

D2E

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Bill Pike
Managing Director
Komatsu Australia Pty Ltd

KOMATSU COMMENTS

Since joining Komatsu a few months ago, I have been impressed with the enthusiasm and dedication of our staff around the country.

During my brief visits to the Hunter Valley, Perth, Kalgoorlie, Campbellfield and Adelaide branches, I have had the opportunity to meet with staff and hear their views on a range of topics.

Over the next 12 months I hope to visit all KAL operations across the country and communicate directly with customers employees and suppliers.

The challenges facing Komatsu over the next year will continue to test our resolve. Competition in all markets will be intense and we cannot expect a lessening in activity.

Our task is to work towards greater efficiency and productivity, and to deliver higher levels of service and customer satisfaction.

This will require all of us to review the way we work and to devise new and more efficient work processes.

To assist this we are working on providing the organisation with new tools, which will be delivered through the One Komatsu program.

During this time, every employee will be touched by the program and I urge everyone to embrace change and help us build a stronger company.

As we move towards the end of 2004 calendar year we can feel confident that the company is

in good shape. Greater focus on day-to-day improvement will ensure this continues.

To all of Komatsu's current and past customers, thank you for allowing us to supply this great product.

Over the next 12 months we intend to "raise the bar" in customer satisfaction and I expect to have a growing number of customers in our family.

The true measure of customer service is how often you come back. You can be assured that we want to see you many times in the future!

To all customers and staff, I would like to thank you all for your support in 2004 and wish you a safe and happy festive season.

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Front Cover

Past editions of D2E magazines



KOMATSU AND RIO SIGN FIVE-YEAR SUPPLY CONTRACT



Rio Tinto has signed a five-year contract (with a three-year review) naming Komatsu its preferred supplier of haul trucks for its worldwide mining operations.

Under the agreement, Komatsu will also be a significant supplier of excavators, dozers and other equipment.

Rio Tinto expects to spend more than \$US1 billion on heavy equipment manufactured by Komatsu and other suppliers over the next five years.

Contract terms are based on life cycle costs, an on-going strategy that promotes a collaborative approach to optimising equipment design and deployment.

"We are building on an established relationship with

Komatsu, and we have built in provisions to ensure the best possible return on investment and the best possible safety and environmental performance over time," said Gary Goldberg, chair of Rio Tinto's Core Technologies Directorate.

"This alliance teams two world class companies and will redefine the way mining companies and suppliers work together to optimise asset management in a cyclical industry," said Dave Grzelak, chairman and CEO, Komatsu America Corp.

The contract includes provisions to implement technical and service improvements – covering design, productivity, safety and environmental advances – on a continual basis. Equipment will

be produced at Komatsu plants in Japan, Germany and North America.

"This contract focuses on competitive life cycle costs and productivity for the equipment, in keeping with both organisations' focus on long term growth and profitability," said Mr Goldberg.

The announcement was welcomed by Komatsu Australia, with managing director Bill Pike commenting:

"This is good news for Komatsu Australia, as it allows us to work more closely with a valued customer in Rio Tinto.

"Over the next five years, we aim to provide Rio with world-class service in line with its expectations.

"This agreement sets benchmarks in the three key procurement dictates of quality, price and delivery," he said.

About Rio Tinto

Rio Tinto is a world leader in finding, mining and processing the earth's mineral resources. The Group's worldwide operations supply essential minerals and metals that help to meet global needs and contribute to improvements in living standards. For more, visit www.riotinto.com.

For more information on the Komatsu mining equipment range please contact our mining office on 1800 KOMATSU, email mining@komatsu.com.au

INCREASED FOCUS ON CUSTOMERS



Ted Takiguchi

Komatsu Australia has begun on a program designed to completely rework the way it does business, with customers, suppliers and employees.

The program, known as One Komatsu, is being driven by company Chairman Ted Takiguchi, Managing Director Bill Pike and Chief Information Officer Malcolm Barnes.

"Our One Komatsu program is all about improving our business process for the benefit of key stakeholders," said Bill.

"The sole driver is to increase customer service, customer satisfaction and to deliver improved business operations for Komatsu Australia."

He said that under One Komatsu, every process and every activity within the company would be examined in detail, then reworked or redefined to ensure maximum efficiency and maximum customer satisfaction.

"This change in business process will enable us to deliver business relationships to a much higher level than currently exist today.

"We expect that the quality information we are going to deliver through One Komatsu will enable us to be, in the customer's eyes, more reliable," Bill said.



Bill Pike

"I would expect that our sales reps, our service people, our product support people will be able to deliver a much higher level of service than that which we can deliver today.

"Whether we're dealing with a large company or a mum-and-dad operation, all our customers want to know when is their machine coming, how much is it going to cost and how much is it going to cost to service it, how long is it going to be off the job for.

"One Komatsu will give all our people that level of detailed information – and much more – readily available, so that we can give all our customers the best possible levels of service," he said.

Company chairman Ted Takiguchi said a key driver for change was the fact that Komatsu Australia is currently still using basically the same internal processes as it was in 1991, when it first merged a manufacturer-owned importing and wholesaling business with a number of separately owned regional distributors.

"Since then, each branch and region has been doing things a different way; there is one management style in one branch, while another branch does things in a different way.



Malcolm Barnes

"That's why we came up with the One Komatsu title for this program: to tell people this is one company, not a number of individual different companies," Ted said.

"Ultimately, One Komatsu will allow us to take a much more sophisticated approach to our customers, better tailored to their specific needs.

"Also, just as important as the above reasons, our customers' expectations have changed. The demands they have on suppliers such as Komatsu are very different to what they were 10 years ago."

The One Komatsu program is being implemented using SAP technology as an enabler to rework its business processes and redefine customer relationships.

CIO Malcolm Barnes is heading up a team including internal IT specialists, external consultants and existing Komatsu Australia employees with years of "hands-on" experience in the industry.

"At least 50% of the people involved in making this program happen are long-term Komatsu Australia people, with in-depth understanding of our business, the industry and our customers," he said.

"The quality of people that Komatsu top management has committed to this project is exceptional and an indication of the top to bottom support that exists for this critical initiative.

"Invariably, when you go through one of these projects, people release not necessarily the best quality, but in Komatsu's case, top quality people have been assigned with the full support and commitment of senior management, and that's why we will get a superior result delivered to us," said Malcolm.

While Bill, Ted and Malcolm emphasise that the One Komatsu program will "never end" – it is by definition a philosophy of continuous improvement – key project milestones will occur at the end of 2005 and the end of 2006.

In 12 months' time, all Komatsu Australia's equipment sales and management, along with financial systems and processes, plus a significant implementation of best-practice HR systems, including payroll, will be operating under One Komatsu.

Another 12 months after that, the major customer-facing and operational functions, such as parts, service, contracts and warranty, will be rolled out.

"Driving this process is the understanding that customers buy Komatsu," said Bill. "We're not in the business of just selling equipment; we're in the business of helping customers succeed.

"So the more successful we can help them be – the more business we'll do with them.

"Much like the mining and construction sector, where Australian companies are rated 'world's best' this is an opportunity for Australia to lead the way in a critical global industry," he said.

BORAL STANDARDISES ON KOMATSU LOADERS FOR WA BATCH PLANTS

12 months ago, Boral WA opted to standardise on Komatsu's WA250-5 wheel loader as a batch loader for six of its Western Australian concrete batch plants.

The decision was made following a competitive demonstration against three other makes, and feedback from Boral's operators.

Five WA250-5s were delivered to Boral WA concrete plants at Bayswater, Mandurah, Rockingham, Spearwood and a plant operated at Nerrabup in November last year, with a sixth WA250-5 going to the Del Park Mining operation batch plant a few months later.

