

Issue 19. September 1999.

# Down 2 Earth Magazine

*Featuring*

## MOREE

Deep in the heart of  
cotton country

**SNOWY  
MOUNTAINS  
PROJECT**

*50th Anniversary*

**AIMEX 99**



**NS KOMATSU**

NS Komatsu Pty Ltd. A.C.N. 053 514 739

"Down 2 Earth" magazine is an NS Komatsu Pty Ltd. publication. A.C.N. 053 514 739

# DOWN 2 EARTH

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NS Komatsu publication.**

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## MD's Message

Welcome to another edition of Down 2 Earth. In this issue we feature current topics, reflecting the diverse range of products, applications and people that make up both NS Komatsu and our clients today. Plus an interesting look back at history and the considerable role our products have played in it.

Today we market dump trucks from 20 tonne capacity to 300 tonne. Excavators and shovels from 2 tonne to 700 tonne. We are also about to release the largest mechanical wheeled loader in the world at the AIMEX Mining Exhibition in October, equipped with a 20 cubic meter bucket and weighing in at 205 tonne.

In the article on the Snowy Mountains 50<sup>th</sup> Anniversary, you will find comment on the Wabco and Haulpak products that were the forefathers of our mining range today. In fact, it was the Wabco organisation that, in 1965, became the first official distributor of the Komatsu range of construction and mining equipment in Australia.

History has continued to cross and combine as in 1988 Komatsu Limited purchased the Haulpak truck business from Dresser Industries and have gone on to use this acquisition as their centre piece for the development of the current Komatsu family of large size construction and mining products.

It is interesting to keep in mind that, as you are reading the Snowy article, in Western Australia we are assembling further additions to our PC8000 fleet in Australia. In this case, the first of three units being delivered to the KCGM Super Pit operation in Kalgoorlie. These units weigh in at 685 tonne and equipped with a 34 cubic metre bucket, which is equivalent to 2.5 times the capacity of the Haulpak Model H27 featured in the article, in one pass. I wonder how the industry scale will have changed over the next 50 years? Perhaps the answer lies more in the development of new technologies, such as Autonomous trucks than in further increases in bulk - or perhaps a combination of both?



**Ian Olivieri**  
Managing Director



*Cover: Moree Plains Shire Council worker David Rose with his Komatsu GD650 grader poses for a quick photo while completing some road maintenance work in the area.  
( see article on centre pages)*

# Snowy Mountains: 50<sup>th</sup> anniversary

Australia's greatest engineering feat, the Snowy Mountains Scheme, will mark the 50<sup>th</sup> anniversary of its birth on 17 October. The scheme was one of this country's finest hours, and is recognised as one of the great engineering feats of the world.

Over 100,000 people from more than 30 countries worked on the Snowy Scheme between 1949 and 1974, with the workforce reaching its peak in 1959 with 7,300.

Located in Australia's Southern Alps, the Snowy sits within an area of 8,200 square kilometres, mostly within Kosciuszko National Park.

The idea of using water from the Snowy Mountains to either generate hydro-electricity, or for irrigation purposes, had been considered for many years. But it was only in 1947 that a joint Commonwealth, New South Wales and Victorian Government technical committee was formed to look into possible uses. The Commonwealth Government passed the Snowy Mountains Hydro-Electric Power Act in 1949, establishing the Snowy Mountains Power Authority as the organisation that would investigate, design and build a dual-purpose scheme to provide power for cities and water for irrigation purposes.

The concept behind the scheme was simple. Precipitation in the form of snow and rain falls in the catchment areas. When the snow melts it is collected in dams and aqueducts and stored in reservoirs before being diverted into trans-mountain tunnels and travelling through power stations, before being released into irrigation storage.

Water in the Snowy Scheme travels through a complex integrated infrastructure which includes 16 major dams, seven power stations, two of which are underground, a large pump station, 145 kilometres of interconnected tunnels and 80 kilometres of aqueducts.

The 16 dams have a total storage capacity of 7,000 gegalitres, about 13 times the volume of Sydney Harbour. Almost 76 per cent of this capacity can be used for electricity generation and diverted to the Murray and Murrumbidgee irrigation systems.

The Scheme's seven power stations generate an average of 5,100 gigawatt-hours of electricity each year, which is approximately 10 per cent of the total energy consumption of New South Wales.

