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› DOWN TO EARTH MAGAZINE

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- › NEW 27 TONNE DASH 7

**KOMATSU**









**Ian Olivieri**  
 Managing Director  
 Komatsu Australia Pty Ltd

# KOMATSU COMMENTS

March was another busy month for our accounting team as they finalised our financial year and signed off on another period of solid growth for Komatsu Australia.

For the year ending March 2003, we will again achieve record sales with an anticipated result in excess of \$A760 million and a 25% lift in profit.

New machine sales will exceed 900 units across our utility, construction and mining markets, while sales of used equipment will exceed 600 units of traded or specifically imported late model units.

The year has included a number of other significant milestones.

Our New Zealand team doubled their sales of new equipment,

including nine units of Partek forest machines.

Komatsu continues to lead the large size wheeled loader market in Australia (WA470 and above) including three additional orders for the world's largest mechanical wheel loader, the WA1200 – more than doubling the population of these machines in Australia.

Strong market shares were also achieved in our dozer and mechanical dump truck classes.

Despite these achievements we are not sitting back. We continue to work at improving our company and the services we offer.

Organisationally we have further streamlined our senior management structure to achieve better utilisation of resources across Australia and to shorten commu-

nication lines. These senior management changes are outlined in more detail in this edition of *Down to Earth*.

To ensure our company can continue to grow, we have also increased our apprentice intake and investments in training programs, and you'll read an interview with one of our newest apprentices in this edition.

Many thanks to our customers who have supported our company and the products that we offer over our past financial year.

And most of all, a sincere thank you to all members of the Komatsu teams throughout Australia, New Zealand and New Caledonia, who have worked hard to make these achievements possible.

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# KOMATSU SHORT-TAIL EXCAVATORS DON'T COMPROMISE PERFORMANCE

Komatsu Australia's recent release of new short-tail excavator models now gives it a family of 10 short-tail machines, providing greater safety and easier operation in confined work spaces, while still delivering equivalent performance and stability to that of conventional design machines.

The Komatsu short-tail family consists of 10 machines, ranging from the 1.8 tonne PC15MRX to the 23.5 tonne PC228US-3.

All Komatsu's short-tail excavators feature a unique rounded counterweight and cab, meaning less protrusion outside of the tracks.

Komatsu has focused its design concepts for these machines on increasing safety in confined spaces and reducing costly machine damage.

"Statistics have shown that the majority of injuries and fatalities involving excavators are a result of workers being caught between the counterweight and buildings, walls and other objects," said Craig Hahnel, Komatsu Australia's product manager, excavators.

"Our new short-tail family offers significantly safer operation across a whole range of applications.

"At the same time, performance is virtually identical to that of conventional excavators, in terms of lifting ability, breakout and stability."

"Because of this unique advantage, our new short-tail excavator family is being marketed under a campaign called 'less is more'," said Craig.

Komatsu Australia has identified opportunities for its short-tail excavators across a wide range of industries, including civil construction, road, rail and bridge works, forestry, marine and underground applications.

Brief specs of the Komatsu short tail excavator family are:

**PC15MRX:** operating weight, 1805 kg; engine, Komatsu 3D68E-N3FB engine rated at 11.2 kW; dig depth, standard arm, 2150 mm; arm breakout, standard arm, 945 kgf; bucket breakout, 1450 kgf.

**PC20MRX:** operating weight, 2190 kg; engine, Komatsu 3D74E-N3A engine rated at 14 kW; dig depth, standard arm, 2360 mm; arm breakout, standard arm, 1390 kgf; bucket breakout, 1940 kgf.

**PC30MRX:** operating weight, 3300 kg; engine, Komatsu 3D84E-3KJ engine rated at 20.6 kW; dig depth, standard arm, 2835 mm; arm breakout, standard arm, 1760 kgf; bucket breakout, 2800 kgf.

**PC35MRX:** operating weight, 3800 kg; engine, Komatsu 3D84E-3KJ engine rated at 20.6 kW; dig depth, standard arm, 3150 mm; bucket breakout, 2850 kgf.

**PC40MRX:** operating weight, 4480 kg; engine, Komatsu 4D88E-3HD engine rated at 29 kW; dig depth, standard arm, 3970 mm; arm breakout, standard arm, 2550 kgf; bucket breakout, 3750 kgf.

**PC45MRX:** operating weight, 4670 kg; engine, Komatsu 3D84E-3E engine rated at 28.3 kW; dig depth, standard arm, 3400 mm; arm breakout, standard arm, 2200 kgf; bucket breakout, 3260 kgf.

**PC58UU-3:** operating weight, 5230 kg; engine, Komatsu 4D88E rated at 29.4 kW; dig depth, standard arm, 4000 mm; arm breakout, standard arm, 2650 kgf; bucket breakout, 4000 kgf; lift capacity over side @ 3 m, bucket on ground, 1230 kg.

**PC78US-3:** operating weight, 6850 kg; engine, Komatsu 4D95LE-2 rated at 40.5 kW; dig depth, standard arm, 4100 mm; arm breakout, standard arm, 4230 kgf; bucket breakout, 6250 kgf; lift capacity over side @ 3 m, bucket on ground, 1990 kg.

**PC128US-2:** operating weight, 13,000-13,450 kg; engine, Komatsu S4D102E rated at 64 kW; dig



*Komatsu Australia now offers a line up of 10 short tail excavators from 1.8 tonnes to 23.5 tonnes.*

depth, standard arm, 5905 mm; arm breakout, standard arm, 5700 kgf; bucket breakout, 9000 kgf; lift capacity over side @ 6.1 m, bucket on ground, 1450 kg.

**PC228US-3:** operating weight, 21,980-23,560 kg; engine, Komatsu SAA6D102E rated at 107 kW; dig depth, standard arm, 6620 mm; arm breakout, standard arm, 11,000 kgf; bucket breakout, 15,200 kgf; lift capacity over side @ 6.1 m, bucket on ground, 3050 kg.

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# ZERO DOWNTIME FOR TWO PC1250-7S IN MINE APPLICATION

Two Komatsu PC1250-7 excavators have recorded no downtime and increased productivity since being commissioned in December last year on a mine at Yallourn Energy's Yallourn mine in Victoria's Latrobe Valley.

The two excavators, owned by the Roche-Thiess Linfox (RTL) joint venture, are shifting overburden as part of the Morwell River Diversion project at the mine, one of the major open cut brown coal mines in the Latrobe.