In addition, a specially modified WA200-5 has recently been

delivered to Boral's Pinjarra plant. Purchased for pit-cleaning duties, it has been modified by Komatsu Australia so it can fit on a tipper for ease of transport.

According to Mark Thurgood, Boral WA's concrete maintenance manager and WA maintenance planner, the WA250-5s, which are used for loading aggregate and sand mixes into hoppers, are achieving faster cycle times at all the plants.

"Instead of two trips between the sandpit and the hopper, they are making only one, because of the bigger buckets they can carry," he said.

Before purchasing the Komatsu loaders, Boral WA ran a fleet of

different makes and models at its various plants.

"We made a decision to standardise on a single make, and got this down to a short-list of four.

"We decided on Komatsu due to good pricing, the fact that they make a very good product, and the results of a competitive demonstration between four makes.

"We took all four loaders to a single plant, got a few of our operators to drive them for a day, then asked them what they thought. The Komatsu loaders came out on top in just about all areas," Mark said.

"It was important that our operators had a lot of input into

the selection decision, as they are the people driving them all day. I also looked at the mechanical side."

Since taking delivery of the loaders, Mark has been very pleased with their performance and availability, and the backup from Komatsu Australia.

"We've been very pleased with them; there haven't been too many issues at all – and any that have we've had quickly addressed by Komatsu.

"We also like the hydrostatic drive," he said. "One very good thing about it is that when you're loading the hopper, the loader will sit there at the top of the ramp; there's no need to ride the accelerator to keep it there."



WA250-5's are achieving faster cycle times at all Boral plants.

HST LOADER INCREASES PRODUCTION FOR ARONUÏ FEEDLOT

A Komatsu WA200-5 hydrostatic drive loader is providing increased production and performance in cattle feed mixing and handling duties for Aronui Feedlot, Australia's oldest feedlot.

Located north of Dalby in central Queensland, Aronui Feedlot has 16,500 head of cattle, destined for both domestic and export markets.

They require around 220 tonnes of feed a day – all of which is handled by the WA200-5.

Aronui Feedlot is part of the Australian Agricultural Company (AACo), which was established in 1824 and is one of the oldest companies in Australia. It owns 7 million hectares of land (about 1% of Australia's land mass) and runs nearly 500,000 beef cattle.

Its feedlot and other operations have won a number of environmental and best practice awards.

According to feedlot manager Greg Gibbons, since being delivered in June this year, the loader has performed well in what are very hot and extremely dusty conditions. And the decision to buy the WA200-5 was based in large part on the experience Aronui has had with its previous Komatsu loaders.

It has had four Komatsu loaders over the past 12 years, with a WA120-1 and WA180-3 (which the WA200-5 replaced) still in operation at the feedlot.

"We opted again for a Komatsu loader, because we've always found them to be very reliable machines, with good service and backup from Komatsu Australia," said Greg.

"And when you've got a couple



Reduced fuel consumption and significant increases in production makes the WA200-5 Aronui's choice of wheel loader.

of machines, I think it's good to stick with the one brand because of the advantages of parts commonality, service and support."

The new WA200-5, fitted with a 3 cu m light materials bucket, loads various feed mixes stockpiled in pens within a concrete storage block into a stationary mixer, which then loads the feed into trucks for distribution to the stock.

The previous loader used in this application, the WA180-3, was fitted with a 2 cu m bucket, so the new loader is giving a significant increase in production.

As well fuel consumption of the WA200-5, with its new Tier II engine and hydrostatic transmission, is about the same

as was achieved with the WA180-3.

"We're very happy with this new loader," said Greg. "It's a lot more productive, able to move nearly 50% more material in each load, for around the same fuel consumption."

"Our operators really appreciate the hydrostatic drive. They tell me it's a lot easier to operate, and gives more power going into the feed pens."

"It's a big improvement over the WA180 in size, the transmission system, everything," he said.

In addition to the large 3 cu m bucket, Aronui's new loader is fitted with Komatsu's "feedlot package", which is designed to minimise the adverse impacts

of the very fine dust generated in this working environment.

This includes:

- ▶ Mounting the air conditioning unit up behind the cab, instead of under the bonnet
- ▶ Reversing the direction of air through the engine cooling fan, so it comes in through the rear radiator and exits out each side and through the top of the bonnet
- ▶ Fitting a protective cowl around the fan to reduce the amount of dust sucked into the engine
- ▶ Fan blades can reverse direction, so two or three times a day, dust build up can be blown clear.

NEW RIG ALLOWS FOR SINGLE-PASS DRILLING AT GRIFFIN COAL

The recent commissioning of an Ingersoll-Rand DM25 blasthole drill rig has allowed Griffin Coal's operation near Collie in South Western Australia to switch to single-pass drilling for its face preparations.

The result has been faster and more productive operations, without the operators having to "double-stick" the drill, to reach the required depths.

"This single-pass process is a lot faster and eliminates the problems associated with having to join a second rod on the old rig," said Griffin's mining engineer, Rick Dalton.

"Having to do a second pass to complete the drill hole was a very cumbersome process, so it's a lot more efficient for us," he said.

Griffin Coal supplies coal to the nearby state-owned Muja power station, as well as private customers such as cement manufacturers, mineral sands processors and alumina refiners.

The new IR rig, which is drilling 15 m faces, was brought in to replace a smaller drill that was not able to drill the required depths in a single pass.

It was supplied by Komatsu Australia, and joins a large fleet of other Komatsu equipment on site, including 630E dump trucks, D575A-2 and D475A-3 dozers, and a WA1200-3 wheel loader.

A unique feature of the DM25 is that it's the first application in the world of the Centinel engine oil management system on a Cummins QSX15 engine, according to Griffin Coal's maintenance planner Chris Johnson.

"This is a trial project we have been working with Cummins on, so we had it fitted before delivery at Komatsu's Perth premises," he said.

"It allows us to extend oil changeout intervals from 250 hours to possibly 4000 hours, with a filter change every 1000 hrs, which is in line with other



DM25 fitted with a Centinel engine oil management system.

oil change intervals on the drill. That gives us a lot more flexibility in the production process, and means we can schedule all oil changeouts for the same time."

Because this is the first use of Centinel on the QSX15, Cummins is keeping a close eye on the engine, with all sample results up to the first 4000 hours going to Cummins in the US.

Chris said that Komatsu's performance in supporting other equipment at the mine had played a role in its decision to go for the IR drill.

"Komatsu's product support, spares availability and overall approach has been very good. They also have a rep based in Collie who looks after us very well," he said.

NSW CCF DINNER



Komatsu Australia again supported the NSW Civil Contractors Federation through its sponsorship of the federation's annual dinner and training awards night at the

NSW Parliament Dining Room "Strangers". The night was a great success, with the largest number of CCF members, partners and guests in attendance for several years.

The training awards are named after Hollis Vale, a long-term employee of CCF NSW who passed away some two and a half years ago. Now known as the "Hollis Vale Awards for Excellence", they are awarded to CCF's highest achievers undertaking the Civil Construction Traineeship.

Shown is one of the award winners, Adam McCarthy of BMD Group, with (from left) CCF trainer Graeme Calrow, Jocelyne Vale and Komatsu Australia's Ian MacCowan.

JOIN OUR CONEXPO CON/AGG 2005 TOUR!

Komatsu Australia will again be hosting a tour of customers to the Conexpo-Con/Agg 2005 show in Las Vegas, USA, including a pre-show study tour to Komatsu facilities in Japan.