## Tournapulls & Haulpak hauled the loads

The contribution of Haulpak equipment during the construction of the Snowy Mountains Scheme was significant and ongoing. Stan Lynch, who started in the Snowy in 1952 as an operator/fitter, well remembers the history of the relationship.

He vividly recalls his introduction to operating a machine with no steering wheel that was electrically controlled. "To steer, there was a switch on the control panel called a toggle or Tournaticker, which moved left or right. This switch was controlled with the left hand, forefinger and thumb, while holding onto the hand-rail with the other three fingers! The loaded weight was 45 ton – all travelling at 28-30 miles per hour.

Briefly, the history of Haulpak in the Snowy Mountains began in 1952 when 25 Le Tourneau-WESTINGHOUSE Model C Tournapull Bottom Dumps, were delivered to the PWD (Public Works Department). In that same year five P19 scrapers were also added.

Between 1955 and 1958, when KWPR started as contractors, three



*The first 27 ton Haulpak truck to be used on the project.*

"C" pull scrapers and three new Fullpak scrapers were added. By this time, the Snowy Mountains Authority (SMA) was operating Model "Super C" (non-electric) Tournapulls, and the electrically controlled "C" Tournapulls, "C" Tournadozers and "C" Tournacranes.

At Tumut 1 the French contractors, EEE, had six model "D" Tournarocker rear dumps to excavate the power station hall and shaft, together with the tunnel. KWPR used four Model "C" Tournarockers on Tumut 2. The V-shaped, Haulpak body concept was derived from the successful Tournarocker design.

Thiess Bros used four "D" Tournarockers on the Tooma Dam Diversion Tunnel and Geehi Dam. KWPR used the largest Letourneau-WESTINGHOUSE equipment on the SMA project at Khancoban Pondage Dam: five "B" Model 64 cu.yds Tandem Scrapers. These 475 hp, 12V71 GM powered units were capable of travelling at a speed of 30 miles per hour.

Haulpak 27 ton trucks were introduced to Utah Constructions at the Island Bend and Jindabyne Dam projects, three were also used on Jounama Dam by Dumez.

The SMA purchased four more 8V71 "C" Fullpak Scrapers for the Murray and Tumut projects, along with with three Wabco 777 Adam's Graders.

In 1967 Thiess Bros won the Talbingo Dam project, and the following year used Haulpak 75s as the major units on this project.

The role Haulpak machines played during the construction of the Scheme was a significant factor in helping to establish the reputation of the brand.

*Thanks to Stan Lynch for his information and photos used in this article. Thanks also to Tony Holloway for his information, as part of his "Tradition of Excellence" series.*



*The last load being placed on Eucumbene Dam*

# The changing of the **GUARD**

NS Komatsu bids farewell to Gerry Wells

It was the end of an era in Queensland in July when long-time off highway dump truck product support manager Gerry Wells retired. Gerry left some pretty big boots to fill, but by all accounts, the new incumbent, Jim Livermore, is well on the road.

Queensland-born, Jim is an electrician by trade and holds an associate diploma in electrical engineering. The first six plus years of his career were spent at Hamersley Iron's Paraburdoo and Channer mines in Western Australia, as a maintenance supervisor looking after a fleet of electric drive haultrucks and Dresser 580 front-end loaders.

A move to GE Australia Mining Support as a field service engineer, working in New South Wales and Queensland in 1992 extended Jim's experience further, with responsibility for trucks, draglines, shovels and drills.

In February this year, Jim began his career with NS Komatsu, with the Queensland Region, working for the Mining Division, as the technical representative for electric drive trucks.

As the newly-appointed product support manager, dump trucks, Jim relocated to Sydney in September. In this role he will provide technical support, practical and theoretical, and assist with the smooth operation of the full range of NS Komatsu's mechanical and electrical dump trucks.

He will also liaise closely with OEM's to resolve matters related to the use of equipment sold by NS Komatsu and assist with the resolution of technical warranty issues.

At the beginning of a new era for this role, it is interesting to reflect for a moment on the foundations that have been built by Jim's predecessor, Gerry Wells.

Gerry Wells' knowledge of electric dump trucks began, as he says, "the day they were invented". In 1965 Gerry was working in Africa for a mining operation and had the job of purchasing electric dump trucks – he chose Haulpak, and unwittingly set the course for the rest of his working life.

