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ecot3

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Bill Pike
President
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KOMATSU COMMENTS

Welcome to another edition of Down to Earth.

Australia's growth outlook remains strong and productivity is expected to continue to surge throughout 2006 and into 2007, in both the construction and mining sectors.

However, this growth has caused a short supply of large, heavy-duty tyres for earthmoving and mining equipment and it is predicated the supply will not fully recover for at least another 12 months.

These are extraordinary times and industry forecasters say the biggest reason is the rapid industrialisation of China, India and other developing countries that is expanding the appetite for commodities.

And although Komatsu Australia is experiencing challenges during this time of severe tyre shortage, we are pleased to state that we

are still enjoying strong trading conditions due to the increased demand across all industry sectors.

In this issue of *Down to Earth* we feature unique and unrivalled Komatsu products, excellent customer service capabilities and important business developments, which will deliver the best service to you.

The release of the new Dash 8 excavator series will set new standards in operator safety, fuel efficiency and lower noise levels. This coupled with the luxury car standard cab comfort has the customer first in mind.

Komatsu Australia has also released its new advanced D475A-5EO mining dozer. The new eight-roller dozer will give significantly improved ride, balance and reduced emissions. Komatsu strives to set new standards in environmental management,

Also in this issue of Down to Earth, the introduction of the Komatsu range of lubricants, the upgraded Condition Monitoring Services and the roll out of eCare to owners of crawler equipment. These services will ensure our customers are provided with the end-to-end service solutions, which will result in lower maintenance costs and increased machine availability for you.

Finally, we have increased our customer support and service capabilities in New Zealand to better service our customers. We now have three sales and service branches in Auckland, Rotorua and Invercargill, as well as a network of nine service agents around the country to guarantee you have the best service and support for your equipment.

Thank you to all our customers and staff for your continued support and business.

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Front Cover

Advanced new excavator series offers revolutionary technology & economy.





New PC200-8 excavator is one of five new models released and now available for Australia and New Zealand.

KOMATSU'S ADVANCED DASH 8 EXCAVATOR SERIES NOW OUT

Komatsu Australia has just released five machines in its advanced new Dash 8 excavator series - offering lower emissions, increased fuel efficiency and improved operator comfort and safety in a fully integrated machine/component package.

Five new models have been released, the PC200-8 (20 tonnes), PC220-8 (23 tonnes), PC270-8 (28 tonnes), PC600-8 (60 tonnes) and PC850-8 (80 tonnes).

And even before their arrival in Australia, a number of machines have been sold, with deliveries taking place in late March and early April.

Unveiled at the National Construction Exhibition in Sydney in November 2005, the new Dash 8 range offers a number of advances over Komatsu's Dash 7 excavator range, including even better fuel efficiency, an ultra-low emission Tier III compliant Komatsu ecot3 engine, lower noise levels and luxury car standard cab comfort.

The Dash 8 range also incorporates Komatsu's ecot3 (ecology and economy technology 3) approach, which combines electronic control, hydraulic and engine technology, with all machine components designed and manufactured by Komatsu to work together as an integrated whole.

In addition, the Dash 8 sets new standards in operator safety with the world-first release of an Operator Protective Guarding (OPG) cab, designed to protect the operator in the event of a machine rollover.

Highlights of the new excavator range include:

- ▶ Fuel consumption reduced by up to 10% compared with

the Dash 7 equivalent (already recognised as one of the most fuel-efficient excavators on the market).

- ▶ Engine meets US Tier III and European Stage 3A emissions regulations, without sacrificing power or productivity.

- ▶ A dedicated excavator OPG cab incorporating a pipe-structured framework, providing high durability and impact resistance with very high impact absorbency. A seatbelt keeps the operator in the safety of the cab in the event of a rollover.

- ▶ Noise levels reduced by a further 2 dBA compared with the Dash 7, combined with a redesigned cab with increased internal space, providing operator comfort levels equivalent to a luxury car.

- ▶ Easy-to-see large LCD colour screen offering improved visibility through use of TFT liquid crystal display, allowing on-going monitoring of all machine functions, with early warning in the event of any malfunctions, and large multi-function selection buttons for easy selection of different operating modes.

- ▶ "Eco-gauge" display helps reduce fuel consumption by indicating operations which burn more fuel, while an extended idle caution alerts the operator if the machine is idling for more than five minutes.

Angus Fotheringham, Komatsu Australia's excavator product manager, said the Dash 8 excavator range was an indication of what was to come in Komatsu's product line up.

"No other equipment manufacturer offers the

combination of industry-leading technology and componentry, all designed and manufactured by Komatsu to work together as an integrated whole," he said.

"Virtually all other manufacturers offer machines with engine and hydraulic components supplied by a host of third-party suppliers, which means compromises in technology and performance.

"Because all Komatsu excavator components are designed and manufactured from the ground up to work together, we offer unmatched technology, integration and machine performance.

"Our new ecot3 low-emission engine series sets new worldwide benchmarks in reduced pollution levels, combined with improved fuel consumption - as shown by the fact that the PC200-8 will deliver 10% better fuel efficiency than its Dash 7 equivalent," he said.

"When you consider that our Dash 7 machines already have a strong reputation as being market leaders in fuel efficiency, the further savings we will be able to offer with the new Dash 8 machine are quite remarkable.

"At a time of increasing fuel prices, this is a key factor in helping keep down operating costs," said Angus.

Minimising pollution - not just through lower emission levels - are another key factor in the development of the Dash 8 range.

"Komatsu has also paid attention to the small things,



such as an eco-drain valve to prevent oil leakage when replacing the engine oil," he said.

The other major developments with the Dash 8 line are operator comfort and safety.

"Such factors as very low cab noise, an even wider cab than on the Dash 7, automatic air conditioning and new cab mounting systems mean that operator comfort will be second to none on the market," said Angus.

"The seat can be adjusted to completely suit an operator's build and operating preferences, minimising potential back problems and reducing fatigue levels during the course of a shift.

"At the same time, our new OPG cab means that this will be one of the safest excavators on the market, capable of protecting the operator in the event of a machine rollover," he said.

"Many of the innovations on our Dash 8 excavator line will be included in our new product release program as it is rolled out in the coming months.

For further information on the new Dash 8 excavator series call: Komatsu Australia, ph 1800 KOMATSU (1800 566 287), website www.komatsu.com.au, e-mail excavators@komatsu.com.au.

CONSTRUCTION BUSINESS RESTRUCTURING BRINGS BENEFITS FOR CUSTOMERS



Sean Taylor

Komatsu Australia has seen significant growth since 1993 when it was established as a single national organisation - but throughout much of that time has still essentially been a region-based operation, with its head office operation essentially having a wholesale function.

But now, according to Sean Taylor, general manager, construction, the comprehensive restructuring of Komatsu Australia through its One Komatsu program is remaking the company as a single integrated, customer-driven organisation across its Australian and New Zealand market.

"We are now working towards making KAL a truly national organisation that is fully focused on our customers," said Sean.

"As part of our restructuring of the construction/utility operations, we've moved away from our previous product manager setup, created additional positions and implemented a business manager structure."

Overseeing Komatsu Australia's construction operations is Colin

Chamberlain, in the role of national marketing manager, construction. Colin has four business managers reporting to him, covering the four key sectors of construction:

- » Business manager, quarries: Charles Wheeldon
- » Business manager, general construction: Angus Fotheringham
- » Business manager, government: Kevin Edwards
- » Business manager, forests: Peter Vansittart.