The tour leaves Australia on March 9, with three full days in Japan. Then it's off to Las Vegas for the full week of Conexpo-Con/Agg, before heading back to Australia on March 20, arriving in Sydney on March 22.

Numbers are strictly limited, so if you'd like to join our tour, please contact Wafaa Ghali on (02) 9795 8252, email wghali@komatsu.com.au.

CHROMITE MINE COSTS CUT

A fleet of Komatsu equipment has recently been delivered to Consolidated Minerals' Coobina Chromite mine in the Pilbara region of north Western Australia, as part of a package that is reducing the operation's ownership and mining costs.

The fleet includes four HM400-1 articulated dump trucks, a PC800SE-7 excavator with 4 cu m bucket, a D275AX-5 dozer and a WA500-3 wheel loader.

Located 80 km south-east of Newman and 585 km south of Port Hedland, the Coobina Chromite mine has been in operation since the early 1990s. However, the operation was only taken over by Consolidated Minerals in 2001.

This year the mine is planned to produce 270,000 tonnes a year of high-grade chromite ore – a key ingredient in the production of stainless steel. The ore is exported in its raw form after beneficiation to bring its grade up to the required standards.

According to Peter Campain, General Manager, Plant with Consolidated Minerals, the size and layout of the pits dictated the use of articulated dump trucks, rather than conventional rigid dump trucks.

"The pits have very narrow haul roads, and a 50 tonne rigid truck is about 1 m too wide for it," he said. "In fact, a rigid truck with the required wheelbase would only have about 20 tonnes capacity."

Initially, Consolidated Minerals



PC800SE-7 with 4 cu m bucket loading the one of four HM400-1 articulated dump trucks.

brought in contractors to carry out the mining operation, and then a rental fleet, before deciding on purchasing its own equipment.

"The mining methods we use here just do not suit contract operations," Peter said.

"Because we are working narrow veins and relatively low volumes, we have to be very particular about how we mine so as to minimise ore dilution.

"We've since found doing it ourselves is a lot cheaper, and now going to direct ownership will further reduce our costs," he said.

The ore is initially blasted fairly coarsely as the bottom size for the product is 12mm and ore below this size is unsaleable.

The blasted ore is further ripped and pushed up where necessary by the D275AX-5 dozer, before being loaded into the ADTs by the PC800SE-7 excavator.

Peter said that despite the high density of the chromite ore (it has an SG of 2.2), the combination of the PC800SE-7 with 4 cu m bucket was exceeding expectations.

"We based our selection of the PC800 on the performance of a 75 tonne rental digger we had there, and decided we needed something a bit bigger to feed the trucks.

"However, it has performed a lot better than they had expected, to the point where the guys now want another truck, because they're having trouble keeping up," he said.

The ADTs are used to haul ore to the processing plant, as well as overburden to stockpile areas.

Ore is loaded into the processing plant using the WA500-3, which also loads the processed ore into road trains for transport to Port Hedland.

Peter said a key factor in Komatsu winning the equipment

order was its being one of only two manufacturers able to supply a full fleet.

"Ultimately, the reasons why Komatsu won it were the lower whole-of-life costs and the financing, with Komatsu Australia offering us a better finance package.

"In addition, we have Komatsu gear in our other sites, and we've been pretty happy with the way it has performed."

The fleet has been financed on a three-year operating lease arrangement, in part to ensure a high degree of availability and reliability.

"As we now own the equipment, and it's a fairly small fleet of machines in a remote area, reliability for us is very important. Getting it on a three-year operating lease means that we are well within the life-spans of the components, so reliability should be pretty good," Peter said.



The WA500-3 loads the processed iron ore into road trains.

GXX GRADERS HELP TASSIE COUNCIL BEAT ITS BACKLOG



The two GD655-3 have impressed the Huon Valley Council operators with their higher grading speed.

Two new Komatsu GD655-3 graders are helping Tasmania's Huon Valley Council overcome a severe road maintenance backlog, due to their increased power and productivity.

Huon Valley Council is the southern-most council in Tasmania (which also makes it Australia's southern-most). Of its 700 km of roads, 500 km are gravel, traversing some very hilly terrain, and it is in one of Australia's highest rainfall areas.

This combination of terrain, climate and gravel roads means that reliable, productive graders are essential to keeping the council's roads adequately maintained for residents and visitors.

According to Les Paul, the council's roads and resources co-ordinator, the new graders are helping overcome a two to three-month backlog in its roads maintenance program.

"Our previous graders were two GD530A-2s, and really they were too small for the conditions here," he said.

"However, we can't speak highly enough of the two new ones. They have more power, bigger blades and are far more productive.

"Keeping our roads properly maintained is a critical function for the council, and we need our graders operating a full 12 months of the year.

"By the time we got these new graders, we were probably two or three months behind our maintenance schedule because we were using graders a class too small.

"However, we're now making good progress on getting on top of that backlog and, if the weather stays right, we'll be on schedule in a couple more months," said Les.

Huon Valley's graders are fitted

with 14 foot blades, plus a pushing blade out the front, and tow Ezi-Roll multi-tyre compaction units behind them, allowing them to grade and roll in a single pass.

It's this combination of hilly terrain and towing the roller units that requires a grader with plenty of power.

"We're finding that even with the larger 14 foot blades – compared with 12 foot blades on the previous graders – these new machines are doing it easy on all our roads," Les said.

"The extra blade width, plus their higher grading speed – the operators are probably working them a gear higher – means they are a lot more productive, and we're getting more grading done in a day," he said.

"They are ideal for our applications. They are quick on the roads between jobs, and we don't have to put water in the tyres.

"We're also finding that they don't tend to bounce at all; bouncing results in corrugations on the road. With these, we get no corrugations.

"Another big advantage is their travel speed on the road," he said.

"I like to set a program of working from one end of the shire to the other, but often we'll get a road breakup maybe 30 or 40 km away from where they are working. They are quick enough on the road that they can travel there under their own power and get on with repairing the road in short time.

"Our operators also love them. One was dedicated to another brand – even after three years on the previous Komatsu graders – but he's now completely converted to these machines. He just raves about how good it is.

"I have to say that he wasn't that keen on the previous Komatsu graders, but now he's very happy," said Les.

"They also really appreciate the cabs, especially the extra room and the fact that they have better visibility."

And why did the council opt again for Komatsu graders?

"A few of us from the council: myself, the general manager, the operators and a couple of others, went to see one of the new GD555-3 graders at another council. We were very impressed with it, but decided we needed the larger size.

"Certainly Komatsu gave us a good deal on it, but it won the operators over, and it was them we really had to please," said Les.

"LOADER IDEAL FOR COUNCIL WORKS"

Kim Watts, who manages capital works programs for Ballarat City Council in Victoria, considers the council's newly purchased Komatsu WA150-5 wheel loader to be ideal for the requirements of local government work.

The WA150-5 is a 71 kW loader with a bucket capacity of 1.5-1.7 cu m, and a hydrostatic drive transmission.

"The hydrostatic drive is especially good," said Kim.

"With the dial up, variable, control system, the operator can select a slow travel speed while maintaining full power.

"You can go as slow as you like and still have all the power you need for jobs such as picking up two kilometre long windrows left by the grader. Without the hydrostatic drive, you could be

chasing a windrow all over the place," Kim said.

Ballarat chose the WA150-5 after extensive demo testing of several loader brands by the employees who would be operating the equipment.

According to Kim, this is an important part of the council's selection process.

"The operators must be happy and comfortable with the equipment and it has to meet all occupational health and safety requirements.

"The other two things considered are performance and price. If a machine passes performance and operator acceptance trials, price becomes critical because councils have limited funds that must be carefully used to achieve as much as possible.