Under this \$100 million project, about 11 million cubic metres of material is being moved to divert the Morwell River into the Latrobe River via a 3.5km channel across the western end of Yallourn's East Field Mine, so that additional coal reserves can be extracted from around the river's existing course.

The two new excavators, fitted with 8 cu m backhoe buckets, replaced an existing Komatsu PC1100-6 excavator on the site.

According to Kurt Baumgart, RTL's Morwell River Diversion project manager, both machines

are achieving productivity levels 10-15% greater than the previous machine.

"We've been able to put a bucket that's 1 cu m bigger on them, plus they are working faster cycle times," said Kurt.

"We've been very happy with their performance since they came on the project; they haven't missed a beat.

"Both have recorded no mechanical breakdowns since they started here in December last year. There has been no unscheduled downtime, no loss of availability due to mechanical issues," he said.

"Certainly you expect availabilities in the high '90s with new machines, but as these were the first of these new models in the country, we wouldn't have been surprised if there'd been one or two glitches. But there've been none."

The two PC1250-7s are used for loading 50, 60 and 85 US ton dump trucks, including Komatsu HD465-3s, HD465-5s and HD785-3s.



*RTL's two new PC1250-7 excavators are giving significant increases in productivity over their predecessor machine.*

Other Komatsu equipment operated by RTL in the Latrobe Valley includes a D65EX dozer and a D65PX and a D85PX swamp dozers.

The RTL Joint Venture was formed in 1992, when Roche, Thiess and Linfox joined forces to execute one of the first major outsourcing contracts for the State Electricity Commission of Victoria.

Valued at \$20M per year, the contract involved the supply of mobile plant and earthmoving services to the Yallourn, Hazelwood and Loy Yang open cut brown coal mines.

Today, the mines have been privatised and are operated by Yallourn Energy, Hazelwood Power and Loy Yang Power.

RTL continues to provide services to the three mines and, through the strong relationships established over the past ten years, significant alliance style contracts have been awarded, complementing the company's traditional mobile plant services.

With these new contracts RTL has grown into a business with an annual turnover of \$100 million.



*RTL's two PC1250-7 excavators are used for loading 50, 60 and 85 US ton dump trucks.*

# SENIOR APPOINTMENTS AT KOMATSU AUSTRALIA



*Roger Millar, regional general manager for Queensland, New Zealand and New Caledonia.*



*Ian MacCowan, Komatsu Australia's general manager, south-eastern region*



*Murray Rance, Komatsu's general manager, WA, NT and SA*



*Peter Killey, Komatsu Australia's general manager, product support.*

Komatsu Australia has recently announced a number of appointments of senior managers to key roles within the company.

Roger Millar, previously Komatsu Australia's retail operations manager, has been appointed regional general manager, Queensland, New Zealand and New Caledonia.

Peter Killey, previously the company's general manager, southern region, has been appointed general manager, product support.

Ian MacCowan, Komatsu Australia's general manager, central region (NSW) has had his responsibilities extended to also cover Victoria and Tasmania. His title is now general manager, south-eastern region.

Murray Rance, Komatsu Australia's general manager, western region (WA and NT) has had his responsibilities extended to also cover South Australia.

More details on these appointments follow:

### **Roger Millar**

Roger Millar, Komatsu Australia's newly appointed regional general manager, Queensland, New Zealand and New Caledonia, has spent nearly 15 years working for Komatsu Australia (and its predecessor companies).

He started with the company in early 1982, working there until September 1991, when he left to join another supplier. He then rejoined Komatsu Australia in June 1998.

His last two roles within the company have been as operations manager, and before that, general manager, product support, based at the company's head office in Fairfield, Sydney.

In taking on his new role, Roger returns to his native Queensland.

His roles in the construction and mining equipment sales industry over the past 30 years have

included product support, sales and marketing and technical development.

Roger's appointment reflects a decision by Komatsu Australia to focus senior management skills and expertise on key retail areas of the company's operations.

"Queensland accounts for around 40% of Komatsu Australia's total sales, so it makes a lot of sense for us to focus our resources on this region," he said.

### **Peter Killey**

Peter Killey, Komatsu Australia's new general manager, product support, is an 18-year veteran of Komatsu in Australia, with his last position with the company being as general manager, southern region, with responsibility for Victoria, Tasmania and South Australia.

With his new role, Peter has moved from his native Melbourne to Sydney, working out of Komatsu Australia's Fairfield head office.

Prior to taking on the position of general manager, southern region, Peter was the company's major accounts manager, Victoria. Before that he was parts and service manager, southern region.

Peter's appointment combines responsibility for all product support issues: service, parts, service contracts and warranty, under one person.

"Previously parts and service operations have been split between two people, but we saw the need to bring a senior management person in to look after our entire product support functions," said Peter.

"Product support accounts for three-quarters of Komatsu employees – around 750 people – and close to 50% of our turnover," he said.

Among the key issues Peter will

be concentrating on is parts logistics, with the aim of further improving customer availability and reducing excess stock levels, and introducing new service systems to allow the company to offer even higher levels of customer service.

"The other important area I want to enhance is our apprenticeship program, bringing in more apprentices and building our in-house skills development program.

"That's an important issue for us today with the increasing demand in the industry for qualified and skilled service technicians," said Peter.

### **Ian MacCowan**

Ian MacCowan, newly appointed general manager of Komatsu Australia's expanded south-eastern region, has been with the company since it was established as the national Komatsu distributor (under the NS Komatsu name) in October 1991.

He has been general manager, central region (covering NSW) since 1995.

Ian sees the move to bring NSW, Victoria and Tasmania under a single south-eastern region as bringing better synergies in sales, service and support to customers in all three states.

"Our focus with customers is very much on streamlining management and systems, making Komatsu Australia easier to deal with in every facet of the business. Our recent developments with e-business, in giving customers the ability to order parts on-line through the Komatsu Australia website is very much a part of this," said Ian.

With Komatsu Australia's expanded south-eastern region, the company has also announced management changes in Victoria and Tasmania.



» **John Alps**, Tasmanian branch sales manager for the past eight years, has been appointed Tasmanian state manager, while in Victoria, **Andrew Lambing**, sales manager for the past four years has been appointed Victoria state manager.

In addition, **Peter Vansittart** has been appointed forestry specialist for the south-eastern region. He was formerly Gippsland operations manager.