"While these business managers also have responsibility for certain product lines, carrying out the traditional product manager role of ensuring products are suitable for the Australian and NZ markets, their end focus is now more customer needs for their specific business sectors," said Sean.

"In addition, for our utility business, we have Tim Lowy as national sales and marketing manager, utility, with overall responsibility for the utility market sector.

"And as well as this business manager structure, we now have the regional sales managers reporting directly to

me, as well as to the regional general managers."

According to Sean, the aim of this approach is to set standard policies and procedures across the company's entire sales team, as well as to better leverage its national coverage to customers - and provide a complete break from the previous separate regions structure.

"To ensure that our business managers - who also have responsibility for certain product lines - have more time to focus on the business and customer needs, we are building up our back office technical support capabilities," said Sean.

Craig (Shine) Summerfield has been appointed customer applications manager, construction, to assist the business managers to liaise directly with customers in the field.

Shingo Hori is Komatsu's national marketing services manager (a joint resource for both construction and mining), supported by Greg Mackenzie, national sales administration manager, and John McPherson, national sales integration centre manager.

"This team is responsible for all our sales administration processes, from the initial order from the factory through to delivery to the customer's site," Sean said.

"Because we now have a national approach, this allows us to have a much smoother and better-managed process for the delivery of equipment from factory floor to worksite.

"In addition, our business managers are now working side-by-side with our technical support and customer support teams in our Ryde premises,

allowing us to have a far more integrated approach for our customers," he said.

So what does all this mean for Komatsu Australia & New Zealand customers?

"If there is an issue with their equipment - and with heavy equipment, there will always be issues - we are now in a position to address those much more quickly, and in a way that's more beneficial for the customer than before," said Sean.

"The key to this is our new One Komatsu SAP program allows us to bring all this together.

"It means we can better capture and integrate all the data we need relating to our customers, so that we can better anticipate and meet their requirements.

"We now have access to significantly better information, far more quickly than we did previously - which allows our marketing and sales team to do its job better, and significantly improve the level of service we can provide to customers," he said.

"Whether we are dealing with a large company or an owner-operator, all our customers want to know when their machines are coming, how much they are going to cost and how much it will cost to service them. And if a machine goes down, how long will it be out of action for?

"Our customers buy Komatsu to earn more money, to be more successful," said Sean.

"If we can help them be more successful, the more business we'll do with them. This all relates back to the philosophy of how we deal with our customers: driven by your success."

● HIREQUIP BUYS 80 KOMATSU MINI DIGGERS

From left: Komatsu Zenoah's executive officer, Shintaro Sugimoto, Hirequip executive director, Stuart McKinlay, and Hirequip's joint chief executives: Brian Stephen and George Paterson.



Hirequip, New Zealand's leading general equipment hire company, has just finished taking delivery of over 80 Komatsu excavators for hire through its national network.

The order covers 40 of the just-released PC18MR-2, twenty PC30MR-2s, eighteen PC50MR-2s and four PC78MR-6s.

All machines are zero tail swing, and are fully equipped to suit the requirements of the New Zealand hire market. The larger PC50MR-2s and PC78MR-6s machines have been supplied with hydraulic tilt buckets.

"Being able to offer our customers the latest technology Komatsu excavators means we are hiring the leading edge equipment to the marketplace," said Hirequip's marketing and development manager, Mark Sinclair.

"Since taking delivery, we've had an excellent response from our customers who have been very impressed with them.

"Another key factor in placing an order of this size is that it supports our on-going policy of reducing the overall age of our excavator fleet, while at the same time improving product reliability and reducing repairs and maintenance expenditure," he said.

As part of the delivery process, Tim Lowy, Komatsu Australia's national sales manager for utility equipment, provided training and support information for Hirequip's staff.

Key features of Komatsu's MR-2 range include:

- ▶ a two-post ROPS canopy, providing greatly improved visibility and walk-through access from either side
- ▶ exceptionally large cab space, equivalent to that of
- ▶ a 20 tonne PC228-6 excavator, for the cab options
- ▶ tilting operator station (cab and canopy versions), along with fully opening engine hood and side covers for unprecedented access to components
- ▶ lower centre of gravity, making them more stable and safer to operate
- ▶ cast X-frame design for increased strength and

reduced mud and debris build-up on the underside of these machines.

In addition, the MR-2 excavators include additional counterweight for more stability, greater digging power and increased lifting ability, automatic two-speed travel, and the use of Komatsu's innovative and highly responsive HydrauMind hydraulic system - the same system as used on its larger excavators



Line-up of Komatsu's PC18MR-2 excavators at Hirequip's Manukau branch in south Auckland.

FIRST WA600-6 IMPRESSES BORAL'S SEAHAM



Boral's WA600-6 is used as a face loader at Seaham Quarry.

Australia's first WA600-6 new generation wheel loader is winning praise from management and operators Boral Country Concrete & Quarries' Seaham Quarry, north of Newcastle, for its comfort and performance.

The loader, which was delivered to Seaham Quarry late in 2005, is used for both face loading and crusher stockpile handling in a two-shift operation at the quarry, and has allowed the replacement of two machines at the quarry face.

Alex Nicetin, Boral Country's area quarry manager for the Hunter Region, said that material at Seaham is won through a drill-and-blast operation, with the WA600-6 used as a face loader, loading two dump trucks which feed the crusher during the day shift (6:30 am to 3 pm), as well as the boot bin stockpile adjacent to the crusher.

During the afternoon shift (3 pm to 10 pm), the WA600-6 becomes a stockpile loader, loading material from the boot bin to the crusher.

"Previously we had used a Komatsu PC800-6 to feed the trucks from the face, with a WA500-3 loader used to maintain the quarry floor to minimise tyre damage to the trucks, and then feeding the crusher from the boot bin

during the afternoon shift," said Alex.

"However, because of its high work load in other parts of the quarry, the WA500 wasn't able to maintain our benches to the degree that we needed. Using the WA600 at the face has enabled us to better utilise the existing WA500 allowing it to feed the blend plant and pug mill operations, as well as other important jobs around the quarry".

"In addition, the WA500 was unable to keep up with the crusher when loading from the boot bin during the afternoon shift."

"Purchasing the new WA600-6 has enabled us to keep the pit floor a lot cleaner, and it has no trouble keeping up with the crusher during the afternoon shift.

"And as a result of being able to keep the floor cleaner, we are hoping to make significant savings on truck tyres; a number of times with the excavator operation, we'd lose tyres after the trucks ran over loose rocks," said Alex.

Michael Martin, the quarry's mobile maintenance co-ordinator, said that in selecting the WA600-6, quarry staff compared the performance of Komatsu's previous model WA600-5 and a competitive machine.

"We believe the WA600 has better visibility and feels more stable for the operator."

Performance since it was delivered to the quarry late last year has been very good, he said.

"We've had one or two minor teething problems, but they've been fixed very quickly. It's just had its first service, and so far I haven't had a chance to touch it.

"On the production side, we've been very happy with its performance, loading trucks from the quarry face. Fuel consumption has also been very good; it's using 50-52 litres an hour during the day shift, when it's doing hard digging in the blasted rock.

"We get better substantially better fuel economy during the afternoon shift, when it's working in economy mode loading from the stockpile," said Michael.