"The Komatsu wheel loader passed the first two and the clincher was a trade in/replacement deal that was several thousand dollars better than that offered by any other manufacturer," he said.

"We use the Komatsu on a variety of general tasks which range from roadwork through

picking up broken concrete to demolishing fire-damaged buildings.

"Versatility is the biggest requirement of council work so we ordered the Komatsu with a four-in-one bucket, which turns it into a far more useful machine."



WA150-5 HST loader meets Ballarat council's stringent ordering criteria.

NEW D85EX-15 FOR PGH

Since taking delivery of a new Komatsu D85EX-15 dozer – the first in Australia – Albert Brogden, mining supervisor with PGH Brick's Cooroy brickmaking operation has been unable to believe the difference in performance compared with its predecessor, a 1981 D85-18.

"We are extremely happy with the new dozer," he said. "Although it's the same weight machine, it's a lot faster, pushes

a lot better, uses about 5 litres per hour less, and is much more comfortable.

"The ripping performance compared with the older machine is unbelievable. It uses exactly the same tynes and ripper boots, but the variable pitch ripper setup on the new machine means it just peels away the layers of shale and sandstone that we operate in," said Albert.



PGH's new D85EX-15 dozer is performing well in mining heavy shales, sandstone and clay mixes.

The new dozer, plus the old D85-18, which is still going strong, are used for mining heavy shales, sandstone and clay mixes at various pits around Cooroy – inland from Noosa – to supply PGH's brickmaking operations there.

The plant produces about 30 million units a year, for supply throughout Australia and also for export, with the mining operation providing about 150,000 cu m of material to the plant, as well as stripping and handling overburden, drainage and site rehabilitation.

In addition to the two Komatsu dozers, the plant also operates a WA420-3 wheel loader, which it's had for about 18 months.

Albert said the operators are very happy with the new dozer.

"They've got a smile from ear-to-ear when they are operating it," he said. "The cab's really good to operate in, and they

don't get jarred around in it all.

"They also really like the hydrostatic steering system, which they say is a lot easier to operate."

The D85EX-15 is the third Komatsu dozer for the Cooroy operation. The first machine in there was a D57 crawler loader, which was bought new in 1979, and which has just been traded in on the latest machine.

Albert said he had also been very impressed with Komatsu's service support.

"A few weeks after we got the dozer – and we've had absolutely no problems with it – Komatsu called the machine in and replaced the entire transmission. Apparently there'd been a problem overseas, and they didn't want to take any chances.

"You can't ask for any more than that," he said.

SUCCESS FOR KOMATSU IN NZ'S SOUTH ISLAND "COAL CHAIN": PT 2



WA480-5 with an 8 cu m coal bucket in West Port.

We continue our article on Komatsu's successes in New Zealand's South Island "Coal Chain" Pt1 appeared in edition 34 of *Down to Earth*.

Grey Valley mines

100 km up the road from Reefton is Greymouth and the Grey Valley, where Solid Energy operates its Strongman and Spring Creek mines.

Once fully operational, Spring Creek will add another 800,000 tonnes a year from Solid Energy's West Coast operations.

Equipment on site at Strongman and Spring Creek, includes a seven-year-old Komatsu WA470-3 "Super Quiet" loader fitted with a 6.5 cu m coal bucket, plus a WA400-1 with an unknown number of hours on the clock – but still doing double shifts.

Other Coast mines

Solid Energy is not the only mine operator on the West Coast, with a number of family-

owned mines in the region.

Over the next hill from Stockton is Cascade Mining, owned and operated by Neil and Donna Avery. As of the end of July, they took delivery of New Zealand's first PC600LC-7 "Quarry Spec" excavator, fitted with a 3.2 cu m Jaws bucket and K VX edges.

It joins a WA470-1 also operated by Neil.

Closer to Reefton is another family operation, Birchfield Coal Mining Ltd, owned by the well-known West Coast Birchfield family. Equipment on this mine includes a Komatsu PC300-6, WA380-3 loader and three HD465-3 dump trucks.

West Coast ports

In addition to coal haulage by train from the West Coast to Lyttelton on the east coast, there is a thriving coastal barge trade between the two coasts.

Neil Avery's brother Paul, operating as Avery Bros, is responsible for loading 10,000 tonne barges that operate the coast-to-coast trade from Westport to Lyttelton. He uses a WA470-3 loader for this task.

Similar barges also ply the route between Greymouth and Lyttelton; here loading is carried out by F T Croft Ltd, using its latest WA500-3 loader fitted with a purpose-built 9 cu m coal bucket, or an old but still reliable WA500-1.

Lyttelton operations

Lyttelton is the port for Christchurch, the main South Island city, situated almost

exactly in the centre point of the South Island's east coast.

Solid Energy's coal is transported from the West Coast to Lyttelton on Toll Rail NZ's network, using the same line as the world-famous Trans Alpine Scenic Route.

Once in Lyttelton, coal is discharged at a new \$30 million coal loading facility – and again, Komatsu has supplied the bulk of the equipment.

Over the past three years, three WA600-3 Load and Carry loaders, fitted with 14 cu m coal buckets have been delivered to the Port of Lyttelton Authority. The most recent of these have been fitted with K VX straight cutting edges.

Coal pushing and clean up duties are carried out with a recently delivered D375A-5 dozer fitted with a 40 cu m Australian-spec coal blade.

Other Komatsu equipment owned by the port includes two older WA600-1 loaders, each with nearly 30,000 hours on the clock, and a D375-2 standard spec dozer.



The D375A-5 dozer fitted with a 40 cu m coal blade at Lyttelton.

"WE BUY EARTHMOVING GEAR THAT WILL HOLD ITS VALUE"

Gary Rooney, of Rooney Earthmoving, operates a massive fleet of more than 200 pieces of major earthmoving equipment.

When asked how he chooses equipment, Gary, who's based out of the central South Island town of Waimate, quoted a variety of reasons but, for him, one of the most important is the value machines retain over their years of service.

"We buy to suit our operating needs but generally purchase from the three or four major brands. Get away from the major brands, to some of the others that are now available, and you won't get decent money for the machines when you are finished with them.

"In the long run, this will dramatically increase your whole of life costing and take a lot of money out of your business," said Gary.

According to Gary, one of the brands that best holds its value is Komatsu. He said he has been operating Komatsu equipment ever since he started 27 years ago. He



This PC200-7 is one of 60 pieces of Komatsu equipment owned by Rooney Earthmoving, of Waimate, NZ.

currently has over 60 Komatsu machines in his fleet.

"Komatsu machines hold their value so you get good prices when it comes to selling them or trading them in.

"Over the years, I've developed a respect for Komatsu. They are good, honest, top line machines that get the job done for us. I've just bought a D275-5 dozer and two PC200-7 excavators and we have another two Komatsu excavators on order for delivery later this year.

"In the last 12 months alone, we have bought over a dozen Komatsu excavators. Phil Thomson (Komatsu NZ's used equipment rep) has been looking after our needs for years. We mostly buy new machines, but if Phil finds a used Komatsu that suits our needs, he lets us know immediately."

Rooney Earthmoving carries out general civil engineering, based mainly in the rural sector. It has over 130 employees operating from its head office in Waimate and depots in Ashburton, Timaru, Oamaru and Christchurch.

Typical projects include dam building, Transit NZ work, dairy conversions and the construction or extension of irrigation schemes.

A major proportion of Rooney Earthmoving's fleet is always working with water, and the company has completed about 68% of New Zealand's irrigation scheme extensions.

Currently, it is finishing off two major irrigation system upgrades, together with a \$5 million road transit realignment at Timaru.