**Murray Rance**

Murray Rance, Komatsu Australia's general manager, western region, which now also includes South Australia, has been with the company for the past three years.

He has worked in the resources sector for the past 17 years, including seven years with Toll Holdings before joining Komatsu Australia.

Murray said the move to incorpo-

rate South Australia within Komatsu Australia's western region was a natural progression for the company.

"South Australia, in common with Western Australia and the Northern Territory, has a high proportion of resources business, so the business is very similar across all three states," he said.

"We are dealing with a similar mix of customers, from owner-operators and smaller contractors, right up to the large

resources companies. As with the move to extend Komatsu Australia's south-eastern region, it brings us better synergies in sales, service and support to customers across the three states.

"In addition, this management structure reflects that of many of our WA-based customers, who also run their SA and NT regions from Perth."

**Robert Hudd**, South Australian branch/sales manager, remains in that position.

**KOMATSU NZ OPERATION SHOWS STRONG GROWTH**

Komatsu Australia's operations in New Zealand have been showing strong growth since the company took over distribution of Komatsu products in that country just two years ago.

Bruce Dabb, Komatsu Australia's general manager, NZ, said that in the past 12 months, the company has doubled both new and used equipment sales compared with the previous 12 months.

"We are also seeing solid growth in parts and service sales," said Bruce.

Significant equipment sales over this period have included four WA600 wheel loaders, a D375A-5 dozer (to the Lyttelton Port Company, near Christchurch) and six Timbco forestry machines.

"Our Dash 7 excavator and Dash 5 wheel loader launches have gone extremely well for us, and we are seeing significant increases in market shares with these innovative and highly productive machines," said Bruce.

"We've also been seeing good sales with our PC228USF short-tail 'high/wide' forestry excavators.

"More recently, we have just delivered our first PC1250-7 excavator, which will be commissioned in late March at Glen Coal's Renown coal mine near Huntly, in the Waikato, where W Stevenson and Co is the principal stripping contractor.

"On the used equipment side, we have delivered a substantial num-

ber of used dozers to both the forestry and construction sectors of the market. The delivery of a late-model, low-hour HD465-5 machine has assisted in demonstrating our capability in all sectors of the market." Bruce said.

"What's especially pleasing for us is that we are picking up sales across the board, from sole operators and small contractors, to larger contractors, quarries and forestry contractors, right up to mines and large corporates."

*"...in the past 12 months, the company has doubled both new and used equipment sales..."*

Other significant developments over the past 12 months have included opening the Rotorua branch (servicing the forestry sector in the central North Island), and appointing three new service partners.

Komatsu NZ's new service partners are Machinery Specialists in Palmerston North, Heavy Equipment Taranaki in New Plymouth and Gibson Equipment Repairs (formerly Dave Gibson Auto Repairs) in Nelson.

"We now have a total of 12 service partners throughout New Zealand," said Bruce. "It's a concept that's working very well for us, and our relationship with all our service partners is strengthening.



*Bruce Dabb, Komatsu Australia's general manager, New Zealand.*

"We are strongly committed to the service partner concept."

Over the same period, Komatsu NZ has also added four new equipment sales representatives. They are **Les Reid** and **John Kosar** in Rotorua, **Mike Dunlay** in Christchurch and **Steve Faulkner** in Auckland.

John Kosar, as the specialist forest products manager, is working alongside the company's sales reps to grow the sales of Partek products in New Zealand.

Bruce said that growth of Komatsu's business from its Rotorua premises was a high priority.

"We opened those premises exactly a year ago, on April 1, 2002, and they are operating very successfully from the point of view of our customers and Komatsu Australia.

"It's our intention to build the business in this region aggressively to service the forest sector," he said.

Later this year will see another major step forward for Komatsu in New Zealand, when new regional headquarters in Auckland is opened.

"We are just finalising the designs for these purpose-built premises, which will include a much larger service facility, bigger parts storage and allow us to provide even better service for our customers," said Bruce.

The new premises are due to open in November 2003.



*The first Dash 7 excavator sold in NZ to Palmers' Logan Point Quarry.*

# KOMATSU ADOPTS CCF SAFETY ASSESSMENT PROGRAM

As part of its commitment to a safer working environment, and ensuring its people have the skills to operate equipment safely, Komatsu Australia has adopted an operator assessment and training program developed by the Civil Contractors Federation.

In the course of their duties, Komatsu Australia sales reps and field technicians are often required to safely inspect, move and operate equipment.

This may include manoeuvring it around a yard or site, or carrying out basic operations while testing and troubleshooting a machine. An additional competency is included for people who also

years' experience.

CCF has met Komatsu Australia's needs by adapting its carding program to reflect the skill levels in machine manoeuvring typically required of sales reps and field technicians.

Over the next few months, Komatsu Australia's sales reps and service technicians will be trained and assessed for the Komatsu Machine Safety Card.

This is based on the manoeuvring competencies in the CCF "repair and maintenance" competency instrument, while the people who load and unload will also be assessed on the "transporter



*Dean Jones (left) and Michael DeBoer, business development managers, attending the CCF training program.*

need to load and unload machines, on and off transport vehicles.

Over the past few years, the Civil Contractors Federation (CCF) has developed an operator carding program as part of a nationwide operator ticketing system.

Under this carding program, operators are assessed and trained using qualified CivilTrain assessors, and issued cards showing their skill levels, and the type of equipment they are competent to operate.

Skill levels range from the basic entry-level trainees, up to highly skilled operators with many

safety" instrument.

According to Mark Travis, CCF's Victorian training manager, and who is responsible for co-ordinating the Komatsu safety program Australia-wide, the carding system ensures all reps and technicians have the required minimum safety and operating skills.

"The training program involved in this process ensures they understand basic operating procedures, machine safety and that the machine is safe to move on or off a low loader and around a site," he said.

"We are producing in conjunction co-badged CCF/Komatsu



*Above and below: Training program being conducted at the Komatsu Perth facility*

Australia cards that show a Komatsu employee's skill levels and the types of equipment they are qualified to operate."

Training is being provided to employees in each region by the local state or territory CCF branch.

Barry Potter, Komatsu Australia's organisational development manager, said Komatsu's adoption of the CCF assessment and carding program helped resolve a number of safety issues facing the industry as a whole.

"Firstly, it ensures that our people are correctly trained to safely operate equipment to the minimum levels that are required of them.