Operator acceptance has also been good.

"Certainly the operators like it; particularly the load-sensing hydraulics.

"Rather than put the boot in when going into the material, the load-sensing hydraulics ensures there's always enough power to do the job without excessive use of the accelerator.

"We'll shortly be getting the KVM system bucket and tooth system, which is something we specified for this operation.

"Our WA500 has had this system for over 12 months, and we find it protects the bucket much better in face-loading applications. The cost savings in bucket repair and maintenance far outweigh the upfront costs, especially in face loading applications," Michael said.

Peter West, a 25 year veteran of operating equipment for



left: Area quarry manager, Alex Nicetin and WA600-6 operator Peter West

Boral states that the best feature of the WA600-6 is the comfort "Now I don't go home with a sore back or anything after seven and a half to eight hours a day in the cab", Peter said.

Boral's Seaham Quarry was commissioned in 1992, and has sufficient reserves for at least another 20 years, producing high quality aggregate from a hard durable volcanic rock known as ignimbrite, as well as aggregates from rhyolite.

Annual throughput is 800,000 to 900,000 tonnes per annum. Product includes a range of crushed rock aggregates for specification concrete and road base, sealing aggregate, with sizes from fine rock dust through to large rocks for marine breakwaters.

Major projects in which Seaham Quarry rock has been used include the Newcastle Bypass, F3 Freeway, Swansea Channel Raymond Terrace Bypass, Raymond Terrace to Karuah highway upgrade, Bulahdelah Highway project (north of Bulahdelah), West Charlestown Bypass, Karuah Bypass, Karuah to Bulahdelah highway project, PWCS coal loader pads and Belmore Bridge river bank protection.

KOMATSU LOADERS BEST PERFORMERS FOR SA QUARRY



Delivery of the WA380-5 at Henschke Industries Naracoorte Quarry. (from left) David Henschke, Gerry Leonard (Komatsu SA branch manager), John Henschke and Sean Candy Komatsu account manager.

South Australian contracting and quarry operator Henschke Industries recently purchased a new Komatsu WA380-5 wheel loader based on operator preference and the performance over the past 12 years of its WA380-1 loader.

Henschke Industries, based at Naracoorte in the south-eastern region of South Australia, about 100 km north of Mt Gambier, is a family-owned company with its own limestone quarry.

The quarry operation supplies and delivers crushed limestone including fines, aggregate and road based materials and manufactures Mossville agricultural lime. Very high in calcium, it makes an excellent agricultural lime, and is a large part of the business.

The company also carries out contract crushing and earthmoving activities for state and local government, industrial and commercial clients, and private individuals.

Its WA380-5, delivered in August 2005, works mainly with

a mobile crushing plant, moving crushed material from the crusher to stockpile, as well as feeding the fixed crushing plant, and loading trucks from the stockpile.

This loader was purchased to replace a WA380-1, which Henschke Industries bought new in 1994 and has now logged 16,500 hours. It's now used as a backup stockpile loader, as well as for contract work.

According to general manager David Henschke, the decision to purchase the WA380-5 was largely based on the company's experience with the previous Komatsu loader.

"We made the decision based very much on the performance of the WA380-1 over the past 12 years," he said.

"We've had several other makes of loader, and the guys reckoned the Komatsu was the best performing. So we figured we'd go for Komatsu again, as well as because of its reliability and service backup we get from the Adelaide or Mt

Gambier is excellent.

"Before we bought the WA380-1, we had a Komatsu WA300-1 - and we initially bought the WA380 because of the good experiences we'd had with that original WA300."

"The new loader does a fair bit of work for us every day, handling stockpile material in and around the crusher," he said.

"Its performance has been excellent. Everyone who drives it is very happy with it."

"It's pretty good on fuel, the bucket's easier to fill than the 380-1 and it's quicker off the mark. It has to do a fair bit of travelling between the stockpile and the crusher, and it's got good ground speed and manoeuvrability."

"The fingertip controls also make it very easy to operate and the noise level inside the cab is minimal."

Other Komatsu equipment owned by Henschke Industries includes a D355-3 dozer used for raising rubble and pushing

overburden in the quarry, and a PC200-7 excavator, which with the WA380-1, tipper and low loader are used for contract and hire work and we also owned several other Komatsu excavators over the past ten years.

Henschke Industries has been in operation since 1962, when it was founded by David's father, the late Laurie Henschke, who initially ran the business as a joint quarry/sawmill operation.

The sawmill was phased out in 1984, allowing the company to concentrate on quarrying.

Since 1984, the company has been run by four of Laurie's children, Graham (as general manager, who retired last year), David (who has now taken on the role as general manager), John (as the works supervisor) and sister Lynette Bowman (as company secretary).

Henschke Industries also employs six other people and one of the two casuals as required by seasonal demand.

GENUINE KOMATSU LUBRICANTS GIVE LONGER LIFE, BETTER RELIABILITY



Komatsu Australia has introduced a range of oils and greases specially formulated to meet the needs of Komatsu's new ecot3 Tier III-compliant engines and earlier generation engines, as well as hydraulics, transmissions and other components.

These new lubricants are designed to ensure longer life, reduced downtime and increased reliability, not only in Komatsu's ecot3 engines, but also in previous-generation engines.

The new Komatsu lubricants range has been formulated specifically to meet the rigorous Komatsu Engineering Standards (KES) requirements laid down by the company's design engineers for the new generation of ecot3 Tier III-compliant engines.

Products in the Komatsu lubricants range include:

- ▶ Diesel engine oil 15W-40, a multigrade oil giving the highest levels of performance in Komatsu's Tier III, Tier II and previous generation engines
- ▶ Hydraulic oil 46, suitable for all types of hydraulic pumps working under medium to severe service conditions
- ▶ Powertrain oil 30, meeting the requirements of the Komatsu micro clutch test, and suitable for use in automatic, powershift. It can also be used in hydraulic systems where an SAE 30 grade oil is

specified.

- ▶ Gear oil 85W-140, a high viscosity, extreme-pressure hypoid gear lubricant formulated for use in heavy duty gearboxes, final drives and differentials.
- ▶ Hyper grease G2-TE/Lithium EP grease G2-LI, two high quality lithium complex greases designed for high-load, low-speed off-road applications.

All Komatsu lubricants are also suitable for use with other makes of construction equipment.

According to Mark O'Brien, Komatsu Australia's national product manager - consumables, the new lubricants will give owners of Komatsu equipment additional peace of mind in terms of increased component life and machine reliability.

"All owners of Komatsu equipment can purchase these products secure in the knowledge that they have been specifically formulated for their machines - ensuring longer life and better reliability, and reducing machine downtime," he said.

"Because they have been formulated to our design engineers' exacting specifications, they perfectly match the lubrication requirements of Komatsu components, giving unmatched performance across a wide range of operating conditions."

GENUINE KOMATSU OILS FOR NEW-GENERATION ENGINES

The use of Komatsu genuine lubricants is essential for owners of equipment powered by Komatsu's new ecot3 Tier 3-compliant engines.

"These new oils have been specifically formulated for use with our Tier III ecot3 engines, and in fact are the only oils recommended for these engines," said Mark O'Brien, Komatsu Australia's national product manager - consumables.

"Our advice to owners of our ecot3 engines is that they do not use any other lubricants in their engines," said Mark.

