based City Care's experience with its new Komatsu GD555A-3 grader.

However, City Care's decision to go with the new GGX-series machine was largely based on

its experiences with a GD505 which was over 20 years old and had notched up over 25,000 hours.

Despite its age, City Care is keeping the GD505, and is expecting to continue getting full productivity from it.

Dean Bazley, operator of the new GD555, previously operated the GD505, and in the process became converted to being a fan of Komatsu graders.

"It's a very good machine. I came from another make to that grader, and now I'd swear by it - in fact, I prefer it," he said.

"It's got exceptional visibility and very good power for its size.

Dean said the GD555 is required to do "a bit of everything": "Overlays, soil work, you name it.

"In addition, it was a very reliable machine, never gave us any problems," he said.

Peter Hansby, City Care's Divisional Manager - Roading, said the performance and reliability of the GD505 was a

key factor in deciding to purchase the GD555A-3.

"We have been more than happy with the performance of the older machine and the way it has lasted," he said.

"With the purchase of the new grader, we had a surplus one. We gave the operators the choice of whether to hang on to the older Komatsu, or a machine of another make. On their advice, plus based on its condition, we've decided to keep the GD505.

"The operator of this machine will also be operating a tractor back-blade for us, but we expect to get about 80% of the 555's performance from the 505," he said.



# KOMATSU PROVIDES ASSISTANCE WITH NEW BEACON CAREERS PILOT



Komatsu's Jim Playsted, (far left) Minister Giddings (centre) and the Stoneworks crew at the handover of the Komatsu SK714-5 skidsteer.

Komatsu Australia has donated the use of a skidsteer loader to assist a new careers creation pilot project being developed by the Beacon Foundation in Tasmania.

The project involves teaching unemployed young people a new building technique, known as stone-faced concrete wall construction, with the aim of giving them marketable skills, and also developing a sustainable business.

The idea was developed by Beacon chairman Bill Lawson, who observed a stone-faced concrete cottage being built at Elisabeth Town near Deloraine in Tasmania, and realised its potential as an on-going business for young people.

The technique involves tying selected stones to a wire faced shutter then setting the formwork panels behind, and binding them with a full-strength concrete mix. The formwork is then removed, and the excess concrete removed from in between the stone,

resulting in a very attractive surface similar to traditional stone walls.

It is suitable for all types of wall construction, from simple barbecues and picnic or park facilities, to retaining walls, houses and cottages.

"A few of us realised this technique could be fairly easily taught to young people, and that there was a good potential market for stone-faced walls. They provide a very strong, attractive and appealing structure," said Bill.

"The kids are taught construction techniques, including how to work with concrete, cement and stones, so they are also on the way to learning a trade.

"As part of this, they are doing a certificate II in general construction traineeship, with Hobart TAFE."

A pilot study began in Tasmania late last year, involving nine young people - three off the dole and six from New Norfolk

High School, which is a Beacon No Dole high school northwest of Hobart.

During their initial learning stage, the young people are constructing several stone faced projects in Derwent Valley Council's works depot, which gives them the opportunity to experiment and learn from their mistakes while constructing small, simple structures.

"They are now at the stage of soliciting for orders, working for Lions Club projects, and so on," said Bill. "We are expecting around \$20,000 worth of orders from the local community in the months ahead.

"We are also negotiating with the Tasmanian Housing Department to build a stone wall cottage as a demonstration project, and which will then be auctioned off. As part of this, we are seeking donations of plasterboard, timber, conduit, electrical fittings and so on.

"The aim of this is to raise funding for the ongoing funding of this as a sustainable business, which has been named Stoneworks."

Komatsu Australia's involvement in the project came about as the result of Bill Lawson and Komatsu Australia managing director Bill Pike

having dinner together.

"I mentioned this project to Bill, and he asked me how Komatsu could assist," said Bill Lawson.

"We had a need for some site handling equipment, and he immediately offered us the use of a Komatsu skidsteer for the next few months.

"That also gives us the opportunity to train these young people in operating earthmoving equipment, with Komatsu providing accredited operator training, which adds another skill they have learnt," he said.

The skidsteer was recently handed over to the Stoneworks team in New Norfolk in a special ceremony including Komatsu Australia's Tasmanian state manager Jim Playsted, Lara Giddings, Tasmania's Minister for Economic Development, New Norfolk Mayor Nick Cracknell, local council and business representatives, the Stoneworks crew and their parents and their parents.