"Secondly, it gives our customers the assurance of knowing that when a Komatsu sales rep or field technician comes to their premises or on to one of their worksites, that employee has been assessed

as competent to move or operate that machine," said Barry.

"The duty of care requirements of OH&S legislation today put the onus both on ourselves as employers and our customers on their jobsites to ensure that those operating equipment, no matter at what level, are competent to do so."

The Komatsu Machine Safety Card is not a machine operator's ticket, and by design does not include actual earthmoving operations. If Komatsu Australia personnel need operator's tickets, these can be arranged separately through normal channels.

Training of Komatsu Australia sales reps and field service technicians began in the company's Perth branch premises and using Komatsu equipment during February.

It will shortly be rolled out to other regions.





# QUEENSLAND COUNCIL GETS SUPERIOR PERFORMANCE FROM KOMATSU BACKHOE

A Komatsu WB97R-2 backhoe loader has been delivering superior performance – and savings in time and money – for southwest Queensland-based Dalby Town Council.

Dalby Town Council is a small council in the Darling Downs region, about 100 km west of Toowoomba. It covers an area of 60 sq km around Dalby, and services a population of 10,500.

The Komatsu backhoe, which was purchased in mid 2002, is primarily used on road construction works, although it is also used maintenance works, cemetery excavations and water and sewerage works, according to Mark Hayes, technical supervisor works and fleet manager.

“Because we are only a small council, we use the backhoe across a range of applications and departments,” said Mark. “However, 70-80% of its use would be for road construction.”

He spoke very highly of the WB97R-2's performance.

“It's performance in terms of breakout, dig depth and loading capacity is excellent. It has the best performance of any backhoe we've ever had — and we've had a number in our fleet over the years,” said Mark.

“As far as operator comfort and ease of operation is concerned, our operator just raves over it. Its visibility, safety loading capability and ease of operation is definitely

better than any other backhoe.

“It has a bigger bucket, better stability and better loader performance, which saves us time and money on truck loading operations,” he said.

“The operator also has a better view of the loading area and the truck body, so he can work faster, more safely and more accurately.

“We are very happy with it, and our operator is delighted with it,” Mark said.



*Dalby Town Council's Komatsu WB97R backhoe/loader, being operated by "Bud" Anderson, in the process of digging five grave sites, using a 750 mm bucket in very heavy black clay.*

# KOMATSU CUSTOMER'S JOEY RESCUE SERVICE



*Rescued joeys, snug in their Komatsu cooler bag.*

A long-time Komatsu customer and her Komatsu cooler bags have played a key role in saving the lives of orphaned joeys (young Kangaroos) in the Pilbara region of Western Australia over the past five or six years.

Julie Young and her husband Brad own B J Young Earthmoving, based at Port Hedland, in north Western Australia.

The company carries out civil and earthmoving work for mines in the Pilbara, as well as general road works throughout the region, with a fleet of two Komatsu PC300-7 excavators, a GD650A-2C grader, a WA300-1 wheel loader and side tippers.

With the business requiring Brad and Julie to take long trips through the outback they get to see plenty of roos that have been killed or seriously injured by road trains and other traffic.

Every time they spot a newly killed kangaroo, if it's a female, Julie will check its pouch to see if there are any surviving joeys.

“When we get the joeys, it's important that they be kept warm and secure at all times”, said Julie.

“Komatsu Australia's cooler bags are ideal for this; they've got the perfect amount of insulation, and they're flexible enough that they mould to any shape.”

“Because we are on the road in the early morning before the sun's up, that's a good time to be able to rescue them. As the sun comes up and the day gets hotter, they can't survive very long.”

Once Julie gets the joeys home, the caring process is fairly demanding.

“It's just like looking after a baby.

If they are very young, the joeys need to feed every four hours, and it's pretty time-consuming,” she said.

After a few weeks of home care, Julie sends the joeys down to Perth, to the Chidlow Marsupial Hospital.

“We put them in a pet pack and fly them down on Qantas, using the Komatsu cooler bags. I've been doing this for a few years now, so they know me well and how to look after the animals,” she said.

Once the animals are fully-grown, they are either released into the wild, or remain on the grounds at Chidlow.

“The Euros, being a kangaroo that lives in the hilly areas, adapt to being released in the wild after hand-rearing, but the big red kangaroos, especially the males, don't adapt so well.”

Since she started rescuing orphaned joeys, Julie estimates she's probably saved and reared about 30 young animals.

“Sometimes we'll get three joeys a month, other times we may only get one a year,” she said.

“Because of the drought up here, we haven't had that many over the past few months.”

Shane Paton, Komatsu Australia's representative in the area, and his family were also involved in a joey rescue recently.

“We had a lot of rain the other week, and there was flooding in a lot of the Pilbara. Shane was out with his family, and they found a joey about eight inches tall whose mother had drowned”.

“They brought it into me, and the their children were able to come around every few days to see how it was going, and eventually say good-bye to the joey and to wish him all the luck in his new life.

“It is great to have children involved in these rescues. I'm sure they will never forget the experience and pleasure it can bring,” said Julie.

# KOMATSU MACHINES PLAY KEY ROLE FOR SINGLETON COUNCIL

Singleton Council, in the "heart" of the NSW Hunter Valley, owns a number of Komatsu machines, which carry out key roles for its construction and maintenance activities.

The council covers a fairly diversified range of industries for a regional council: Hunter Valley coal mines alongside vineyards, a large Army base, power generation, tourist activities, national parks to the north and south, traditional farming plus all the associated support and service industries.

According to Greg McTaggart, Singleton Council's Manager Works, the council has always prided itself on providing high-quality infrastructure and services to its residents and visitors.

Komatsu equipment owned by Singleton Council includes a WA180-3 wheel loader fitted with four-in-one bucket, a GD530A-2C grader and a D65EX-12 dozer.

The rest of this article looks at the performance and application of each machine.

## GD530A-2C grader

The council's grader, which it purchased in June 2001, is used primarily for maintenance and rehabilitation work, along with occasional construction applications.

Its work includes overlaying and stabilisation of sealed pavements, edging of sealed roads, gravel

road re-sheeting, grading of unsealed roads and general earthworks.

Greg admits that when he first opted to purchase a Komatsu grader, he did so with a degree of apprehension.

"When we replaced our previous grader, we went down two class sizes, from an ERG Class MG9 to an MG7. At the time of purchase, the Komatsu GD530A was the best value for money, and so I recommended we buy it.