"At Rooney Earthmoving, we buy our equipment according to our needs for particular jobs.

"Our purchase decisions are always based on the good service we have experienced with our existing and past machines, together with the retained value that we can expect when we sell them," Gary said.



BEACON "NO DOLE" TAKES OFF: NOW 40 SCHOOLS NATIONWIDE

The Beacon Foundation has achieved considerable success in rolling out its highly effective "No Dole" program to high schools around Australia, with an additional 25 schools coming on board during 2004 – bringing the total number of schools to 40.

Beacon now has No Dole schools in each state and the Northern Territory, including 13 in Victoria.

By the end of November, each new school will have held its inaugural charter signing ceremonies, where Year 9 and 10 students commit to further education, training or employment on leaving school –

but not the dole.

Prominent Australians involved in these ceremonies have included Education Minister Brendan Nelson, racing driver Peter Brock, champion surfer Layne Beechly, V8 Supercar drivers Todd Kelly, Marcus Ambrose and Russell Ingall, cricketer Ian Chappell, motorcycle champion Wayne Gardner, 2000 Olympics Taekwando Gold medallist Lauren Burns and Tasmanian Education Minister Paula Wriedt.

According to Beacon chief executive Scott Harris, the first eight-generation sites continue to develop stronger links with

their communities, which in turn is providing exciting opportunities for young people and in some area bringing measured societal improvements.

"And now, more and more schools are showing interest in being involved in 2005; we anticipate at least a further 30 schools will be involved next year," he said.

"With this rate of expansion, Beacon is now working with Social Ventures Australia to further develop templates to assist schools replicate No Dole with greater ease and understanding and program integrity."

Scott also paid tribute to Beacon Foundation sponsors in the success of the program.

"We are witnessing more and more involvement from our sponsors at both events and school activities, in assisting young people make more informed choices about their future," he said.

"This hands-on contribution, in addition to their financial support, is an invaluable feature of our partnership and is truly making a difference to communities across Australia and importantly the young people in touch with Beacon."

CCF CONFERENCE AUCTION RAISES \$36,650 FOR BEACON

Komatsu once again sponsored a Beacon fund-raising lunch at the Civil Contractors Federation's 2004 National Conference, which was held in Melbourne in early November.

The auction, which included a range of sporting tickets and memorabilia, signed books, accommodation packages, plus various items of construction-related models, equipment and services donated by Komatsu Australia and other suppliers to the industry, raised \$36,650.

This money went to support the Beacon Foundation's work in Victoria, which has developed programs to fight youth unemployment and mentor them into careers or on-going training.

Another highlight of the lunch,



Far left: Jim Playsted introduced the luncheon's "jockeys and horses" for the Komatsu race.

attended by about 300 delegates and partners, included a motivational speech by champion cross-country skier Janine Shepherd on how she conquered a life-threatening accident and horrific injuries.

And in keeping with the conference's Melbourne Cup week timing, actors dressed as jockeys welcomed delegates to the lunch, then engaged in a mock horse race around the room, with each of the tables running a sweep on the results.

The "horses" were named after Komatsu factories around the world, and Beacon-related themes, as follows: Osaka Flyer, Mooka Fancy, Este Lass, Hanover Hostie, Shantui Girl, Jakarta Dam, Dream Believer and Helping Hand.

BILL PIKE: KOMATSU'S NEW MD



Bill Pike

Bill Pike has been appointed Komatsu Australia's Managing Director, with responsibility for operations throughout Australia, New Zealand and New Caledonia.

Prior to taking on this position, Bill was Executive Vice President, Sales and Marketing for Mitsubishi Australia.

Although his background in the

past few years has been in the automotive industry, Bill is not new to the heavy equipment industry; after completing his Bachelor of Commerce at Melbourne University, he became a graduate trainee for International Harvester.

At the time, International Harvester was the world's largest manufacturer of trucks, agricultural and construction equipment. Customer relationships were paramount in this business, with equipment frequently custom-built to meet specific customer needs.

"During my eight years with International Harvester, I gained experience from the factory floor to co-ordinating projects in sales and marketing. This provided me with experience and knowledge that has been a solid foundation for my career," said Bill.

This was consolidated through various senior operational and sales and marketing roles at Toyota Motor Corporation

Australia, after which he joined Mitsubishi Australia.

A major part of his role at Mitsubishi was the re-branding of the company in Australia – a major challenge for him and his team, and laying foundations that stand the company in good stead for the future.

Bill believes having a strong customer focus, building brand loyalty and developing long-term relationships is the backbone of Komatsu's success in Australia, New Zealand and New Caledonia.

"Over the past few years, Komatsu has developed good market share in these markets. What we now need is to consolidate our position; with the new One Komatsu program which we are now developing, we will be able to achieve this.

"One Komatsu will help us refine our business processes and allow us to enhance our relationships with customers and suppliers alike.

"This will require us to review our existing business processes and maximise our efficiencies in order to concentrate our efforts on positive outcomes – for our customers, our suppliers and our fellow employees," said Bill.

"However, my first priority in my new position is to understand the requirements of all Komatsu Australia's stakeholders.

"This will help to crystallise in my mind the key areas for improvement so far as our customers, suppliers and employees are concerned. I firmly believe in the Japanese philosophy of *Genchi Genbutsu* – or 'go see for yourself'," said Bill.

"Over the next few weeks and months, I very much look forward to meeting with these key stakeholders and renewing my involvement with this important industry sector."

NEW GM: SEAN TAYLOR

Komatsu Australia has appointed Sean Taylor as its new general manager, construction and utility equipment.

Sean, who reports to managing director Bill Pike, was formerly regional director, Australia, New Zealand and New Caledonia for another major construction equipment supplier.

Sean said his move to Komatsu Australia came at a time of tremendous opportunities for the company.

"Komatsu Australia has seen incredible growth over the past 10 years; the challenge for us is to continue that growth, but at

the same time consolidate our achievements in customer support and service.

"As part of that, we are looking to focus more on our customers' needs and solutions, something that is a key element of our One Komatsu program," he said.

"My role is also to concentrate very strongly on our construction business. While mining is a very important part of Komatsu Australia's business, we will always have a very strong focus on the construction and construction materials sectors: civil construction, quarrying, forestry, local government, utility and so on.

"At the smaller end of the market, Komatsu Australia was the first of the major suppliers to identify the need for a separate utility equipment division – and I will be looking to build on this," said Sean.

"From my own professional and personal viewpoint, I'm delighted to be part of the Komatsu Australia management team.

"From the outside, I've always seen Komatsu has having great products and great people, and when this opportunity came up, I was very keen to join this company," he said.



Sean Taylor

LITTLE PC09 PACKS A LOT OF POWER FOR OWNER-OPERATOR

One of Australia's first PC09 mini excavator owners, NSW Central Coast-based Steve Harris, is finding his 900 kg machine has plenty of power, but is small enough to get into some very tight spaces.

Steve, who's based at Kanwell, near Wyong, took delivery of his PC09 in March this year, and uses it primarily in landscaping applications: drilling out retaining walls, excavation work, backfilling and digging in tight spots.

Currently, he does 40 hours a week for a landscaper, but is working on building up his own business with additional weekend and after-hours work.

He's finding the power and

versatility of the machine is getting him more and more work as its reputation grows.

"Everyone looks at this little machine, and thinks it won't do the job," said Steve. "But the more they see how it performs, the more work I'm getting."

"It gets into some very tight spaces. It's only 800 mm wide, but I can hydraulically retract the tracks to get it down to 700 mm – which means it'll fit through a house."