"If this model works well - and the initial signs are that it will - then it is readily transferable to other states," said Bill.

"We are already discussing with the Institute of Quarrying Australia the future rollout of this template into other states across Australia."



Stoneworks trainee Chris Slater shows Minister Lara Giddings the principles behind stone-faced concrete wall construction.

## BRANDON ROSS TAKES ON KOMATSU'S PARTS MARKETING



Brandon Ross

**Brandon Ross has been appointed Komatsu Australia's national business marketing manager - parts.**

In his new role, he combines both parts marketing and strategic planning initiatives to effectively improve the integration of Komatsu

Australia's product support with parts sales.

Brandon, who has been with Komatsu Australia since June 1998, has been in the heavy equipment business for 15 years.

He completed his apprenticeship as a plant mechanic, repairing and servicing large container-handling forklifts throughout NSW shipping terminals, then moved to Pioneer International for 18 months before entering commercial real estate sales where he honed his sales skills.

His next move was to another major construction equipment supplier, where he combined his sales skills and mechanical knowledge in selling capital equipment.

On moving to Komatsu Australia, Brandon spent three years as a sales representative

with the NSW branch, before being appointed sales manager, metropolitan. A year later, he moved into a parts and product support role as national product support manager - a position he has held for the past two and a half years.

In his new role, Brandon is responsible for all parts marketing, including pricing, promotions, advertising and integrating parts sales and marketing with product support activities.

This includes marketing responsibility for Komatsu genuine parts, K VX, Hensley, Berco, Fleetguard, and Castrol aftermarket products.

In addition, he is just four subjects away from gaining his MBA, specialising in international business and international marketing.

"A key element in marketing our

parts and product support offerings more effectively is providing customers cost effective parts solutions for their whole machine fleet, such as genuine new parts, remanufactured parts, and used parts for Komatsu machines," said Brandon.

"More broadly, it also covers ground engaging tool, undercarriage, and filtration alternatives for any brand and type of machinery our customers operate.

"This philosophy helps our customers drive down their costs of doing business, providing them with more cost-effective solutions.

"Through these developments, Komatsu Australia will continue being actively involved in our customers' parts and product support requirements in the future," he said.

## NEW SALES MANAGER FOR KOMATSU NZ



Steve Haines

**Steve Haines has been appointed Komatsu Australia's Regional Sales Manager - New Zealand.**

Before joining Komatsu NZ, Steve was national sales manager for SKF New Zealand,

responsible for its national branch and distribution network. SKF is the world's largest manufacturer of ball and rolling bearings and in recent years has been developing a strong competence in providing high-end maintenance services to its customers.

He was with SKF for seven years, and prior to that held a number of executive roles with SC Johnson Wax, both in NZ and in Australia.

Steve has a Diploma in Business - Marketing, from the University of Auckland.

Steve believes that, despite having come to his new role with Komatsu NZ from outside the industry, that does not pose a handicap to him.

"While I did not have any specific industry dealings before joining Komatsu, there are many customers whom I'm working with at Komatsu that I have had dealings with in other roles," he said.

"Fundamentally, I believe that customer relationships are paramount and that in every interaction with a customer there needs to be an environment of trust and mutual respect.

"And like Komatsu, my previous employer SKF has strong a focus on providing value add services and activities to its customers, with approaches aiming to reduce the total cost of ownership for them.

"With this focus I developed some value add concepts in

working with key customers such as Fonterra, and within the Fletcher Group of companies that proved very successful for them.

"Komatsu Australia's strong emphasis on customer relationships and delivering customer value and revenue streams, closely matches this approach," said Steve.

"This is in line with our One Komatsu CRM project, which is currently being implemented, and will help us deliver customer value to even higher levels than we've been able to achieve in the past."



## GREGG SCANLAN: NEW GM, MINING



Gregg Scanlan

**Gregg Scanlan has been appointed general manager mining.**

For six years, Gregg has been with a leading manufacturer of rope shovels, draglines and large hydraulic drills, in the positions of general manager commercial, and general

manager, Sth East Asia.

Prior to that, he was involved in the oil and construction sectors through senior positions with Shell and G E Crane.

"A key part of my brief is to drive the expansion and development of our mining business throughout Australia and New Zealand," said Gregg.