"One of the things that did help sway me in favour of the Komatsu was the glowing reports I got from other councils who owned these machines.

"However, it was still a big move for us to switch to a Komatsu grader, but I have to say it has exceeded my expectations."

"As far as performance and reliability is concerned, I believe it is as good as any other grader on the market," he said.

"The operator is also very very pleased with it, even though he came off another make of grader to this smaller, less powerful machine.

"The power-to-weight ratio on this grader is very well matched, so he still finds he's got sufficient power to do his job, even through he's moved down a class or two," said Greg.

## D65EX-12 dozer

This machine, purchased in June 2001, is used in the council's tip, on the outskirts of Singleton.

"We use it to do everything at the tip," said Greg. "This includes moving material around, pushing garbage over, compacting and covering garbage.

"We've been very pleased with its performance, which has been exceptional. The operator also tells me it's a beautiful machine to operate."



*The council's D65EX-12 dozer is used in the council's landfill operations.*



*Singleton Council's GD530A-2C grader, shown here with operator Jason Cullen, has exceeded the council's expectations.*



*Singleton Council's WA180-3 wheel loader, fitted with 4:1 bucket.*

## WA180-3 wheel loader

This loader, bought by the council in June 2000, has a fairly unusual set up, being fitted with a 4-in-1 bucket, giving it the ability to carry out a wide range of tasks.

These include loading gravel from quarries and roadside stockpiles, earthworks, cleanup and clearing work.

"This is a very versatile machine," said Greg. "We used to have two backhoes, but we found after we got this machine with the 4-in-1 bucket that we could get rid of one backhoe.



*Greg McTaggart, Singleton Council's manager, works.*



# KOMATSU RELEASES NEW "COLLECTION"

Komatsu Australia has released a new range of merchandise, covering clothing, scale models, sportswear, bags and accessories, outlined in a new catalogue, *Komatsu: The Collection*.

The 2003 Komatsu Australia merchandise collection incorporates a complete new look, giving a professional appearance, updating the company's corporate identity and promoting exciting new designs.

All clothing products are Australian-designed, and most are Australian-made. They are of the highest quality — matching the quality of Komatsu equipment — giving a line of clothing ranging from "smart casual" to a more informal look, such as T-shirts with photos of Komatsu equipment at work in Australia and New Zealand.

In developing the new range, Komatsu has opted to cater for a much wider cross-section of the markets it covers, and therefore new sections have been added to the collection. These include, for example, ladies' wear, scale models and many more.

Items available include:

- ▶ Headwear
- ▶ Jackets and fleece tops
- ▶ Sport and leisure shirts
- ▶ Ladies' wear
- ▶ Bags and cases
- ▶ Writing implements
- ▶ Golf wear and equipment
- ▶ Kids' wear and stuffed toys
- ▶ Models
- ▶ Drinks and accessories.

Komatsu merchandise items can be ordered by visiting your nearest Komatsu Australia branch, by phone order, or by visiting the Komatsu Australia website at [www.komatsu.com.au](http://www.komatsu.com.au), and clicking on the "Merchandise" link.

Further information: *Komatsu Australia Pty Ltd*, ph 1800 853 311, email: [info@komatsu.com.au](mailto:info@komatsu.com.au).



# SKIDSTEER BUYER WINS DUCATI

Western Australian contractor Rod Coles, of Cape Crushing, was the winner of a Ducati 998 Superbike as part of a promotion by Komatsu Australia for its new Italian-built skidsteer range.

Every buyer of Komatsu skidsteers during 2002 went into a

draw for the Ducati 998 and Rod was the eventual winner. He was announced as the winner at the ACE 2003 earthmoving show in Melbourne recently.

Komatsu skidsteers and Ducati motorcycles share an Italian pedigree for performance, han-



From left: Brian Firth, sales manager, western region and Rod Coles from Cape Crushing and Earthmoving Contractors.



Happy winner: Cape Crushing's Rod Coles (in bike leathers) with his new Ducati 998 bike, along with the Komatsu team at ACE 2003.

dling and control, although in different industries. World Superbike Champion Troy Bayliss has featured in Komatsu advertising for the Ducati 998 and the new skidsteer range.

Komatsu and Ducati share a commitment to industry-leading tech-

nology and high quality, making the two brands a good fit during this year-long cross promotion.

The new Komatsu skidsteers offer clever hydraulics, which help make less skilled operators more productive, sooner.

# BURDETT'S CHOOSES KOMATSU WA480-5 LOADER

One of Victoria's leading suppliers of quarry, landscaping and building products, Burdett Sand Soil and Stone, has just taken delivery of a Komatsu WA480-5 wheel loader, after assessing competitive options in this class of machine.

This is the company's first Komatsu loader since it traded a WA450-1 loader about 12 years ago.

The new Burdett's loader was a highlight of the Komatsu Australia stand at the ACE show in Victoria in mid-February.

Andrew Burdett, one of the principals of Burdett's, is a strong support of the Construction Material Processors Association (CMPA), and until recently served on the association's development committee.

*From bottom-left: Mark Osborne, Komatsu sales rep and Andrew Burdett with his daughters in the cab of the Komatsu WA480-5 wheel loader at the recent ACE 2003.*



## KOMATSU DEALS A WINNING HAND AT ACE 2003

The ACE 2003 exhibition is a biennial event which was held at Melbourne Showgrounds on February 20 – 22, 2003.

According to the ACE organisers, Exhibitions & Trade Fairs Pty Ltd, there was a significant 51% increase in attendance compared with the 2001 event.

At ACE 2003, Komatsu Australia introduced its new short tail excavator range; the new 27 tonne dash 7 excavators and the new merchandising collection. Also on display, were the successful Dash 5 wheel loaders, Dash 7 excavators and skidsteer loaders.

"ACE 2003 was the best so far" said Tim Lowy, Victoria utility sales manager. "The venue and the attendance both added to the success of the show as well as a good level of enquiry across the full range of Komatsu products."



*Above: Inside the Komatsu stand, the new collection of Komatsu merchandise was well received together with the smaller excavators in the Komatsu range.*

*Left: Komatsu's wide range of products on display in the Melbourne Showground arena.*





# KOMATSU SELLS PARTEK UNITS IN NZ

New Zealand forestry contractor DT King recently took delivery of three items of Partek Timbco forestry equipment — including the first 475E feller buncher in the southern hemisphere.

DT King is a large rural transport based company, with a forestry division, providing contract harvesting and transport.