A move to Australia in 1973 saw Gerry land an office job with Wabco (the manufacturer of Haulpak trucks) within several hours of setting foot in this country – he obviously had a lot to offer!

His career in Australia initially took him to the west, but "when coal got moving in the eastern states", Gerry moved based from Perth to Brisbane. Finally, in 1993 when NS Komatsu took over Haulpak, he became the first national appointment.

When asked to name the highlight of his career with NS Komatsu, Gerry spoke proudly of the development of three separate branches, each with qualified electric drive truck operator trainers. It was a far cry from the early days, and has continued to provide customers with a superior level of support.

Following his retirement, Gerry is looking forward to a trip round Australia. His farewell gift of a GPS (global positioning system) will allow him to safely navigate his way to far-flung destinations. Several mining sites are on his itinerary, says Gerry "that's where I know people"!



Gerry Wells (front) is presented with a model truck and excavator by (from left) Ron Palmer, General Manager Komatsu Mining Germany (Australasia), John Maloney, KMS Product Support Manager, Western Australia, and Ian John, General Manager Product Support, NS Komatsu Corporate Services.

## It's an **ill** wind

Picture this. A major branch operation on 10 hectares of land, with large water requirements for work and irrigation, septic and contaminated water disposal issues, and annual costs of close to \$150,000 for solids disposal.

Then, the local water authority proposes sewerage for the entire industrial area. The branch links all its buildings with pipes in readiness for the sewer, only to find out the project has been shelved.

What to do? It wasn't an easy problem to solve. But NS Komatsu Western Region did solve it for the Perth Branch and in doing so, not only found a way to save a lot of money, but also to significantly help the environment.

Western Region's Victor Tello said, "We started from the basics that we already had an oil process which removed waste oil and lubricants from water. We thought, 'what about also removing the solids from sewerage?'"

Like many good ideas it sounds simple, but the solution is in fact a very sophisticated waste water treatment plant with zero effluent capability. The multi-staged plant removes and compacts solids, oil, grease, emulsifiers and septic tank discharged water.

It is fully automatic and recovers oil, grease, diesel and degreasers in one tank and suspends solids and impurities as disposable sludge in another.

The resulting water is then chlorinated and recycled for use in either the wash down area or for irrigation.

Victor estimates the payback period will be approximately three years, and they are well on the way to achieving that forecast.

"We used to require one truck each week to just take away the solids - now it's only every two to three months. When you also subtract the savings in water it really adds up. I think we are averaging savings of about \$100,000 each year - and helping the environment.



# Backhoe Backchat



Compact Machines, Big Advantages

In recent months, Komatsu backhoes have been chalking up a series of big wins, both within Australia and further afield.

In Sydney's southwest at Ingleburn, CMG Civil has purchased Australia's first WB93R backhoe to use in the construction of the Macquarie Links golf course.

CMG Civil has been operating right across New South Wales for the past 25 years and currently own several Komatsu machines, including excavators and articulated dump trucks.

Since it was delivered in June, the WB93R has performed well. According to Robert Joseph, the construction manager for CMG Civil, the machine is "fantastic". Bob went on to say that the highly experienced operator of the WB93R, says that he has "never driven anything like it. "He especially likes the hydraulics and the control and power of the machine."

Bob summed up the performance of the backhoe very well, saying, "The rest have a lot to learn!"

Meanwhile, Komatsu won the largest backhoe loader European tender with 340 machines being ordered by the Greek Ministry of the Interior. It was a huge win for Greek distributor, Sarakakis Group, which defeated four prime competitors. Winning features for the equipment were said to be technology, design and global performances.

Closer to home (almost) a group of NS Komatsu marketing and service personnel visited the Komatsu Italy factory in Este. This is the European manufacturing base for backhoes, skidsteer loaders and mini/midi excavators. In recent times, this factory has almost doubled in size to meet the enormous global demand and now boasts 750 people (up from around 300), and has also introduced robotic systems.

In June, joint meetings between the marketing teams from both countries were held, with Australia being represented by

Rick Farrar, National Manager Komatsu Utility Group, Andrew Gale, Product Support Manager I-R, and Matt McCarthy, Product Specialist Komatsu Utility Group.