"With the global consolidation of mining houses, we need to move our business to reflect our customers organisations and cater to their changing needs.

"A major focus of our mining division will be further development of our repair and maintenance contracts, as well as utilising Komatsu's new technology, to constantly monitor equipment and identify issues before they result in unplanned downtime.

"Komatsu Australia are looking to significantly extend our in house Komatsu developed technologies inclusive of remote satellite machine monitoring capabilities for customers over the next few months and years," he said.

"We have a strong advantage in the market, in that Komatsu are one of the few suppliers able to offer a complete suite of mining equipment across haul trucks, shovels, wheel loaders and large mining excavators ensuring a comprehensive site offering and lower amortised support costs.

"We will be looking to complement that advantage through looking at joint ventures with other suppliers who offer complementary products, allowing us to offer a complete mining product line."

Gregg said that Komatsu Australia's One Komatsu CRM project, now under way, would allow it to offer a fully integrated management system across all customers.

"One Komatsu will allow us to deliver systems and processes to our customers and across our product lines, so that we can provide a consistent, focussed approach in all our dealings.

"That will make us easier to do business with, and allow us to far more effectively anticipate and respond to customer demands and needs," he said.

## TIM LOWY TAKES ON UTILITY RESPONSIBILITIES



Tim Lowy

**Tim Lowy has been appointed Komatsu Australia's national sales manager for utility equipment, with responsibility for mini excavators, skidsteers, compact loaders and backhoe/loaders.**

Formerly Komatsu Australia's Victorian sales manager, Tim has been with the company since August 1997. He started with the company as a utility sales representative, then moved to general line sales before becoming Victorian utility sales manager, then state sales manager.

Before joining Komatsu, Tim was in the plant hire business in the Albury/Wodonga region, and started in the construction industry in the UK when he was 22.

He said that the utility business was becoming increasingly important to Komatsu.

"In the mini excavator sector, we have seen a leap in our market share with the release of equipment such as our new MR-2 range and PC78-6 model,

primarily due to the quality and design advantages of these machines.

"We are now looking to increase our penetration into the backhoe and skidsteer markets," said Tim.

He said a key element of his role would be to further improve the way in which Komatsu serviced and supported the owner-operator and hire and rental markets.

"On the owner-operator side, we recognise that many owner-operators of today will in future become larger contractors. Others of course will happily remain owner-operators throughout their careers.

"Therefore, we recognise that we need to understand their businesses and needs as well as we understand the needs of

our major construction and mining customers.

"We will be looking to develop programs and systems that let us get closer to our owner-operator customers, that provide them with the levels of service and support that they require to run their businesses profitably," said Tim.

"For our hire and rental customers, we recognise that there are increasing challenges facing this market as it becomes a very significant sector in the industry.

"My own background in plant hire also gives me a strong understanding of the needs of this important and growing market, and I look forward to forming close and enduring relationships in this important sector," he said.

## "BEST ACE EVER" FOR KOMATSU



Komatsu Australia's presence at the ACE construction exhibition in Melbourne in late February was its "best ever" according to Victorian sales manager Andrew Lambing.

"For us, it was an exceptional show," said Andrew. "There was a very high standard of attendees and we got some very good quality leads -- and in fact we sold five machines off the stand on the first day.

"People came to the show with intention of inspecting equipment, and the intention of purchasing -- and that's what they did," he said.

## KOMATSU AUSSIE GROUP AT CONEXPO 2005



Komatsu Aussie group at the Komatsu America stand at Conexpo.

During Conexpo week, Komatsu Australia hosted a tour of Australian contractors to the big US show, held in Las Vegas from March 16-20.

A group of around 25 contractors and partners joined the Komatsu Australia tour, which included visits to Komatsu Ltd's Awazu factories in Komatsu city, where wheel loaders, graders, small dozers and some small excavators are produced.

The tour also visited Komatsu's Techno Centre, where tour members were presented with a live demonstration and were able to operate equipment,

before heading off to Conexpo.

They were accompanied by Sean Taylor, Komatsu Australia's general manager construction; Shingo Hori, national marketing services manager and Sydney business development manager Michael Edwards.

While at Conexpo, Komatsu Australia group activities included being hosted at the Komatsu stand, a helicopter ride to the Grand Canyon and a farewell function on the Saturday night.