"On top of that, it only weighs 942 kg, and with the rubber tracks, I can take it across timber floors quite safely and without causing any damage."

"Since I've had the machine,

I've taken it down to 700 mm three times to get into some tight spots."

Steve's machine includes an integrated hydraulic hammer built into the arm, plus 350 mm, 450 mm and 800 mm buckets, along with a 350 mm diameter auger.

"Overall, it's a very very good machine. It's very versatile, able to go anywhere – and I've had it in some very steep terrain."

"She's also real cheap to run. Five and a half hours costs me just \$3.38 in diesel."

NSW Central Coast region can contact Steve on 0408 116 681



Steve Harris finds his PC09-1 versatile and powerful.

PC95-1: 15,500 HOURS - NO PROBLEMS

A Komatsu PC95-1 mini excavator has given virtually untroubled service for more than eight years, notching up 15,500 hours, and is continuing to perform well for owner Jeff Wickham.

Jeff, who's based at Bamawm, 20 km out of Echuca in Victoria's Murray-Goulburn Valley region, carries out general contract work around the area, with 90% of his work on farms clearing irrigation channels, installing pipes and channels, and constructing small structures. He also does some work for Murray-Goulburn Water.

In addition to the PC95-1, Jeff has a PC160-7 and a PC120-6 with dozer blade and quick-hitch tilt bucket.

"We've had a great run out of

this machine; I love getting on it and operating it, because every time I do, I realise it doesn't owe me anything!" he said.

"In the first couple of months, we had a couple of engine heating problems; it was the first of these machines in the state and didn't really like the warm environment. However, after the Komatsu people put some vents in to let a bit more air around the engine, we've had absolutely no problems."

"Today, it's primarily our yard machine, because we've got more modern comfortable and fuel efficient Komatsu excavators, but it'll still work full days."

"I've never had any problems with the pumps or the engine, even with the rams, I've never had any external leaks, and the



Jeff Wickham's PC95-1 mini excavator has notched up 15,500 hours in 8 years.

air conditioning is still on the original gas – and it's still the coldest of our three excavators."

"It's a very quick little machine for its size. Over the years, I've put most of the hours on it myself; I'm very used to it now."

"Now we'll hang on to as a

yard machine, so long as everything continues to work on it – and on past record, that should be for a few more years to come."

"It's also still a very presentable machine; I still regularly use it out on jobs for customers," said Jeff.



SMALLEST DASH 7 OFFERS MORE POWER AND PERFORMANCE

Komatsu Australia has released the smallest excavator in its Dash 7 range, the PC130-7.

With an operating weight of 12.6 tonnes and powered by a Tier II-compliant Komatsu SAA4D95LE-3 engine rated at 66 kW, it replaces the popular PC120-6.

As with others in the Dash 7 excavator range, it has a number of class-leading features, including:

- › increased operator comfort, through a larger cabin (the largest in this size range), even less noise and vibration, better operator comforts and improved air filtration
- › higher performance, through increased engine power, better digging forces and faster implement speeds – coupled with reduced fuel consumption
- › updated and improved HydrauMind hydraulic control system, resulting in stronger performance, finer control and easier operation
- › superior all-round visibility
- › simplified maintenance, with improved access to daily fill and inspection points
- › improved safety features, such as thermal guards, non-slip surfaces and handrails.

It also shares some features in common with the PC138US-2 short-tail excavator, which was released in Australia earlier this year.

These include a common engine and hydraulics system, and the larger cab.

As with other excavators in the Komatsu range, the PC130-7



The new PC130-7 is due in Australia and NZ in early December.

features Komatsu's patented HydrauMind hydraulic system, including a three-mode set up consisting of Active mode for maximum productivity, Eco mode for day-to-day operations and Breaker mode for use with hydraulic hammers and other attachments.

In addition, all routine maintenance points are at ground level for simpler and safer daily servicing.

According to Julian Reynolds, Komatsu Australia's excavator product manager, the PC130-7 offers a number of performance and productivity improvements over its predecessor.

"It is about 500 kg heavier, and has a wider track gauge and a

longer track frame, giving increased stability and improved lift capacity," he said.

"The upgraded hydraulic system means that the bucket and arm breakout forces are around 5-10% higher than on the previous model.

"The end result is an excavator package that's more powerful and more productive than others in this class, with better operator comfort and lower fuel consumption.

"That translates into a more profitable machine for contractors, plant hirers, irrigators, local government users and owner-operators."

The first machines are due in

Australia and New Zealand in early December. Of the first shipments of 28 units, 17 have already been sold, with many of these going to NZ.

"This size of excavator is very popular in the NZ market," said Julian.

For more information contact 1800 KOMATSU, email excavators@komatsu.com.au

NEW CRUSHER HAS ARRIVED



The new BR380JG-1 offers more versatility and performance to civil contractors, quarries and the demolition industry.

Komatsu Australia has released the BR380JG-1 mobile crusher, replacing its BR350JG-1, and offering considerably more performance in a readily transportable unit.

With a 42x22 inch jaw, the BR380JG-1 has an operating weight of 31.6 tonnes, a throughput range of 50-240 tonnes per hour and is powered by a Komatsu SAA6D102E-2 diesel rated at 134 kW, and complying with Tier II emissions standards.

Its capacity and throughput has increased considerably compared with the BR350JG-1; for example, the jaw feed opening on the earlier unit is 37x20 inches and its throughput range is 40-180 tonnes per hour.

"With the BR380JG-1, we have closer to BR550 performance, but in a BR350-sized package," said Angus Fotheringham, Komatsu Australia's senior product manager, crushers.

"Jaw size and throughput capacity is the highest in the market for this sized machine.

"At the same time, its weight and size means the crusher is still readily transportable around metropolitan regions without the need for escorts, while its jaw feed opening compares favourably with the BR550's 44x30 inches – giving the capacity to handle larger sized materials.

"It can also be set up within 15 minutes of coming off the float. All that's required is for it to be levelled, and the fuel and oil checked, then it's ready to run," he said.

According to Angus, the BR380JG-1 is an ideal contractor's crusher, being able to move from handling demolition materials one day, to acting as a face crusher in a quarry operation the next.

"It's a very versatile machine, able to handle a wide range of

materials, easily transportable and quick to set up."

Since the BR380JG-1's introduction less than 12 months ago there have been over 100 new machines sold worldwide.

"We are confident of a similar success story in Australia and New Zealand now that it has been introduced into our market," said Angus.

Other features of the new crusher include:

- ▶ Low noise levels and reduced fuel consumption through the new Komatsu engine
- ▶ Radio remote control, allowing functions such as travel, steering, crusher on/off and feeder on/off and emergency shut off to be controlled well away from the crusher, or from an excavator
- ▶ All-hydraulic controls, using

Komatsu's HydrauMind hydraulic system – the same as is used on its excavator range (and with high parts commonality with Komatsu excavators)

- ▶ Fully automatic discharge clearance adjustment system, with semi-automatic and manual options, eliminating the need for shims for jaw adjustment
- ▶ Unique jaw protection system; instead of the toggle plates bending when clogged or jammed, the hydraulic cylinders automatically open to the fully open position and making it easy to remove clogged materials such as steel and timber.

*For more information contact
1800 KOMATSU, email
crushers@komatsu.com.au*

D155AX-5 COMPLETES NEW LINE

Komatsu Australia has released its D155AX-5 dozer designed for general construction duties, as well as quarry, landfill and light mining applications.

It is the latest in Komatsu's range of advanced dozers released over the past two years, from the D65EX-15 to the D475A-5, and its release completes the company's new dozer line-up.