Technical training on the new WB91R-2, WB93R-2 and WB97R-2 backhoes was run in early July. Australian attendees included Andrew Gale, Matt McCarthy and Scott Randall, technical trainer backhoe loaders, together with other European and local dealers and distributors who were also represented. A two day course was also run on mini excavators. The visit was a perfect opportunity for NS Komatsu trainers to upgrade their skills for later customer training.

According to Scott Randall, the experience was a real eye opener in more ways than one. The practical training and machine demonstration facilities at Este were absolutely world-class. Says Scott, "We were able to work on components that were loosely assembled, and were easy to take apart. It made learning very easy and quick."

On a more personal level, the Australian team was most impressed with the canteen facilities. Designed to cater for 750 people, it is typically European and features an enormous array of food with everything from pasta (naturally!) to pizza, beer and wine and espresso! What else would an Italian canteen have.....?



The new Komatsu WB93R-2  
Backhoe Loader



# cotton

## John Seery - A success story

The north-western plains of New South Wales forms a major part of Australia's cotton growing industry that in fiscal 1999 will earn around \$1.6 billion in exports. For an industry that was established relatively recently it's been a huge success story.

The north-western plains are also part of NS Komatsu's marketplace, and its equipment is playing a key role in various stages of cotton production.

John and Ada Seery and their sons work 15,000 acres of cotton, together with wheat, soybeans and other crops. In 1999 the family will produce 45,000 bales of cotton, each weighing 227 kilograms (the industry standard is equivalent to the US 500 lbs). The Seery's expect to increase production to 55,000 bales.

But it wasn't always like this. The family was originally market gardeners in Sydney and moved to their first Moree property 26 years ago. In those early days the entire family worked 15 to 18 hour days, clearing and stick picking.

Since then, the Seerys have continued to grow to the point where it is now a multi-million dollar business and one of the largest operations in the district. At the heart of their success is John Seery's dedication to doing everything well by doing it yourself. It is a philosophy that has been successfully put to the test many times.

For example, finding available contractors can be difficult, so the family operates their own equipment. They have 18 cotton pickers, approximately 45 major items of plant and one of Australia's few privately owned cotton gins, *Brighann Ginning*.

This brand new gin is the most modern in Australia. Its manager,

*No, it's not snowing. The white particles floating through this photo are actually cotton fibres being stirred up by the WA320-3 loading cotton seed for transport to Brisbane.*



*John Seery (right), Ian Rawlins (centre) and Glenn Adams in front of the gin stands in John Seery's new cotton gin.*

Ian Rawlins, contends that because the gin uses the latest machinery, it is capable of particularly high productivity and efficiency.

Several items of NS Komatsu equipment are used on the Seery properties. A D155AX-3 dozer, WA320-3 wheel loader with a large six cubic metre bucket for cotton seed handling, jib crane and forks for material handling, and a two and half cubic metre earthmoving bucket, a P250 I-R compressor, and a SD115 I-R 12T roller.

The key has been a good relationship with John Seery, mainly through the efforts of Glenn Adams, the local sales representative. Glenn's objective is to be more than simply a supplier of equipment - he works on the basis of being a friend and having a genuine understanding of the business. But there is even more to this successful relationship.

John Seery contends that he selects his suppliers on quality and reliability as much as price. "You also need to have good back up in the local area. We gained additional confidence in the Komatsu brand after seeing the parts warehouse in Sydney."

Glenn also arranged for the Seerys to visit existing equipment users. Says John, "We were able to talk to them as well as test and operate their gear."

"The rep also has to be able to spec up the machine to exactly the correct configuration for our needs. And he must continue to call, to make sure it operates correctly and that back-up support is



John Seery's down to earth approach to his business is reflected in the consideration he gives to the environment and his people. Keeping employees safe and well is important. Says John, "A top operator does the best job, a relief operator is about 30 per cent less efficient, so it is more productive and cost effective to avoid accidents. On top of that, they all have their own families, so we have to protect them."

*Left: After picking, cotton is compacted into "modules" and transported to the gin. Here, a module is being fed into the gin's vacuum process, which then sends the cotton into the gin to separate the seeds from the cotton and extract the trash.*

*Below: Seery's Komatsu D155AX at work ripping the land*



available. We also need to be able to talk to the rep about any warranty issues. He is the face of the company, it's no use someone from head office calling us – that's too far away. We know our local rep and that's how we like it!