"And because our genuine Komatsu engine oils are backwards compatible with our earlier generation engines (and other engine brands), fleet owners can now be confident in using a single engine oil for all machines," he said.

KOMATSU UPGRADES CMS AND KOWA TESTING REGIMES

With the release of its new genuine lubricants range, Komatsu Australia has also upgraded its CMS (Condition Monitoring Service) and KOWA (Komatsu Oil Wear Analysis) regimes to give a more precise indication of the oil and engine condition.

Mark O'Brien, Komatsu Australia's national product manager - consumables, said additional tests, and changes in test methods have been introduced to coincide with the new product range.

"One of our additional tests now gives us more information about the consistency of the oil, so that we can be more accurate in predicting the life of the oil," he said.

"Oils have always played an important role in absorbing combustion materials, but they now play an even greater role with the hotter-burning Tier III engine technology, as they are designed to further aid in the reduction of exhaust emissions - hence the need for specifically formulated engine oils," said Mark.

"With the oil now capable of absorbing more products of combustion, regular Komatsu oil wear analysis (KOWA) testing is critical in knowing when the oil is approaching the end of its life, this is vital when using extended service intervals.

"In addition to greatly reduced emissions, Komatsu's Tier III engines deliver higher performance and better fuel efficiency, while being lighter in weight than previous-generation engines."

KOMATSU ROLLS OUT E-CARE UNDERCARRIAGE SERVICE

Komatsu Australia has launched a new service for owners of crawler equipment - both Komatsu and non-Komatsu - providing an accurate estimate of how much life is left in key undercarriage components.

Its new e-Care undercarriage inspection service - available free of charge through Komatsu Australia's network of 30 customer support sales representatives throughout Australia - involves electronic and ultrasonic measurement of bush thickness, link height, shoe height and roller shell thickness.

According to Roger Baker, Komatsu Australia's sales and business development manager

for undercarriage, the service allows Komatsu and users of the service to be more proactive in their management of undercarriage wear and life.

"What e-Care does is indicate the percentage of wear of key undercarriage components," he said.

"For example, if we measure the track on a machine at 1000 hours, and it shows 20% wear, we can predict that, if the application and conditions stay much the same, we will get another 4000 hours of wear from that undercarriage.

"Regular e-Care checks on undercarriage will allow much better management of undercarriage life, and for

repairs, maintenance and replacement to be better programmed.

"This means, for example, we'll be able to indicate when a sprocket is about to fail, so we can replace it before it falls off and brings a machine down while it's working," said Roger.

The Komatsu e-Care service is available to any crawler make or model - not just Komatsu. It is applicable to dozers, excavators, crawler loaders and other steel-tracked equipment.

"We are happy to provide our free e-Care service to any user of crawler equipment, whether Komatsu or non-Komatsu," he said.

"The service takes about half an hour to complete, and at the end we will provide a written report containing our recommendations about any further action required.

"That might range from the news that there is plenty of life left in the undercarriage, or that a failure is imminent, or a recommendation that a change in operating practices may substantially increase potential track life.

"And because Komatsu Australia is also the agent for Berco, the largest supplier of replacement track equipment in the world, we are able to supply replacement track and components for any make of machine," Roger said.

KVX GET: THE REAL PICTURE!



In the previous edition, we inadvertently misquoted Chris Guntner, Komatsu Australia's national product manager, KVVX, in relation to conventional GET hardness.

As outlined in the article, the KVVX system is based around the use of an extremely hard and abrasion-resistant bucket lip, combined with teeth of a similar material which bolt directly on to the lip.

Both the KVVX teeth and bucket lip are made of Norwegian-developed Sagitta steel, which has a hardness of 500-600 Brinell, said Chris.

This compares with conventional teeth, which have



a typical average hardness of 450-480 Brinell, while typical lips have an average hardness of around 250 Brinell and typical bolt-on edges have an average hardness range of 360-470 Brinell.

The original quoted figures of 80 Brinell for typical tooth and bucket lip hardness were incorrect.

"The KVVX bucket lip is welded directly into the front of a standard bucket, and because the teeth are bolted directly to the lip, using special highly torqued bolts, there is no need for adapters," he said.

"This significantly increases the

amount of wear material available and completely eliminates adapter-related problems, such as breakages, welding cracks and repairs, nose wear, tooth loss due to retention system failures, etc., not to mention the cost of adapter replacements.

"With a conventional system, the teeth must be replaced before wear reaches the adapters generally meaning that around 50% of the wear material is discarded as scrap; with the KVVX system, the teeth can wear almost all the way to the lip.

"At this point, on all excavator systems and some wheel loader systems, the worn KVVX teeth are simply reversed, and the section of tooth which was previously lying along the bottom of the bucket becomes the new tooth," said Chris. A similar principle applies to KVVX bolt-on edges.

"During use, the KVVX teeth

naturally self-sharpen, becoming thinner and more streamlined as they wear back, so penetration and breakout remain extremely good throughout their life."

Other advantages of the KVVX system include:

- A significantly longer life than conventional teeth and lips, due to the superior steel quality and more available wear material in the teeth
- Excellent wear protection for the underside of the bucket; the KVVX teeth have a "triple role", replacing the conventional tooth, adapter and wear protection package.
- A flat-faced design, which allows re-use of "worn out" GET components as wear protection, minimising "throw away" and optimising the investment made.

COMPANY IN PROFILE - ABSOLUTE CONTRACTING



Down to Earth editor Wafaa Ghali recently visited Absolute Contracting at their head office in North Ryde, Sydney.



Left - Matt Watton, Komatsu utility account manager and Phillip Circosta, Absolute Contracting director.

Absolute Contracting is owned and operated by two young and dynamic Sydney businessmen, Phillip Circosta and Paul Leim.

Absolute Contracting specialises in demolition, bulk excavation, rock detail excavation and civil works, and services the northern Sydney beaches, Sydney CBD and lower north shore.

Phillip and Paul started their partnership in 1998 with only a skidsteer loader and three tonne excavator. Today the company employs over 40 people and has 46 pieces of plant equipment, which include the Komatsu PC45MRX-1, PC35MRX-2, PC50MRX-2 and a PC78MR-6.

"Through the reputation and quality of our work, the

business has grown rapidly during the past five years," stated Phillip.

"Our customers are pretty loyal and all our work is through word-of-mouth. In one particular street we've done excavation work in six separate blocks, all through referral."

"We've recently completed a major project in Willoughby where confined space was an issue.

"The two Komatsu PC45 excavators were a great asset as they were able to move 500 cubic metres of rock with no difficulty. The Komatsu excavators have plenty of digging power and are extremely reliable.

"In our business it's crucial we get the job done on time and so

the reliability and performance of the machines are vital for our organisation.

"And when something does happen - like the other night when we needed to have a pin replaced on one of the machines - we just ring Matt

Watton and he organises the required support immediately.

"Matt looks after us and we appreciate how he stays involved to guarantee everything's OK," he stated.



Komatsu excavators at Fairlight in Sydney's northern suburbs.

KOMATSU RELEASES LOW-EMISSION DASH 7EO EXCAVATORS

In addition to its upgraded Dash 8 range of excavators, Komatsu has also released two new low-emission Dash 7EO excavators - the PC300-7EO and PC450-7EO - powered by Komatsu's new ecot3 Tier III-compliant engine.