This ERG Class D08 dozer has an operating weight of 39,200 kg (including ripper) and is powered by a 231 kW turbocharged and aftercooled Komatsu SDA6D140E-3 diesel engine meeting Tier II emission requirements.

As with the other new dozers in Komatsu's range, the D155AX-5 features an advanced steering and control system, combined with the highest levels of operator comfort.

The steering and control system on this dozer gives the operator very precise control over all aspects of dozer operation, allowing final trim and other critical works to be carried out to near-grader standards.

Features include:

- ▶ Class-leading operator comfort
- ▶ Tier 2-compliant Komatsu engine
- ▶ Advanced aircraft-style "fly-by-wire" operator steering control systems, using Komatsu's new Palm Command Control Steering system
- ▶ Hydrostatic steering control system
- ▶ New undercarriage design

Class leading operator comfort

The operator comfort-related features introduced with the Dash 5 dozer series mean the D155AX-5 offers the industry's lowest exposure to "whole of body vibration levels",

according to Kevin Edwards, Komatsu Australia's product manager, construction dozers.

The cab mounting uses a newly designed cab damper – the same as used throughout Komatsu's new series dozer range — to significantly reduce shock and vibration transferring to the operator.

Hyper viscous cab mountings use silicone fluid combined with medium and soft supporting springs to minimise transmission of shock and vibration normally experienced in heavy ripping or travelling over rough ground conditions, or during high-speed travel.

Advanced operator control system

Advanced operator control systems include Komatsu's Palm Command Control Steering (PCCS) system, also used on its larger mining dozers.

Together, the Palm control system and hydrostatic steering provide the highest levels of operator precision and control of any dozer on the market, according to Kevin.

"PCCS provides the operator with precise and responsive hydraulic control by applying engine power to both the tracks and blade in direct proportion to movement of either control lever," said Kevin.

Hydrostatic steering

The D155AX-5 hydrostatic steering system (HSS) is powered by an independent hydraulic pump that transmits engine power to both tracks without any interruption to the inside track.

This system ensures smooth, powerful turns, because the outside track moves faster and the inside slower, helping boost production by keeping more material on the blade.

In addition, the HSS system on this dozer is equipped with a pivot turn mode switch on the dashboard, unique to Komatsu's hydrostatic steer system.

Engine and transmission

The D155AX-5 is powered by a Komatsu SDA6D140E-3 turbocharged, aftercooled engine meeting all Tier II emission requirements, and delivering 231 kW at 1900 rpm.

A preset travel speed selection function allows the operator to select forwards and reverse travel speeds using three preset patterns: F1-R2, F2-R2 and manual shift.

When the F1-R2 (heavy dozing) or F2-R2 (lighter dozing) modes are selected, the machine travels backwards and forwards with the speeds set automatically, reducing gear-shifting work in repetitive operations.

Undercarriage

A Komatsu-designed resilient equalised undercarriage (REU) with X-type bogies provides improved traction on uneven ground, as well as contributing to better component durability and increasing operator comfort.

When the machine travels on flat, level ground, the REU functions as a conventional rigid undercarriage, while on rough ground, the suspension characteristics change to improve traction and comfort.

For more information contact 1800 KOMATSU email dozers@komatsu.com.au



Advanced Steering & Control System makes the new D155AX-5 a class leader

QUARRY CONFERENCE SUCCESS



Quarry delegates at Komatsu stand.

Komatsu Australia was again a major sponsor of the 2004 Institute of Quarrying Australia's national conference, this year held at the Twin Waters Resort in Maroochydore, Queensland.

At the Thursday night dinner, sponsored by Komatsu Australia, newly appointed managing director Bill Pike introduced himself to delegates, speaking about his background and his vision to develop Komatsu as the leading supplier

in the Australian quarrying market, in terms of sales, product support and customer service.

Entertainment for the dinner, attended by around 450 people, was provided by comedian/impersonator/singer Peter Kaye who, accompanied by Liz Taylor (no relation), used masks to cleverly impersonate famous Australian and international personalities.

Also presented at the Komatsu dinner was the Ingersoll-Rand Award, a \$2000 grant to recognise the top student graduating with an advanced certificate in extractive industries. Presented by Jeff Rose, product manager for IR drills in Australia, it was awarded to Daniel Naismith, Boral Victoria.



Rambo alias Peter Kaye, mumbled through his address during his performance.

IS IT A TRUCK? IS IT A PLANE?



HD460-1 comes to the rescue to haul a G1 aircraft for Mangere International Airport.

Management at Auckland's Mangere International Airport had a problem. They needed to shift an aging, no-longer-airworthy Gulfstream G1 aircraft, that is nowadays used for fire and emergency training, from one part of the airport to another.

Trouble was that it couldn't be flown (it no longer has engines, for one thing) and it couldn't be towed because its wings had to clear some fences and other obstacles along the route.

So they called in the boys from Kaipara Ltd, which is carrying out various works at Mangere.

The plane was carefully placed on one of Kaipara's HD460-1 dump trucks for transport to its new location.

Interestingly, both the truck and plane are virtually collectors' items. The HD460-1 is at least

30 years old, according to Colin Drinkrow, Kaipara's Mangere Airport projects manager.

"We've had that truck since new, and it's logged well over 50,000 hours now," he said.

"It's been on the airport contract for the past 10 years, and we use it to cart just about everything: concrete slabs, excavated material, gravel, you name it – and now an aircraft."

Kaipara, which is New Zealand's largest owner of Komatsu equipment, runs about 10 HD460-1s in various operations throughout the country, mainly in quarry applications.

"They are still performing well; we run them all day, every day," said Colin.

"We just keep rebuilding them, and they just keep on going."

TENKATE GROUP – IN PROFILE



Down to Earth editor Wafaa Ghali recently met with Anthony Tenkate, managing director of the Tenkate group – a family owned plant hire business in Queensland.

In mid October at the 2004 Institute of Quarrying Australia Conference, which was held at Twin Waters Novotel Resort in Queensland, I had the pleasure of meeting Anthony Tenkate a keen Down To Earth reader.

Tenkate Group

The Tenkate Group is a family owned and operated plant hire business, formed in 1976 by the late Frank Tenkate, who started the business by purchasing one off road articulated dump truck. Tenkate now has a fleet of 70 trucks available to customers.

When Frank Tenkate passed away in 2000 he left the business to his son and daughter, Anthony Tenkate and Kim Cullen. They are now the owners and directors of the business and, according to Anthony, one of the largest plant hire companies in Queensland.

The business continued its focus on the hire of articulated dump trucks until 1994 when Anthony convinced his father on a purchase of an excavator to stimulate more growth to the business.

"I finally convinced my father that the company should expand the business by purchasing other types of machinery – in particular



One of five PC300LC-7 Tenkate own and hires out.

Inset: Kim Cullen and Anthony Tenkate owners and directors of Tenkate Group.

excavators. In 1994 the first excavator the Tenkate Group purchased was a Komatsu PC200-5 and not long after that a PC220-5," Anthony said.

Tenkate Group now has 18 Komatsu machines, including a PC200LC-6, PC200LC-7, 2 x PC270-7's, 3 x PC300LC-6's, 5 x PC300LC-7's, a PC400-6, WA250PT-3, WA420-3, WA320-3, WA250PT-5 and a D65EX-15.

"We purchase the Komatsu excavators for their reliability and quality," Anthony said. "And as a large percentage of works we undertake have soft underfoot conditions – we prefer to purchase the long undercarriage (LC) type excavators for their increase in stability in these conditions," he said.

Tenkate Group's scope of work includes:

- ▶ canal and dry block sub-divisions

- ▶ golf courses
- ▶ infrastructure projects such as ports, railways, highways, quarries and mines.
- ▶ local and state government departments.