At Conexpo, Komatsu Ltd unveiled a number of new

products and made some significant announcements. These included:

- ▶ Release of the new PC18MR-2 mini excavator, replacing the PC15MR-2
- ▶ Release of the 1026 skidsteer loader, a vertical lift unit, which with a lift capacity of 1202 kg, is the largest in Komatsu's skidsteer lineup.
- ▶ Release of the HM300-1, a 30 tonne capacity articulated dump truck
- ▶ Release of the D61EX-15 dozer
- ▶ Release of the PC308USLC 30 tonne short-tail excavator, a specialist machine for US West Coast road construction contractors, and offering full 30 tonne excavator power and breakout in a short-tail configuration
- ▶ Unveiling of Komatsu's forthcoming Tier 3 range of small and mid-sized engines, which will start

appearing on equipment for the US and European markets later this year -- and very shortly thereafter in Australian equipment

▶ The extension of Komatsu's strategic alliance with Topcon Positioning Systems, specifying that Komatsu motor graders and bulldozers sold in North America can be purchased with optional Topcon automated machine control systems

However, some of these developments and products may not be seen in the Australian and NZ markets for some time to come.



Daracon plant manager, Michael Christiansen receives encouragement while racing a HM300-1 ADT on a virtual haul road on the Komatsu stand.



## GOOD SHOWING FOR WA FORESTRY EXPO

In December last year, Komatsu Australia's Western Region had a highly successful participation in the Manjimup Forestry & Agriculture Expo, at Manjimup, south-west of Perth.

Features of the Komatsu stand included its latest forestry-spec PC200-7 excavator, Komatsu merchandise and refreshments.

Total attendance at the Expo was over 3000, with good representation from contractors, forestry companies and suppliers.

A highlight of the show was singer James Blundell and band who performed live in concert, with the PC200-7 alongside the stage and Komatsu signage behind him.



Centre: Western Australia business development manager John Coughlan with Manjimup Expo visitors looking at the PC200-7.

## SUCCESSFUL EXPO AT MYSTERY CREEK NZ

THE Expo Heavy Equipment and Transport Show was held at Mystery Creek on March 3 - 5, 2005.

The Expo organisers have confirmed that over 15,500 visited the show in March and 70% of them were employed within the transport and heavy equipment industries.

According to Steve Haines, New Zealand sales manager, the Komatsu stand created a high level of interest and we received a good level of enquiry across the full range of Komatsu products.





# DASH 5 SAVER ROADSHOW IS POPULAR WITH CUSTOMERS



New Zealand Dash 5 demo day held at East Tamaki.

Komatsu's new range of hydrostatic drive loaders recently featured in a "Dash 5 Savér" roadshow, put on by Komatsu Australia in Queensland, NSW, Victoria and New Zealand.

The roadshow, attended by key customers in all these markets, promoted the fuel saving and productivity benefits of Komatsu's mid-range Dash 5 hydrostatic drive loaders.

It also provided customers and their operators with an opportunity to test drive these machines.

Colin Chamberlain, Komatsu Australia's National Marketing Manager Construction said the

roadshow had been a great success in terms of raising customer awareness of the advantages and benefits of Komatsu's hydrostatic loader range.

"In the wake of these events,

we have seen an increase level of interest in and inquiries about these loaders," he said.

In addition, Komatsu Australia used the opportunity to demonstrate other product types in its lineup.



WA150-5



Queensland Dash 5 demo also displayed other product types on the day

**MAKE  
YOUR  
OWN  
PC200-7**



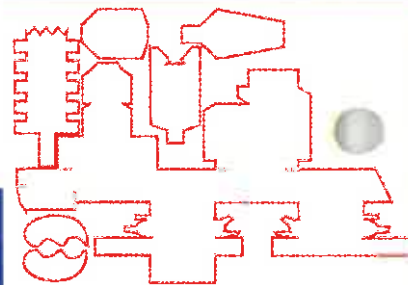
## TIPS

- Use a ruler
- Use double sided tape
- Print out test trials via website

[www.komatsu.com.au/kids](http://www.komatsu.com.au/kids)