The three machines, supplied by Komatsu NZ, the Partek Forest distributor in New Zealand, are the 475E, fitted with a Timbco 395 head, a 445E, fitted with a Timbco 385 head, and a 820E forwarder.

Delivered in September 2002, these were the first Timbco machines sold in the South Island by Komatsu NZ.

The machines are being used in contract plantation operations throughout the Southland region.

Since being delivered, the 475E has been used in eucalypt plantations, although according to DT King general manager Paul Balneaves, it is likely to spend 50% of its time in pine and 50% in eucalypt. The 820E forwarder has been working alongside the 475E.

The 445E has spent the bulk of its time in thinnings work, primarily radiata, with a bit of oregon work.



*Hard at work the 445E Harvester is mainly used for thinnings work for DT King.*

Since taking delivery of the new machines, Paul Balneaves said the company has been very pleased with their performance.

"The 445E has been going very well in the thinnings work; we're only getting about a 2% damage rate, which is pretty good.

"We haven't yet tried it in radiata,

but we expect it to go even better.

"And as far as the forwarder is concerned, we're very pleased with how it's going. When we get our operation fully set up to take advantage of it, it'll be very efficient.

"It'll be able to forward the logs and load onto a truck in one hit,

saving us from having to have a digger there," he said.

Paul said DT King had opted for the Timbco machines because of how well they specced up against other machines.

"Their specs were better, even though they are slightly dearer machines," he said.

"With the 820E, we particularly liked the fact it is able to lift logs off the tractors and load the trucks, so we're not double handling."

The other advantage of these particular machines is that they all have the same engines, maximising parts commonality.

Backup from Komatsu NZ's local service agent since delivery of the three units has been of a high standard, said Paul.

"We've had really good support from the service agent.

"They've done a very good job, particularly in sorting out some of the teething problems associated with the 475E," he said. "Because it's the first one in the southern hemisphere, it's been a learning curve for everyone."



*The 820E Forwarder loading logs at the DT King site in NZ South Island.*

# 27 TONNE DASH 7 EXCAVATOR OFFERS MAJOR ADVANTAGES

Komatsu Australia has released the latest in its Dash 7 excavator range, the 27 tonne class PC270-7, offering major productivity and production advances over its predecessor, the PC250-6.

With operating weights ranging from 26.9 tonnes to 27.8 tonnes (depending on configuration) the PC270-7 still comes in under 30 tonnes with one or two buckets, a quick hitch and a bit of mud on the tracks, should still allow it to be legally transported as a single unit on a standard tri-axle trailer.

In common with Komatsu's other Dash 7 range — first released in Australia in early 2002 — it incorporates the following improvements over its Dash 6 predecessor:

- ▶ increased operator comfort, through a 14% larger cabin, even less noise and vibration, better operator comforts and improved air filtration through a pressurised cab with air conditioning as standard
- ▶ higher performance, through increased engine power, better digging forces and faster implementation speeds – coupled with reduced fuel consumption
- ▶ updated and improved HydrauMind hydraulic control system, resulting in faster performance, finer control and easier operation
- ▶ superior all-round visibility
- ▶ simplified maintenance, longer oil and filter change intervals and improved access to daily fill and inspection points
- ▶ improved safety.

Specific improvements compared with the PC250-6 include:

- ▶ bucket breakout increased 23%, to 22,200 kgf, ISO rated
- ▶ arm crowd force increased 17%, to 15,100 kgf, SAE rated (for standard 3045 mm arm)
- ▶ swing torque increased 21%,



*Komatsu's new PC270-7 excavator - higher performance and productivity*

- ▶ giving significantly faster cycle times and easier digging in hard applications
- ▶ larger final drives, giving 15% higher drawbar pull, from 23,400 kgf to 26,900 kgf, for increased traction and better manoeuvrability in difficult conditions
- ▶ same undercarriage as on the 30 tonne PC300-7, for increased stability, longer track life and higher safe working loads in craning applications.

According to Craig Hahnel, Komatsu Australia's excavator product manager, the PC270-7 is the best specced excavator under 30 tonnes.

"Komatsu has put a lot of thought into the design of the new machine, balancing performance versus the functionality of this size digger.

"Because we have been very conscious of the requirements of the market, this machine has the optimum power and weight combination for the sub-30 tonne market," he said.

"It has class-leading specifications in all key operating areas: breakout, swing torque, drawbar pull and digging depths.

"We are confident this new excavator will prove extremely popular in this key market size, and help cement Komatsu Australia's position in 2003 as Australia's number one excavator supplier, following up our number one position in 2002," said Craig.

Power for the PC270-7 comes from a turbocharged and after-cooled Komatsu SAA6D102E-2 diesel rated at 134 kW.

Reliability and durability have been further enhanced through such features as extended oil change hours (doubled in some instances) and the use of the most extensive filtration system on the market, including a high-pressure in-line filter for each main pump.

As with other excavators in the Komatsu Dash 7 range, the PC270-7 has two working modes, which can be easily selected at the press of a button.

**Active mode** provides maximum

production and power, along with fast cycle times, while **economy mode** provides 16% better fuel economy (but with the same performance as Heavy Duty mode in the previous Dash 6 model).

In addition, a **heavy lift mode** provides 7% more lifting force to the boom when handling rock or in heavy lifting applications, while a **breaker mode** optimises engine revs and hydraulic flow for hammers and other attachments.

These and other functions are controlled by a multi-function colour monitor, which also ensures the operator is informed of any operating abnormalities and is reminded when filter and oil replacement time is up.

It also stores any machine abnormalities that may have occurred for more effective troubleshooting.

Daily servicing and maintenance is further simplified through easy access around the engine and hydraulic components, combined with larger service doors.

Brief specs of the new Komatsu PC270-7 excavator are as follows:

Operating weight, 26.9-27.8 tonnes; engine, Komatsu SAA6D102E-2 rated at 134 kW; maximum digging depth (3045 mm arm), 6460 mm; arm breakout, 15,100 kgf; bucket breakout, 20,200 kgf; drawbar pull, 26,900 kgf; maximum travel speed, 4.5 km/h.

*For further information contact:*

*Craig Hahnel, Komatsu Australia's excavator product manager, email [excavators@komatsu.com.au](mailto:excavators@komatsu.com.au)*



# MINE REHAB CONTRACTOR IS A KEEN KOMATSU CUSTOMER

Hunter Valley contractor Singleton Earthmoving uses a fleet of Komatsu equipment for what has become an increasingly important role in mine sites: post-extraction rehabilitation.