These excavators meet the requirements of the latest US and European Tier III emissions standards, as well as featuring a number of other upgrades, including economy and performance improvements, said Angus Fotheringham, Komatsu Australia's excavator product manager.

"The advanced Komatsu ecot3 engines in these two new excavators provide the same power, fuel efficiency and emissions advantages as in our five new Dash 8 excavators," said Angus.

"In addition, they also have a number of other Dash 8-type advances, including improvements in the hydraulic system for merging and dividing the oil flow from the pumps.

"This provides increased performance and efficiencies, resulting in lower fuel consumption," he said.

On the maintenance side, Komatsu has implemented side-by-side engine, hydraulic and intercooler and air conditioning coolers to allow ease of servicing and cleaning, as well as providing improved cooling efficiency.

Brief specs of the new Dash 7EO machines are:

PC300-7EO: Operating weight, 30.8-32.3 tonnes (depending on configuration); powered by Komatsu ecot3 Tier III -

compliant SAA6D114E-3 diesel rated at 194 kW; SAE-rated digging depth, 7.18 m; arm breakout, 16,800 kgf; bucket breakout, 20,400 kgf.

PC450-7EO: Operating weight, 43.0-44.5 tonnes (depending on configuration); powered by Komatsu ecot3 Tier III - compliant SAA6D125E-5 diesel rated at 270 kW; SAE-rated digging depth, 7.65 m; arm breakout, 22,900 kgf; bucket breakout, 24,800 kgf.



WETLANDS & WILDLIFE PASSES ANOTHER MILESTONE

Another chapter in South Australia's magnificent Wetlands & Wildlife conservation project occurred late in 2005 with the opening of the *Wetlands to Wine* track from Salt Creek to the famous Padthaway wine-growing region.

Included in this track - which is approximately 100 km long, and accessible only by 4WD - is the 23 km long Water Valley Canyon, constructed to take saline water from the Mandina Lakes wetlands system and feed it out to sea. This will allow fresh water into the wetlands, further assisting their rehabilitation.

As outlined in previous editions of *DZE* (December 1999 and December 2002), behind this project are farmers Tom and Pat Brinkworth.

The Brinkworths are major

landowners near Kingston in south-eastern South Australia, and over the past 20 years have been constructing a major wetlands restoration project on their property in co-operation with the environmental group Wetlands & Wildlife. So far, about 15,000 hectares of land has been restored.

Tom has been using a team of Komatsu equipment - including three D475A-2 dozers, three PC650 excavators and two PC1600 excavators, along with numerous dump trucks - to construct the Water Valley Canyon, which is up to 200 m wide in places, and 60 m deep.

Channels were constructed using the two D475 dozers to rip the channels, followed by the PC1600s to dig the main channel, while the PC650s were used to form the batters and carry out other earthworks.

The canyon transports saline water from the wetlands to an area known as the Marella Lake, which will drain to the Coorong, and from there to the Murray River mouth and thence out to sea.

These lakes and the canyon are now awaiting the arrival of good soaking rains to fill them up and provide a flow of water.

During the construction of the canyon, Tom was using around 50,000 litres of fuel a fortnight over 18 months, and moved "many millions" of cubic metres of material.

"We purchased the Komatsu equipment secondhand, and throughout the project it performed very well," said Tom. "We also received a lot of support from Komatsu Australia.

"We went for Komatsu equipment because we wanted

to be running all the same gear on the project, to give us maximum parts commonality, and meant we could deal with the one supplier."

Incorporated within the Water Valley Canyon construction were several wildlife bridges, along with tourist track bridges as part of the *Wetlands to Wine* track.

According to Tom, maintenance of the wetlands project is ongoing, particularly with the current dry spell.

However, even in the dry conditions applying over the past few years, native birdlife is returning to the area.

"One year recently, we had an ibis rookery of over 10,000 nests," said Tom. "Before we started this project, there were none there for many many years."

OPERATOR PREFERENCE HELPS UTILITY CONTRACTOR BUY KOMATSU

Delta's PC130-7 primarily used for trenching operations.



DELTA Utility Services, the South Island-based Asset Management and Contracting Services company, has recently purchased new Komatsu equipment, based on operator preference and long-term resale value.

The company has a fleet of Komatsu excavators, plus a wheel loader, which forms the core of its civil contracting operations in Christchurch.

DELTA Utility Services is a South Island based company turning over about \$75 million a year, employing 500 staff covering three regions of the South Island.

It has two core business activities: Asset Management, and Contracting Services.

DELTA's asset management operations include provision of strategic consultancy and planning services, ranging from multi-million dollar civil projects to one-off electrical construction projects.

Customers vary from public sector utilities to individual companies and clients.

Its second core activity is a growing and diverse range of contracting services, which include electrical technician

services, electricity distribution, general mechanical services, roading, water and wastewater services, landscaping and gardening, waste and environmental services, and retailer services such as meter reading, metering services and field services.

DELTA's civil contracting operations are based in Dunedin, Alexandra and in Christchurch. In Dunedin, these operations include horticultural and landfill operations, along with road maintenance and construction services.

Its Christchurch, operations include large-scale infrastructure works, including water reticulation systems, deep excavations, major dewatering operations and sheet piling.

The company moved into the Christchurch market about two years ago as the result of a couple of acquisitions.

In the process, it inherited a number of Komatsu excavators, including two PC120-6 excavators, a PC200-6, two PC60-7, and a WA180-5 wheel loader. A PC130-7 was purchased mid way through last year to keep up with their increased workload.

According to Graham Hunter, DELTA's Canterbury Civil Manager, the decision to buy Komatsu was based on operator preference and resale value.

"When we bought the operations in Christchurch, they included a couple of Komatsu excavators, and our operators had a strong preference for the brand," he said.

"We find their performance to be pretty good, they give us no problems, and the forward visibility is excellent. It's pretty good gear, and compares really well with what else is available on the market."

The Komatsu diggers are used primarily for trenching operations, with the PC120s and PC130 working in trench depths of 1.5 to 2.5 m.

The PC200 comes into its own on larger trenching jobs, where great depths or wider trenches are required.

"We'll also use it to handle decent-sized shields to protect our staff when in the trenches," said Graham.

The WA180-5 is used for general materials handling operations, such as backfilling using existing or imported materials, or clean up work around a site.

In terms of product support, Hunter said that due to the reliability of the Komatsu machines, there was not that much of a need for continual servicing from Komatsu NZ.

"While we haven't needed much from them at this stage, they certainly take the trouble to keep in contact with us. We always get a prompt response to any queries, or assisting us in locating parts for the older gear," he said.



NEW MINING DOZER TIER II COMPLIANT

The new Tier II D475A-5EO Dozer's eight-roller undercarriage increases balance and operator comfort



Komatsu has released the D475A-5EO mining dozer - a major upgrade to the former D475A-5 - giving significantly improved ride, balance and operator comfort, along with a new engine for reduced emissions.

The main changes are from a seven-roller undercarriage to eight-rollers, increasing effective track length on the ground by 503 mm, and the use of Komatsu's Tier II-compliant engine, meeting all Tier II US and European off-road emissions requirements for mining equipment.

In addition, a bogie-type oscillating front idler has been developed for the new undercarriage, while at the rear of the machine, the height of the final drive above the ground has been raised, allowing for better clearance and increased operator comfort.

Operator comfort is further

enhanced through the use of the latest technology air suspension seat which is self-adjusting for operator weight, and giving improved low-frequency support.