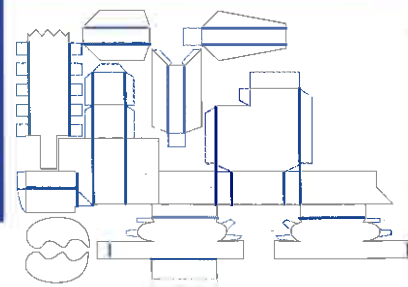
## CUT

around the red lines



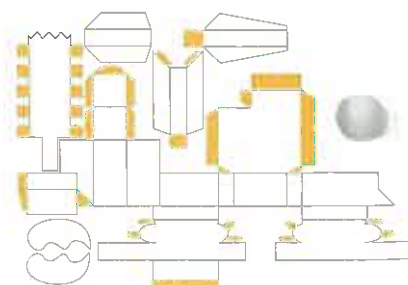
## FOLD

the blue lines



## STICK

down the orange tabs



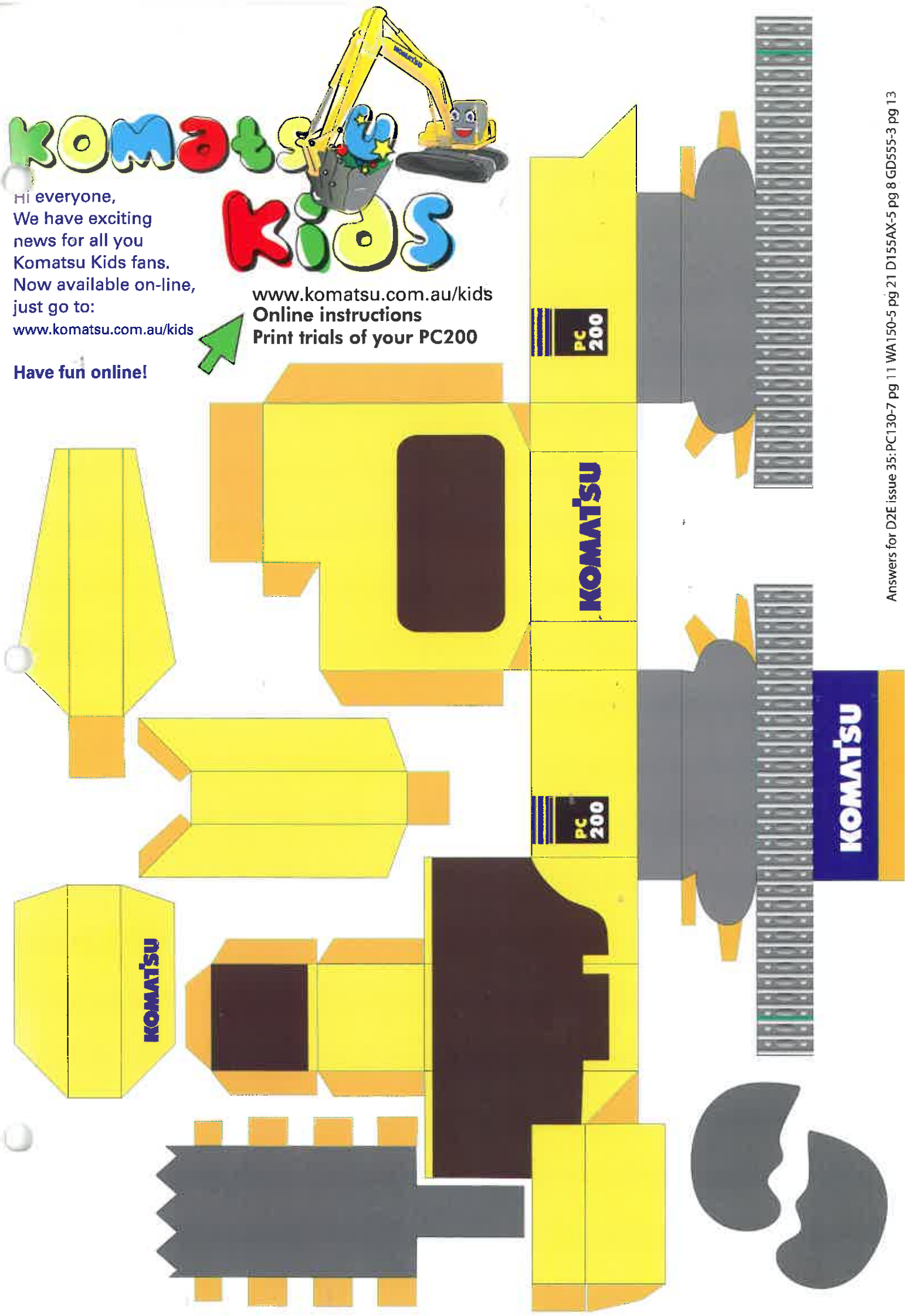


# KOMATSU KIDS

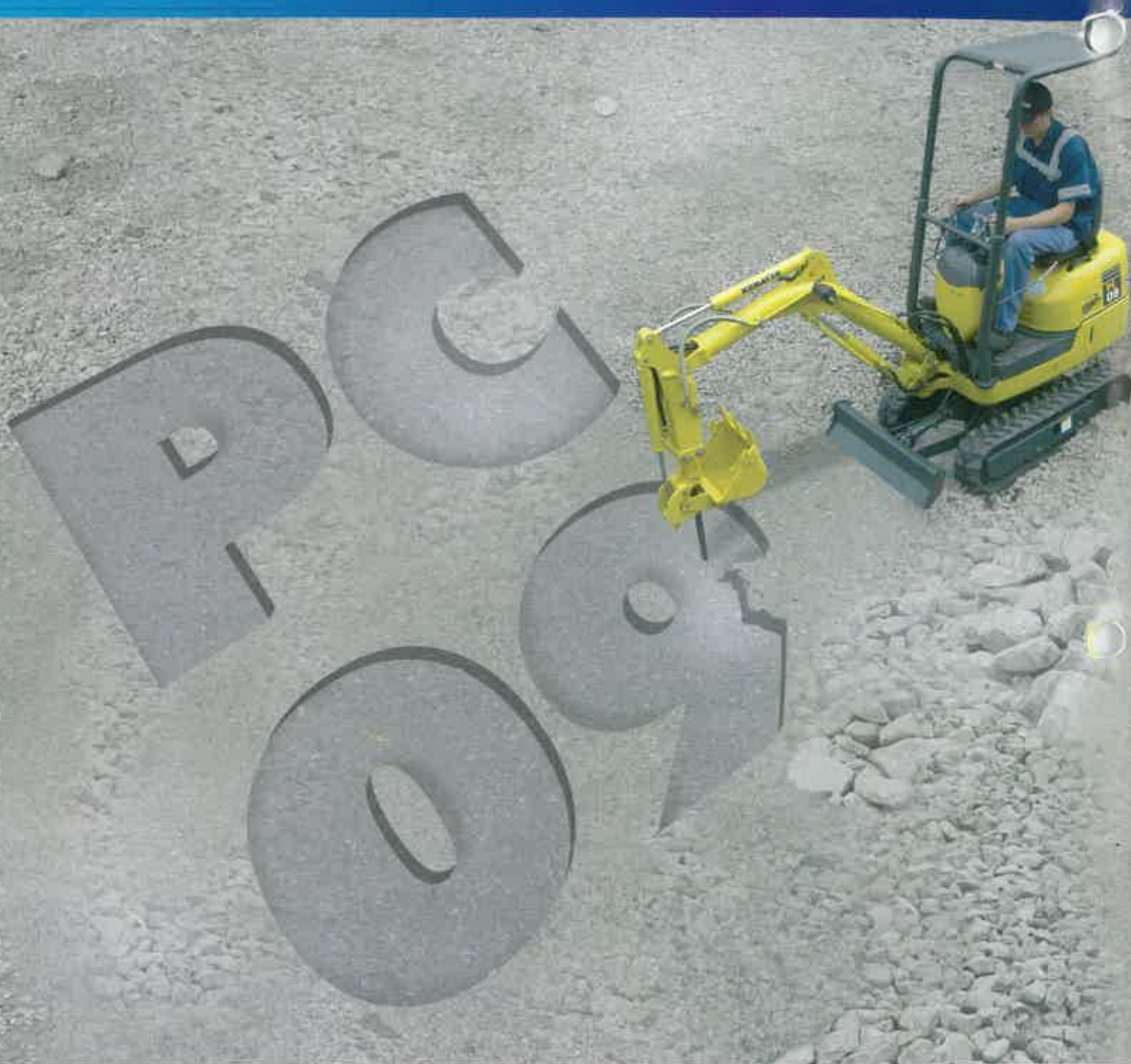
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