Bernie and Valda Wood established Singleton Earthmoving in 1981 as a general contracting company servicing the Hunter Valley mining and civil sectors.

"In 1987, we decided to concentrate on the mine site rehabilitation business as much as possible, as we could see there was going to be a demand for cleaning up mines after extraction was completed," said Bernie.

As a result of this decision, Singleton Earthmoving has built itself a substantial niche business, using relatively small equipment in an industry dominated by

giant machines to carry out clean up and remediation work.

At any one time, Singleton Earthmoving is carrying out rehabilitation works on up to 10 different mines throughout the central and upper Hunter Valley. Customers include Bulga Coal, Coal & Allied, Camberwell Coal and Xstrata Coal.

Each year, the company moves around 500,000 cu m of material and topsoil, returning about 100 hectares to what will ultimately be productive farming land.

"Our work involves turning mine overburden dumps and other disturbed areas back into fertile land," said Bernie.

Much of Singleton Earthmoving's work involves shaping high overburden dumps into gently rolling, grassy hills.

Initial shaping work is carried out by the company using large Komatsu D375A dozers, including a new D375A-3 delivered in August 2002, plus a D375A-1 and D375A-2 on long-term hire from Komatsu Australia.

All three machines are currently at work at Bulga Coal's mine near Singleton.



Two generations of Komatsu dozers working together: D375A dozers reshaping an overburden dump at Bulga Coal.

Following this, a fleet of smaller dozers fitted with rakes, including a Komatsu D65EX-12 and Komatsu TD12, are used for the construction of containment drains and final finishing work prior to topsoil spreading and application of seeds.

A brand-new Komatsu WA380-5 wheel loader, delivered in January 2003, loads a fleet of belly dump trucks used to shift and spread topsoil.

Other Komatsu equipment owned by Singleton Earthmoving includes a PC220-6 and PC220-7 excavator (delivered April 2002, the first Dash 7 excavator in NSW) and a PC450-6.

These excavators are used for general clean up and maintenance work around various mines.

Bernie bought his first Komatsu machines in 1992 with the purchase of a Komatsu PC200-5 excavator.

"That was an excellent machine. It gave us no problems whatsoever," he said.

"Ever since then, we've been regular buyers of Komatsu machines; the machines have been good and the service has been good."



Singleton Earthmoving's PC450-6 carrying out clean up work at Bulga Coal.

## CHRIS GUNTNER: WHEEL LOADER SPECIALIST AND MASTERCLASS TUTOR

Chris Guntner, Komatsu Australia's South Australian sales co-ordinator, has another key role within the company: training sales reps throughout the organisation on the finer points of mid-size Komatsu wheel loaders.

Chris, together with Colin Chamberlain, Komatsu Australia's senior product manager, wheel loaders, conducts MasterClass training sessions for mid-size wheel loaders (covering the WA120-3 through to the WA480

size machines).

"Our goal is to ensure all Komatsu Australia sales reps go out to customers with a really good understanding of the product, so that they can best promote the applications, features and advantages of a particular machine," said Chris.

"And today, with so much product available through Komatsu Australia, it gets very difficult for a particular rep to know everything about every product.

"The MasterClass program also gives them a pathway to finding out more information and resources when required by a customer, for example in the case of a very specific application.

"The end result is that our reps are better placed to service customers, and provide them with a machine that best meets their needs and the application it is required for," he said.



# NAT LOVES HIS NEW APPRENTICESHIP



*Nat Tedesco, one of Komatsu Australia's newest employees.*

Nathaniel Tedesco, an 18 year-old apprentice with Komatsu Australia's south-eastern region, is one of the company's newest employees.

Nat, who completed his high school certificate in 2002 at Patrician Brothers College in Fairfield, started his apprenticeship with Komatsu on January 21, 2003.

His preference was always to learn on the job, rather than study full time then look for a job.

When Nat first left school, he was looking for opportunities in the IT field, but unfortunately the market

was saturated with people wanting to do the same thing.

"I approached Metro Skills Training in order to find other areas available for apprenticeships," said Nat.

"Luckily, a position for a parts interpreter apprenticeship was open at Komatsu Australia; I applied and was successful."

In addition to working at Komatsu Australia, Nat also attends Ultimo TAFE and is locked in for a two and a half year course, which he says suits him just fine.

"It's hard to believe that it's only been two months!" he said.

"I look back now and I'm amazed at how much I've learnt in such a short space of time."

Nat's duties include:

- ▶ parts interpreting
- ▶ taking orders by fax
- ▶ price and availability for customers
- ▶ assisting with customer enquiries at parts counter
- ▶ general clerical functions.

"I find my role challenging and believe it will give me the background experience required for my future career," Nat said.

## KOMATSU HELPS ROYAL AUSTRALIAN ENGINEERS CELEBRATE CENTENARY



*This Komatsu SK815-5 skidsteer was used for construction of a heritage "link" path to help the Royal Australian Engineers celebrate a centenary of operation.*

The Royal Australian Engineers (RAE) recently celebrated a centenary of operation in 2002. The year saw many activities and events conducted across Australia to round off this major milestone.

One particular activity in the culminating week of celebrations was to enhance the grounds of the School of Military Engineering

(SME) at Moorebank southwest of Sydney.

To help the ground enhancement, Komatsu Australia volunteered the use of one of its new skidsteers to help construct a new 70m walking path.

This path was constructed to link the past era (heritage park area) to the future pathways era within the SME.

Construction of the "link" path involved excavation of insitu sub-grade material, followed by importation and spreading of decomposed granite as a base course. In addition, garden bed mix was also placed and spread along 50m of the path.

The skidsteer was also used for remediation works and site clean up next to a new concrete path.

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# AH PLANT BUYS HARD-WORKING SHORT TAIL KOMATSU EXCAVATORS



AH Plant, Australia's largest specialist plant hire company for the construction and building industry, has recently purchased a large fleet of Komatsu short-tail excavators.

The new machines, delivered in December 2002, consist of PC30MRX-1s, PC40MRX-1s and PC45MRX-1s.

The machines are spread through AH Plant depots in Sydney regional NSW, in Melbourne and

in Tasmania.

According to Wayne Weller, AH Plant's General Manager, Southern Region, the machines have been almost permanently on hire since they were delivered.

"The reaction to these excavators has been nothing short of outstanding," he said.