The equipment sold by NS Komatsu and I-R has performed well – and has been put to good use. The WA320-3 is yet again a good example of John doing it well. Its main job is loading the cottonseed onto transport trucks that take the seed to Brisbane, but during the erection of the new gin the wheel loader was used extensively, saving around \$45,000 in crane hire.

The I-R SD 115 roller was used to compact the ground before concrete pouring for the gin and is now used to maintain road and storage areas. Like all the Seery equipment the roller is maintained in first-class condition.

Growing cotton is an exacting business. It is a desert plant that needs hot, dry conditions and careful irrigation, so this year's wet conditions have adversely affected production and increased insect levels. Although many cotton farmers couldn't afford to spray sufficiently to control the insect infestation, John Seery has applied his philosophy and stayed ahead of the problem.

NS Komatsu wishes to thank the Seery family and staff for their assistance with this article

## Moree Plains Shire Council extends fleet

With nearly 18,000 square kilometres of New South Wales to manage and maintain, the Moree Plains Shire Council has more work to do than many. But, with the added problem of road making and maintenance in remote areas (sometimes over a hundred kilometres from the main workshop) and the issue of machine reliability is paramount.

On this premise, the delivery of a Komatsu GD650 grader and a Komatsu D65EX-12 dozer to Moree Council is testament to the quality of Komatsu's machines. The fleet already boasted four GD650 and four GD530 motor graders, one 'hire' GD650 and one WA250-1 wheel loader, all of which are performing reliably day in, day out.

NS Komatsu's service supervisor at Moree, Scott Barnes, considers his branch provides the best back up support and employs people with the best training. "Because we are a small operation and need to be resourceful we work on a variety of makes. However, we always give our own equipment customers priority."



# Queensland Roundup

A new D375A-3 Komatsu dozer was delivered to Emerald-based contractors Comiskey Earthmoving by Gladstone area sales representative Mike Forday. The new D375A-3 has been busy working around the clock removing overburden at the Highway Reward copper mine site since delivery on 30 June.

NS Komatsu's Queensland Mining Manager, Brian Thomasson, has sold yet another PC1100SP excavator to Roche Bros. This latest machine was delivered to the Q Mag (Qld Magnesia) site at Kunwarara, 75 kilometres north of Rockhampton. Bill Connors from Roche Bros says he is looking forward to the same 99 per cent machine availability from the new PC1100-6SP as the PC1100SP it has replaced. Not a bad record!

Mackay Branch has chalked a series of recent sales.

■ Peak Downs took delivery of a new Komatsu D475A-3 dozer in May 1999.

■ Roche Eltin Joint Venture has placed an order for a further Komatsu 630E plus seven new Komatsu 830E trucks. The 630E and two 830E's were delivered in July with the remainder to be delivered in October. This brings the fleet of Komatsu trucks to 22, and the total number of Roche Eltin Joint Venture machines to be maintained to 39.

■ In July, Evanbank Plant Hire took delivery of a new Komatsu WA600-3 wheel loader and a Komatsu PC1100SP excavator fitted with the new Komatsu Hensley *blade saving* GET, which is performing very well in the site conditions.

This equipment was purchased for a contract the company won at Wirralie Gold Mine for Ross Mining at Mount Coolan. Evanbank are extremely pleased with the performance of both machines and the support NS Komatsu has provided in this remote location.

## From strength to strength

Townsville based engineering company, JJ McDonald & Sons (JMS) continues to go from strength to strength, following the path it began in the 1890s.

JMS' current work includes the construction of a new \$16m dam at Palm Island, reconstruction of the Dawson Highway at Banana, irrigation work at Millaroo, plant roads at Century Mine, and bridge and highway construction at Hall's Creek, Western Australia.

At the same time, JMS has kept its agricultural heritage alive with sugar, beef, wool, rice, potato and wheat



Mike Forday (left) hands over the keys for the D375A-3 to Brett Comiskey



Bill Connors takes delivery of his new PC1100-6SP



Right: Evanbank Plant Hire's two new machines working on-site at Wirralie Gold Mine.

interests in Queensland, New South Wales, Victoria and Western Australia.

As JMS has grown over the years, so too has its relationship with NS Komatsu. Alan Lewis and the staff of the Townsville Branch have continued to meet the needs of this growing company.

In June, JMS purchased two PC300 excavators as part of their continued expansion. These machines are currently in operation repairing and upgrading the Moochalabra Dam in Kununurra.