The D475A-5EO's dozer's eight-roller undercarriage is about 250 mm longer than its nearest competitor, and increases machine weight by about 1 tonne.

According to David Laidlaw, Komatsu Australia's national product manager, mining dozers, the revisions to the D475A-5EO result in a greatly improved ride, better fine blade control and increased operator comfort.

"Komatsu has developed a completely new style undercarriage that improves ride drastically, as well as providing dramatic improvements in fine grading control," he said.

"At the same time, the longer

track length on the ground and increased weight gives better traction and stability, an improved centre of gravity and a better 'feel' when operating."

In addition, a new Komatsu-designed high-tech seat further reduces vibration and shock loads to the operator.

"Combining the new undercarriage with this new seat means a significant advance in operator comfort in large mining dozers," said Dave.

The other major change on the D475A-5EO is the introduction of the new Komatsu SAA12V140-3 Tier II-compliant engine.

"This new engine incorporates a Komatsu-designed heavy duty high-pressure common rail injection (CRI) air-to-air charge air cooling system," said Laidlaw.

"It's a totally electronically controlled engine, giving

optimum fuel efficiency and power while minimising emission levels, while other changes have been made to further increase service life.

"Komatsu has specifically designed this new heavy duty CRI system to meet the needs and demands of large machines in mining applications," he said.

All components in the new D475A-5EO, including engine, transmission components and hydraulics, have - as with all Komatsu machines - been designed and built from the ground up by Komatsu to work together as an integrated whole.

"This new EO-series dozer represents the peak in dozer technology, with the most advanced components and systems available on the market," said Dave.

The first of Komatsu's new eight-roller D475A-5EO dozers arrived in Australia in early November 2005, and has been delivered to a minesite in Queensland's Bowen Basin, fitted with a 70 cu m coal blade.

In early 2006, the first four of a fleet of six D475A-5EO dozers were delivered to Mount Thorley Warkworth's mine in the NSW Hunter Valley.

Brief specs of the D475A-5EO are: Operating weight (with semi-U dozer, giant ripper), 108,390 kg; engine, Komatsu SAA12V140E-3 rated at 654kW (890HP) Net at 2000 rpm; transmission, Komatsu powershift transmission with lockup clutch; maximum speeds, F/R, 10.9/14.3 km/h; drawbar pull, first gear, 1 km/h, 120,000 kg; blade capacity: semi-U, 27.2 cu m; full-U, 34.4 cu m; coal, 70-76 cu m (dual skin/ strengthened blades standard on semi U and full U); maximum ripping depth, giant ripper, 1800 mm.



Warkworth Mine in the upper Hunter Valley of NSW received the first Komatsu eight-roller D475-5E0 dozers.

FIRST FLEET OF NEW EO-SERIES DOZERS GOES ON-SITE AT MTW COAL MINE

Australia's first fleet of Komatsu D475A-5EO dozers has recently been delivered to Rio Tinto's Mount Thorley Warkworth mine in the Upper Hunter Valley of NSW - the first Komatsu dozers supplied to what is one of the largest dozer operations in the Valley.

This is also Australia's first fleet of new Komatsu EO series dozers - which feature eight rollers in each track, compared with seven in the previous D475A-5 - for improved operator comfort and better balance.

According to Dave Rabe, superintendent maintenance at Mount Thorley Warkworth (MTW), the mine operates 16 dozers, a mix of Caterpillar D11s, some Caterpillar D10s and now the four Komatsu D475A-5EOs, with two more on order.

"The dozers are used for a variety of applications around the mine such as dragline assistance, coal and partings ripping operations, dump area maintenance, road preparation and rehabilitation works," said Dave.

"All machines are used to carry out any of these tasks."

The Komatsu dozers were purchased under Rio Tinto's global Heavy Mining Equipment (HME) agreement between Komatsu Ltd and the Rio Group, which gave MTW very competitive pricing, and performance guarantees.

"Initial operator acceptance, and performance of the dozers has been very good," said Dave.

"For us, the integration of the Komatsu fleet with the existing dozer fleet will be a considerable challenge for the site and the local Komatsu dealership.

"The challenge for us and for

Komatsu is to be able to operate this fleet of new machines on site, and better the availability of our existing machines.

"To help achieve this, in addition to the performance guarantees under the HME agreement, we've entered into a local support agreement with Komatsu Australia's Mt Thorley branch covering parts availability, labour and technical onsite support."

Komatsu Australia has also appointed a full-time manager, Reg Rogers, to provide branch focus for the Coal & Allied HME agreement in the Valley.

MTW is one of the largest dozer fleet owners in the Valley, along with the Coal and Allied-owned Hunter Valley Operations (HVO).

"Because of the number of large dozers we have on site and our excellent reliability, we regard ourselves as being the benchmark in dozer maintenance.

"We are very focussed on a preventive maintenance approach. To manage this, we have a preventive maintenance planning group who are continually out on site monitoring machine performance and looking for any potential problems," said Dave.

Komatsu Australia's support agreement for these machines includes the on-site presence of a full-time fleet manager and a full-time dozer technician.

"We are getting 86% availability from our existing aged dozers, and we expect better than that from the new Komatsu machines," he said.

Initial feedback from MTW operators on the new Komatsu dozers has also been very

positive.

Operator Andrew Rourke said their pushing and ripping power was unmatched.

"I think the lock-up torque converter on the Komatsu dozers makes a big difference," he said. "I'd like to see them used more around the draglines, where you really need the extra horsepower.

"As far as pushing and ripping power is concerned, everyone's saying the same thing: you can't match them," said Andrew.

A-crew Trainer/Operator Tony "Morton" Pennell described the D475A-5EOs as "the quietest machines I've ever sat in."

"A lot of the comments I've had back from the operators are along the lines of 'gee, it's quiet'. Even when going full bore, there's not much engine noise, and when they idle down a few have thought the engines have stopped. It's only by looking at the tachometer they can see the engine's still running," he said.

"They've also got heaps of grunt for bulk pushing.

"The first time we got some of the operators on them, they were saying 'I don't like this', because we haven't had Komatsu dozers here before," said Morton. "They were trained on the other machines, and that's what they've been used to.

"So when they first get in them, they don't feel that comfortable with them, they don't like them at first. That lasts for about one shift. Then we can't get them off them!"

"I've driven the old D475-2 dozers, and these ones just don't compare," he said. "That raised rear sprocket on the new

dozers, along with the extra front floating idler means they lift over obstacles so much better than the older generation Komatsu dozers."

About Mount Thorley Warkworth

MTW combined the Mount Thorley and Warkworth operations about two years ago, and currently produces over 10 million tonnes of saleable coal a year. Mount Thorley Operations originally opened in the late 1970s, and Warkworth Mining Operations in the early 1980s.

Mount Thorley Operations is jointly owned by Coal & Allied, in which Rio Tinto is a major shareholder. Coal & Allied purchased Warkworth Mining Operations when it bought out Peabody Coal's Australian mines about three and a half years ago.

Both the Mount Thorley and Warkworth sides of the operation have their own Coal Preparation Plants and coal loading facilities.

The bulk of the coal produced is exported through Newcastle, to Japan, Korea, the Far East and the Middle East. However, the mine also supplies some coal locally to Macquarie Generation.