"The acceptance and take-up in the marketplace has been spectacular, particularly from existing customers who utilise our larger

fleet items in the 7t to 30t range.

"They have pretty much been out on hire full-time since we put them on our books as customers tap into our supply of these items with our dump truck fleet" said Wayne.

AH Plant's clients have primarily been using the short-tail excavators for draining and small building and construction applications, where they are proving particularly handy in confined spaces.

"They've been going to a wide range of customers throughout the industry," he said.

"Our next raft of machines will be delivered shortly and configured to operate in building foundation works and demolition of partitioning in commercial building renovation.

Wayne said key factors in the

decision to purchase Komatsu included the national support network available, and the strength and toughness of the machines.

"Our operations are throughout Australia and Komatsu Australia's national network was crucial to the deal.

"The other major reason for AH Plant opting for Komatsu short-tail excavators was the sophistication, robust design and toughness of the machines and in the dry hire business, the machines take a fair belting. We believe that of all the units available, the Komatsu ones had the ability to go the distance in what is a physically tough market.

"The combination of operator comfort, toughness of the machines and competitive pricing made these machines the best option for us," said Wayne.

## LONG, TROUBLE-FREE LIFE FROM EXCAVATORS IN QUARRY AND HAMMER OPERATION



Two Komatsu PC400-5 excavators have logged 17,000 and 19,000 trouble-free hours over the past 10 years for David Mitchell Lime's Attunga operation, near Tamworth, NSW.

The two machines have been used in demanding quarry excavation works, including a high percentage of hammer operations.

David Mitchell Lime (DML) manufactures lime and limestone products, with operations throughout Australia's eastern states.

The Attunga plant, consisting of two quarries and a manufacturing operation, supplies DML customers throughout NSW.

One of the PC400-5 excavators (the 19,000 hour one) has been replaced at Attunga by a recently

purchased low-hour used Komatsu PC450-6 excavator, sourced through Komatsu Australia's used equipment division.

However, this PC400-5 is staying with DML, having been moved to another of its operations.

The excavators at the Attunga plant are used for both overburden removal, and loading of rock for hauling to the crusher plant.

According to Bob Ware, Attunga quarry manager, the two PC400-5s have performed very well.

"The 17,000 hour machine, which we're keeping here, has done a lot of hammer work over that time, and we've only ever had to replace one pump," he said.

"Both the machines have performed very well, and been extremely reliable. They've



served us very well, and we can't complain about them.

"When we were looking at a replacement for the 19,000 hour PC450, we had an opportunity to

look at other brands, but in the end we went back to Komatsu because their service and support, plus the performance of their machines, is so good," Bob said.

# HOW TO PROPERLY GREASE PINS AND BUSHES

BY SCOTT RANDALL

Regular greasing of pins and bushes, at the specified intervals set out in your machine's maintenance manual, is an essential factor in ensuring maximum life.

Some joints require daily greasing; others at more extended intervals.

This article looks at the basics of pin and bush greasing – over the next few months, we will be looking at some more advanced issues, including grease selection for different applications, greasing requirements in wet or muddy applications and troubleshooting.

Before we start, these are some key points:

- ▶ Always ensure machinery is switched off and/or the component(s) to be greased can't be moved. Once the engine is switched off, pump the control

levers two or three times until the bucket or arms no longer move – ensuring you have discharged the hydraulics

- ▶ Have the correct grease and tools ready for the job at hand.
- ▶ Always clean around the grease nipple with a clean rag or cloth. If there's an excess of grease built up around the joint, scrape and wipe this off, using kerosene or other solvent to get it clean. It is very important to ensure there is no dirt or grit around the grease nipple – if it's not cleaned away, it can be forced into the joint when new grease is pumped in.
- ▶ At every major service, you should get the machine steam cleaned. This serves two functions:

1. It removes excess grease,

which will have attracted dirt and other contaminants.

2. It allows proper visual inspections, which are an essential part of daily maintenance.

- ▶ Avoid over-greasing; once no more old grease is exiting the joint and the new grease starts coming out, that is sufficient. Excess grease around the joint attracts dirt and contaminants. Be aware that pumping in too much grease can also damage joint seals.
- ▶ Get in the habit of rotating the joint two or three times to ensure an even distribution of grease. Grease can only penetrate the joint properly where there is no load on the pin/bush. This particularly applies to those joints that are

constantly in the dirt, such as on loader or excavator buckets.

If excessive wear (beyond factory acceptable limits) exists in grease-able components or the seals are damaged, no amount of greasing will stop the eventual accelerated wear of the components in question.

Repair, and or replacement of the worn components, backed up by recommended regular service will avoid a much larger and possibly unsafe situation from arising in the future.

PM (Preventive Maintenance) inspections are designed to identify these sorts of problems in the early stages.

*Scott Randall is Komatsu Australia's technical training coordinator*



*Excess grease around the nipple attracts dust and dirt which can get into the joint, shortening pin and bush life.*



*This is a grease nipple which hasn't been cleaned properly for a L-O-N-G time.*



*A leaking hydraulic cylinder, combined with poor joint cleaning and greasing practices just means more opportunities for contamination to enter the system.*



*Use a scraper to clean off the worst of the dust and dirt that's built up around a joint...*



*...then use a solvent-soaked cloth to wipe it clean.*



*Once the joint area is clean, don't forget to clean out all the gunk that may have built up inside the nipple; failure to do this may mean that contaminants are forced into the joint when you apply fresh grease.*



*A clean joint and nipple, ready for greasing.*



*Now pump the grease into the cleaned joint until fresh grease starts exiting the joint. When you have finished, wipe off excess grease.*



# KOMATSU KIDS CORNER



Make your way through the maze by mining all the gems using the new Komatsu PC1250-7 excavator!



Start ↑ ↓ Finish



Answers from last edition!

How Clever Are You?

- 1.) Dash 7 excavator - page 13
- 2.) Dash 5 wheel loader - page 17
- 3.) Dash 5 dozer - page 16
- 4.) Skidsteer loader - page 24

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› **Less tail swing:** ultra-short tail Komatsu excavators turn 360° almost within their tracks. Operators can focus on productivity rather than the obstacles behind.

› **Less noise and vibration:** because of greater cabin comfort and better visibility, operators stay more focussed and more productive for longer periods of time.

› **Less risk:** minimal tail swing means maximum safety. And on the job, nothing is more important than protecting the people and the environment.

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