# MAN & MACHINE

## Need it, see it, drive it.

A dozer simulator will spearhead NS Komatsu's stand at AIMEX this year. For all those operators who claim to be the best, it will be the perfect opportunity to test your skills in a real life situation. A true test of skills versus time. How will you do? Make sure you don't miss out on the opportunity to be part of NS Komatsu's Hall of Fame.

This is the first time the simulator has been shown in Australia, but in other countries where it has been it has been extremely successful and enjoyed by many.

Prizes will be awarded to the best performers each day, with a prize going to the top performance overall.

Other attractions at the NS Komatsu stand will include live entertainment and the first opportunity to see the WA1200-3, a new wheel loader and the biggest of its type in Australia. The new D475A-3 dozer will also be on show for the first time, along with a new backhoe and other mining industry machines, including the WA250PT parallel tool carrier.

AIMEX will be held in the main pavilion at the new Homebush Bay Showground in Sydney from Tuesday 19 October to Friday 22 October. Entry is free.

Travel packs with discounted accommodation and air travel are available by contacting your nearest NS Komatsu sales representative.

AIMEX 99

## NS Komatsu Branches Out

NS Komatsu has moved to significantly strengthen its regional operations in New South Wales and Queensland with the opening of three new branches in just a few months.

In June, branches opened in Mt Isa and Orange on the same day.

The Orange Branch is located in a new industrial estate on the southern edge of the town. The facilities are capable of handling the vast majority of customer needs, including parts, service and sales. The branch has fully equipped field service vehicles in Orange and Lithgow.

Every effort has been made to carry a large range of parts, and there are literally thousands including Komatsu, Ingersoll-Rand, Berco, Zenoah, Fleetguard and Hensley. There are also filters, GET and undercarriage parts for Komatsu and other manufacturers. New Komatsu and Ingersoll-Rand machines are also on display. The workshop can undertake all assembly work to ensure maximum customer satisfaction.

Regional General Manager, Ian MacCowan, said the opening of the Orange facility is part of NS Komatsu's plan to grow the business in partnership with its customers. "The western region of New South Wales has significant growth potential for our customers and we are pleased to be able to support them locally and to grow with them."

In Queensland the new Mt Isa Branch employs 12 people, a substantial increase from the four previous staff. NS Komatsu's Queensland Region General Manager, Chris Reeves, spoke enthusiastically of the branch.

"It has grown beyond expectation in a relatively short space of time. We have an increasing number of major customers in the region, the Century Mine, Ernest Henry Mine (at Cloncurry), and the Gunpowder Mine, to name a few.

"The resources growth in this part of Queensland continues to offer our organisation greater opportunities for expansion.

A new branch will also open in Gladstone in October. This \$1.5 million facility will employ 12 and will offer a full range of equipment with three parts bays, and three service bays. It has been operating on a smaller capacity for the past three years, and like Mt Isa is expanding to take advantage of the strategic opportunities that are coming onstream.

Chris Reeves spoke of the major infrastructure projects in the region, including the potential oil shale project, the gas pipeline from Papua New Guinea and the Comalco smelter.

"Callide has just taken delivery of \$7 million Komatsu PC5500 Digger and we also need to maintain the best possible level of service for it."

When the Gladstone Branch opens it will be the 22<sup>nd</sup> NS Komatsu full services branch, but there are already plans for more. Queensland Region has opened a new operation at Peak Downs in the Bowen Basin to service the BHP Peak Downs, Saraji and Norwich Park mines. NS Komatsu has over 20 large dozers and Ingersoll-Rand drills under maintenance contract on these sites. Other opportunities will be taken up as they become apparent.

The increasing presence of NS Komatsu in regional areas is indicative of the company's objective to strengthen customer partnership.





## A strong performance

Final year heavy vehicle mechanic apprentice, Wayne Colley, achieved a creditable seventh place at the National WorkSkill Competition that was held in Melbourne in May.

In the heavy vehicle class Wayne competed against nine other national representatives and was required to work on heavy road vehicles, not his usual construction and mining equipment. In fact, all medal winners were apprentices with road truck experience.

WorkSkill was a tremendous experience for Wayne and clearly demonstrated the depth of training he has been provided with at NS Komatsu.