MTW has been a long-term customer of Komatsu with a fleet of twelve Komatsu 830Es and seven Komatsu 730E haul trucks all over 40,000hrs old. Ten Komatsu 830E and two 730E haul trucks currently operate at the mine and two 830Es and four 730Es are currently on hire to Hunter Valley Operations (also owned by Coal & Allied). These fleets are supported by a maintenance agreement, with a Komatsu Australia project manager on site.

NEW CRUSHER GIVES DOUBLE OUTPUT FOR AUCKLAND QUARRY



The BR380JG-1 crusher achieves 200 tonnes an hour.

Auckland-based quarry operator and plant hirer Warren Fowler Earthmovers Ltd has recently taken delivery of a new Komatsu BR380JG-1 portable crusher following seven years of highly reliable and productive service from its BR350JG-1.

And since commissioning the new crusher in November 2005, it has proved a very versatile and productive machine, achieving about double the output of the BR350.

The company's management team of Sean Fowler and John Dougal carefully researched the crusher market before opting for the Komatsu BR380.

"We did look at other crushers, but the reliability and production we've had from the BR350, plus the excellent service and backup from Komatsu NZ meant we decided on the new BR380," said John.

Both crushers are employed in Warren Fowler Earthmover's Clevedon Quarry, just out of Auckland, crushing shot rock then feeding it to screens and

cone crushers. It can output material sizes from gabion rock, 50-150 mm sizes.

According to Dougal, a major advantage of the latest crusher is the versatility it provides through the ability to quickly change jaw sizes.

"On the previous crusher, it takes about an hour and a half to change jaw sizes, changing all the shims," he said.

"But with the new one, we just have to call up the operator and he can change it straight away. That means if a customer requests a certain size of material in a hurry, we can have a truckload waiting for them when they get there."

According to Sean Fowler, the BR380 has double the output of the older machine.

"To be honest, the rest of our operation now has trouble keeping up with it," he said. "The cones that follow it sometimes struggle to match the output, but we're able to achieve around 200 tonnes an hour through the cones and the

screens.

"It really is an awesome bit of gear," said Sean.

Sean Fowler's father Warren founded the company nearly 45 years ago, as a general earthmoving and civil contractor.

Sean took over Warren Fowler Earthmovers Ltd on the death of his father in 1996.

Today the company specialises in plant hire work around the Auckland region, plus the supply of quarry materials from the Clevedon operation.

Materials produced from the quarry include engineered fill, gap products for roading, pavement materials for driveways and carparks.

The quarry operation's BR380JG-1 has a 42x22 inch jaw, 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 earlier BR350JG-1.

According to Komatsu, jaw size and throughput capacity is the highest in the market for this sized machine, while at the same time, its weight and size means the crusher is still readily transportable around metropolitan regions without the need for escorts.

The crusher can 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, and it is ready to run.

GLOBAL NEWS

SETTING THE STAGE FOR MORE GROWTH

Komatsu Ltd has entered a new era of growth, driven by recovery in the construction and mining equipment market in greater Asia, according to chief executive Sakane.

He said Komatsu had raised the level of its product range through a globalisation push in recent years, and its production capacities were now on par with its major US competitor.

Mr Sakane inherited his presidency in 2001 among sluggish global demand for construction and mining equipment, and Komatsu recorded its first operating loss for the year ended March 31, 2002.

He attributed Komatsu's dramatic financial turnaround since 2003 to its business structural reform, which consisted of clearly separating costs from growth; refining the company's strengths and rectifying its weaknesses; and an open-door management, which he defined as enhancing two-way communications with employees, suppliers and distributors to share the directions and tasks the company should assume.

Mr. Sakane said Komatsu's strengths were its competitiveness based on superior manufacturing, dedication to new technology adoption and ideal positioning to take advantage of the market expansion in Asia.

BEEFED UP KOMATSU NZ SUPPORT PAYS OFF FOR CUSTOMERS

Komatsu NZ's Rotorua branch services the both forestry and construction customers.



Over the past couple of years, Komatsu NZ has substantially beefed up its service and support capabilities, resulting in significant improvements in customer service throughout the country.

This has been backed up by the appointment in October last year of Wayne Talbot as operations manager for NZ, responsible for all parts and service support throughout the country.

"In the past few years, Komatsu NZ has really turned around the level of service support we are able to offer our customers," said Wayne.

"And we are continuing to grow our capabilities. For example, in the two years since we opened our new Auckland head office at East Tamaki, we've gone from seven mechanics to 12 - and we're still growing this team.

"That's a reflection of the fact that we have turned this business around and are growing our customer base," he said.

"On top of that, we are attracting really top service people to work with us at Komatsu, because we've created a great environment for them to work in.

"Our customers are benefiting from this, because we are now able to offer first-class service and support appropriate to the Komatsu product line, so they get the back up they expect from us as one of the world's leading suppliers of equipment.

"More recently we have put on Chris Hovelle as a customer service representative servicing the Auckland area, and we are about to appoint a second CSR," said Wayne.

Komatsu NZ has three company-owned service and support facilities around the country, backed up by a network of nine service agents.

The company's **Auckland** head office premises include a four-bay workshop, 10 tonne gantry crane, Komatsu's main warehouse for the whole of NZ with around 10,000 line items and, currently, 12 mechanics.

This facility also looks after Komatsu customers' reman requirements, as well as a parts exchange service, primarily for the large HWE mining equipment fleet at Huntly, consisting of 730Es and PC4000s.

For owners of older Komatsu equipment, particularly Dash 3 and Dash 5 excavators, and PC1000-1 excavators, it offers

hydraulic pump rebuild services, along with hydraulic test benches.

In **Rotorua**, Komatsu NZ moved into a new shop in April 2005, primarily servicing the forestry market in the region, but also looking after its construction equipment customers.

In addition, this operation handles Komatsu Forest's service and support requirements.

Facilities here include a three-bay workshop, a 3 tonne gantry crane, six mechanics (up from four two years ago), along with a wash bay and engineering facilities.

In **Invercargill**, the operation includes two bays, a 5 tonne gantry crane and three mechanics. This facility services PC1250-7 and PC1800-6 excavators at Stevenson's Ohau mine, as well as general construction equipment customers throughout the Southland region.

These company-owned facilities are complemented by a network of nine service agents around the country, all with their own heavy equipment workshops capable of meeting the needs of their local Komatsu customers.

"The fact that we are selling



more equipment into the NZ market, combined with our growing share of service work from our customers, reflects the fact that they now have confidence in Komatsu NZ to properly service and support them," said Wayne.

"We are continuing to build our service capabilities to ensure that Komatsu customers receive only the highest levels of support."

Komatsu New Zealand is the New Zealand distributor for Komatsu construction and mining equipment.

Further information: Komatsu NZ, ph 0800 KOMATSU, website www.komatsu.co.nz, email info@komatsu.co.nz.



ANDREW MARTIN APPOINTED GM MINING

Andrew Martin has been appointed Komatsu Australia's national general manager, mining, with responsibility for the company's mining business throughout Australia, New Zealand and New Caledonia.

Prior to taking on this position with Komatsu Australia, Andrew was previously responsible for mining equipment sales and marketing with another leading manufacturer and brings with him a good knowledge of the

industry.

In the next edition of D2E, Andrew will talk in depth about his new role with Komatsu Australia and the company's approach to dealing with mining industry customers.