Bauhinia Project

Tenkate Group has been recently commissioned by Abigroup to hire and operate 25 machines for the Bauhinia Rail Project. The railway line which is 109 km in distance, starts south-west of Blackwater from a spurline and continues south until it runs into a new coal mine located slightly north of the town of Rolleston (central Queensland, an hour south of Emerald).

"This is the biggest project we have undertaken in about 10 years," Anthony said. "One of the machines we have recently purchased primarily for this project is the new D65EX-15

dozer – our first Komatsu dozer.

"Since its delivery back in July it has proven itself to be very precise in its operations and its traction when in operation, as well as its power while pushing and ripping – to date we're extremely happy with this unit.

"The Bauhinia project has our operators working 7 days a week, 10 hours a day in shift arrangement – the machines, therefore, need to be reliable and our Komatsu machines are not only reliable they also have great operator acceptance," he said.

Stop Press!

Congratulations to Anthony & Kelly Tenkate on the birth of Mia Jasmine, who was born Friday the 19th November, 2004 at 9:45am. Mia weighed in at 3100g and according to Anthony she has her father's good looks (not)!



This D65EX-15 is the first Komatsu dozer owned by Tenkate Group.

LOADERS SHIFT TIMBER AT KOPPERS

Koppers Wood Products Pty Ltd, in Bunbury Western Australia, is engaged in the preservative treatment of sawn pine and power poles.

According to Bryan Duff, Koppers' state manager, in Bunbury, this involves handling 6 m long bundles of sawn pine and power poles up to 21.5 m.

"To maintain our annual production of 40,000 cu m of treated timber, we need equipment that is both reliable and backed by good product support from the manufacturer," Bryan said.

"Koppers has Komatsu loaders at all seven of its sites around Australia and we have been using them here in Bunbury for over 10 years.

"Our newest Komatsu loader is a WA320-5H with hydrostatic drive. We haven't done enough work with it yet for a full evaluation, but the operator said the hydrostatic drive definitely gives operating benefits.

"Early indications suggest the new WA320-5H will deliver significant savings in fuel consumption over the long term," Bryan said.

Komatsu is one of the few manufacturers to offer hydrostatic drive (HST) in mid-sized loaders. Benefits include higher rimpull and traction when required, lower fuel consumption, easier operation,

reduced maintenance costs and less noise.

Koppers WA's other two Komatsu loaders are a WA320-3, with 11,000 hours up, and a WA320-3H that has done 1900 hours.

"We use them to unload the timber from the trucks and into the treatment cylinder. They then load the treated wood

back onto trucks for shipment out to Wespine Industries and Ridolfo Forest Products.

"The Komatsu loaders give us the reliability and productivity we need to keep our output up, and Komatsu Australia's service support keeps them operating at peak efficiency," Bryan said.



Komatsu loaders deliver reliability and productivity to Koppers.

DOZER OPERATORS WIN

David Laidlaw, Komatsu Australia's dozer product manager, hosted two dozer operators to the NRL Grand Final in Sydney on October 3 (where the Canterbury Bulldogs defeated Sydney Roosters 16-13).

Robert Howe, a D475A operator with Coal & Allied in the NSW Hunter Valley, and Gary Daniels, a D475A-3 operator with Comiskey Earthmoving in Queensland, were the winning entrants in Komatsu Australia's Dash 5 dozer campaign.

Several hundred dozer operators throughout NSW and Queensland answered questions on the benefits of

Komatsu's Dash 5 dozers, to go into the draw for tickets to the Grand Final.

Robert and Gary were the winning entries, which saw them, plus two mates each, win tickets to the game, including reserved seating, food, beverages and accommodation, and return air fares to Sydney for Queensland entrants.

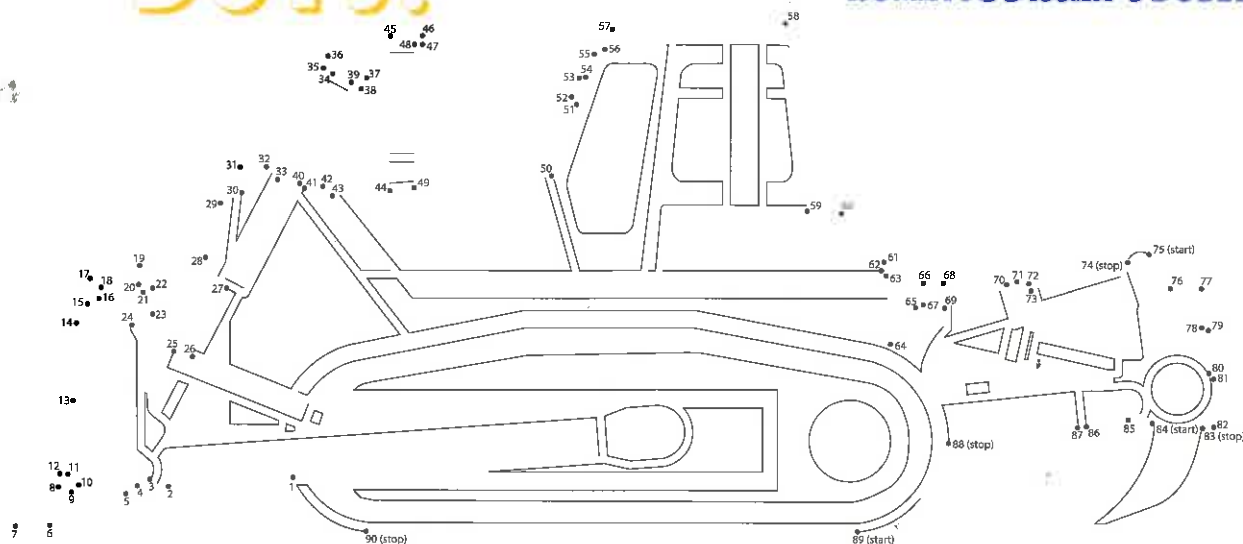
From left, dozer operators Robert Howe from Singleton, NSW and Gary Daniels from Emu Park, Queensland, with Komatsu Australia's David Laidlaw at the 2004 NRL Grand Final at Telstra Stadium in Sydney.



KOMATSU KIDS CORNER

JOIN THE DOTS!

JOIN THE DOTS TO REVEAL THE NEW
KOMATSU D155AX-5 DOZER.



FIND A KOMATSU

CAN YOU FIND THESE NEW KOMATSU MODELS
HIDDEN THROUGHOUT THIS EDITION OF DIE?



PC130-7
Excavator



WA150-5
Wheel Loader



D155AX-5
Dozer



GD555-3
Grader

LAST KIDS CORNER WINNER!!

We had a great response to the Christmas Card Competition and the bottom three are samples of what we received. It was so hard to choose a winner, we have decided that all entries will receive the Komatsu Kids Pack for Christmas - Merry Christmas and don't forget to ask for the Kids Corner next year as we're going to have more fun things for you to do.



Stephen Rutkowski, 11
VIC



Louis Stone, 11
TAS



Lincoln Roto, 8
QLD

**IT'S SOMETHING
YOU'RE BORN WITH.**



Whether it started in the sand-pit or the lounge room, it's in your blood. It drives you to run the world's biggest mines like a well-oiled machine. Or operate mechanical giants like the WA1200-3, the world's largest mechanical drive wheel-loader. It drives us too, whether we're bringing mechanical giants to life or doubling their tyre life. It's more than just business. It's something you're born with.



**FOR MORE INFORMATION
CALL AUSTRALIA ON 1800 KOMATSU
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