**Congratulations, Wayne, it was a great performance!**

*Wayne hard at work in the National Workskill Competition*

## I-R competition winner storms home

Central Region Ingersoll-Rand representative, Kevin Oldfield, has blitzed the opposition in the sales competition sponsored by Ingersoll-Rand Australia.

Designed to boost non-core equipment sales in the I-R franchise, the contest ran from April 1998 to March 1999 and was based simply on the greatest number of units sold by an individual.

NS Komatsu achieved record unit sales for I-R portable air compressors, with a total of 188 units being shipped in 1998.

Rick Farrar, national manager of the Komatsu Utility Group, said that Kevin was the clear winner. "He sold 50 units – 38 more than his nearest rival. Kevin particularly services the equipment rental companies in New South Wales, and his win clearly demonstrates how well he knows that market."

It should be noted that sales from the national supply contract with Wreckair were not included in the competition.

A sales incentive scheme was also established during the competition. Jim Harris, I-R's construction manager, said that the home-delivered wine program would continue. "It's been very successful with the sales team and allows us to say simply 'we appreciate what you're doing'", he said.



*Kevin Oldfield (left) accepts the winners cheque.*



## NS Komatsu appoints new director

Roger Millar has been appointed to the board of NS Komatsu as the director responsible for Product Support.

Effective from 28 June, the appointment came after the resignation of Tak Kiji as director of the company.

Roger has more than 30 years' experience in the industry and has responsibility for product support of NS Komatsu equipment throughout Australia.

Commenting on his appointment, Roger said he, "was looking forward to the opportunity to contribute to the organisation at board level."

*NS Komatsu's newly appointed Product Support Director Roger Millar*

## One Quick Earthmover

# TOM JACKSON

7.48sec 283.01mph

The NS Komatsu-sponsored Tom Jackson drag car had a big weekend at the Winternationals in June. Held at the Willowbank Raceway in Ipswich, Queensland, the Winternationals are claimed to be the largest drag race event outside North America.

After qualifying easily for the Top Comp event, Tom Jackson's *Komatsu Chev Coupe* polarised the opposition to reach the semi-final.

However in the last race, Tom was in for more than he bargained for. His *Komatsu Chev Coupe* lost when he jumped the green light and was penalized 0.377 seconds. He also hit some oil from a previous race, and crossed the centre line.

Notwithstanding his loss in the semis, *Komatsu Chev Coupe* had a very successful weekend, running its best times to date. From a sponsorship perspective, the Winternationals provided NS Komatsu with some very solid exposure – not to mention quite a bit of excitement!



## Being first to yourself

### *The Pat Farmer Way*

***“Whether you come first second or third, it doesn't matter. Be first to yourself. NS Komatsu's most important asset is its people, and everyone is important.”***

That was Pat Farmer's message when he visited Fairfield in May to present a plaque in recognition of the company's sponsorship.

At the time he was only days away from starting his latest challenge - a run around Australia that started at Parliament House in Canberra and that will finish in Sydney on January 1, 2000. This 14,500 kilometre journey is scheduled to take 216 days, at an average of 70 kilometres per day.

As one of the world's leading ultra-marathon runners, and the holder of many world records, Pat Farmer is an inspiration to everyone. He holds the record for the fastest time in the Simpson Desert Run, the first person to run from the northernmost part of Australia, Cape York Peninsular, to the southernmost point, Cockle Creek in Tasmania.

He devotes much of his time and energy to running for charities. In 1994, for example, he ran more than 2,500 kilometres around New South Wales and raised more than \$120,000 for the Rotary Wing of the New Children's Hospital at Westmead.

But Pat's life and career have had their fair share of adversity, and it is these set-backs that have been the real test of his determination.

During the 4,719 kilometer Trans America Foot Race in 1993, Pat came second, amazingly without the assistance of a support vehicle or crew. During the second week of the same race in 1995, he suffered a stress fracture to his leg, in a steep climb through the Rocky Mountains. Despite advice to quit, Pat continued on, arriving at the end of the 64 day race, in fourth position. In his talk to NS Komatsu, Pat told us “I was carrying the Australian flag on my back and just couldn't quit.”

Pat also suffered tragedy in his life, with his wife, Lisa dying of a heart attack at the age of only 31, in 1998. For a while he considered giving up his running career to look after his family, but he knew Lisa would want him to continue. “She believed in me”, he said, “when you have someone by your side believing in you, you can take on the world.”



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