KOMATSU'S HUNTER VALLEY SUCCESS STORY



Komatsu Australia's Hunter Valley branch at Mt Thorley, near Singleton, is shaping up as a major success story for the company, with a number of significant sales made in recent months - which will keep it busy doing deliveries for most of 2005.

As a result, there has been a significant expansion in the population of Komatsu mining equipment in the Upper Hunter, requiring the branch to substantially beef up its service and support capabilities.

Some major recent orders through the branch include:

- ▶ **Muswellbrook Coal**, which last year took delivery of two PC3000 excavators and two D475A-5 dozers, and is about to take delivery of a remote-control D275A-5 for use above former underground workings.
- ▶ **Wambo Coal**, which is in the process of receiving eleven 290-tonne capacity 930E-3 dump trucks and two

PC5500 excavators. Four of the 930E-3s - a new generation version of these trucks, and the first 930Es into the Hunter Valley - have been delivered, with the balance between now and August. One of the PC5500s has been delivered, with the second one due for April. These are in addition to an existing PC5500 at the mine, while the eleven 930E-3s replace a fleet of eight 830Es.

- ▶ **Mt Thorley-Warkworth**, which has just taken delivery of four D475A-5XT dozers, with another two on order. This is the first time Komatsu dozers have been supplied to this mine site.
- ▶ **Hunter Valley Operations**, which has ordered a fleet of eight 830E dump trucks and five D475A-5XT dozers, due for delivery between now and September 2006.
- ▶ **Emeco**, which has just taken delivery of a PC1800-6

for use at the Bengalla Mine near Muswellbrook.

- ▶ **Daracon Mining Services**, which has a PC1800-6 on order, and due for delivery in August 2006.

According to Peter Gledhill, Komatsu Australia's recently appointed NSW mining accounts manager, a total of \$150 million worth of equipment has been ordered for Hunter Valley mines in the past year, with over \$90 million worth still to be delivered.

"We've had some outstanding successes with equipment orders in the Valley, and we've now put in place a much stronger team to support our Hunter Valley mining customers," he said.

"For us, it's a new team and a new start, giving us a much stronger support structure."

The management team servicing the Hunter Valley includes:

Mt Thorley branch manager **Colin Ford**, who previously spent four years as logistics business manager with Brambles Industrial Services underground services division in the Hunter Valley. Before that, he was a logistics co-ordinator with the Newcastle Ports Group, in charge of shipping movements into and out of the harbour. In addition, Colin is an Australian representative hockey player,

and later this year will be playing for an Australian Veterans (over 45) hockey team in a world tournament in the Netherlands.

Peter Gledhill, mining accounts manager, who has been with Komatsu Australia for 18 years, in various construction and utility equipment sales roles. Most recently, he was involved in rolling out Komatsu Australia's SAP-based One Komatsu CRM project.

Jeremy Brett, who has just been appointed NSW operations manager, based in Newcastle, and responsible for overseeing all aspects of customer service, including parts, service, maintenance contracts and support.

Rag Rogers, formerly service manager at Mt Thorley, who has just taken on the role of Rio HME (heavy mobile equipment) support manager, to assist in supporting the Rio Tinto mines (Mt Thorley-Warkworth and Hunter Valley Operations) which have made major equipment purchases.

Neil Burge, contracts manager at Mt Thorley.

Jeff Wennerbom, the Mt Thorley branch's new customer support sales representative.

Luke Muras, who has been appointed technical services manager, mining, based at Komatsu Australia's Newcastle branch.

ANOTHER KOMATSU MILESTONE FOR CAPE



Western Australian mining contractor Cape Crushing & Earthmoving Contractors has recently achieved two significant milestones.

The first was purchasing the last WA600-3 wheel loader to be delivered in Australia; the second was Cape Crushing's purchase of its third BR550JG jaw crusher to complement its two existing BR550JGs and two BR350JG crushers

This latest BR550 purchase makes Cape Crushing the largest fleet owner of Komatsu

mobile jaw crushers in Australia.

Cape Crushing's WA600-3 purchase brings the total number of WA600-3s in its fleet to seven, with a further two WA600-6s on order for delivery in April and August.

Capes operates the largest tracked mobile crushing fleet in Western Australia, operating on mines crushing predominantly gold, nickel and iron ore.

Managing Director Mike Heddon said securing the last WA600-3 was a positive

acquisition for the company.

"We regard these machines as a superior loader, unrivalled by competitive machines, and we intend to continue to keep them serviceable for many years to come," he said.

"Once they reach their 20,000 hours - in three years on our 24/7 fixed plant operations - they will be moved onto the mobile plant circuits, which tend to be much kinder to them.

"These involve day shift-only operations, further prolonging their economic life in our harsh mining conditions," said Mike.

"We are also very much looking forward to putting the new WA600-6 to the test on a 2.5 million tonne per annum fixed plant crusher, operating 24/7, to see if it can outperform our proven WA600-3s.

"After test driving the Dash 6 in Japan, I am convinced it is up to the task," he said.

Mike said Cape's third BR550JG purchase made sense for the company, as it incorporates some significant improvements in the jaw area - and is already hard at work since being delivered in December 2005.

"We expect our BR550JGs to crush an average of 500,000 tonnes per annum apiece over many mine sites, mobilising many thousands of kilometres a year around the state.

"The ability of these machines to mobilise to site and be operating within 30 minutes at up to 400 tonnes an hour will always ensure there is a place for these reliable jaw crushers in our fleet," he said.

These latest purchases bring Cape's Komatsu fleet to 49, including wheel loaders, rigid dump trucks, mobile track jaw crushers, excavators, dozers, graders and skidsteer loaders.

19,000 HOURS FOR EXCAVATOR IN TOUGH QUARRY, RECYCLING WORK



A 1996 Komatsu PC300-6 excavator has logged around 19,000 hours for Sydney-based Benedict Sand & Gravel in challenging quarrying operations and minimal downtime.

Aside from some early engine issues which were fixed under warranty when it was first

delivered, the machine has barely missed a beat, according to Benedict Sand & Gravel's operations manager, Brett Jarvis.

The company operates a number of quarrying and recycling operations throughout the Sydney region.

Brett said the excavator was initially purchased for soil extraction at Benedict's Menangle Quarry southwest of Sydney, where it was stripping soils and loading overburden into articulated dump trucks.

The excavator was supplied without a quick hitch, allowing it to be fitted with a larger 1.8 cu m bucket, making it more productive and able to load the trucks in fewer passes.

"That machine did about 15,000 hours down at Menangle, before we brought it up to our Moorebank recycling operation a couple of years ago," said Brett.

"We're now using it to feed a trommel, handling around 4500 tonnes of material a week.

"We put a new pump in it at 15,000 hours, primarily as a preventive measure, and the only other thing we've had to replace is the tracks," he said.

"Down at Menangle, it did a lot of walking, so we were replacing the tracks about every 4000 hours, but we've never had to touch the final drives.

"It's a very robust, bloody good tractor.

"Off the performance of that machine, we've bought more Komatsu excavators," said Brett.

Currently Benedicts operates nine Komatsu excavators, and eight wheel loaders in various quarrying and re-cycling operations.



Following the passing of iconic Australian artist Pro Hart in late March, Komatsu Australia's Tasmanian manager, Jim Playsted, penned this tribute to Pro. Jim enjoyed a friendship with Pro during the painting of the famous Pro Hart PC200-7 Komatsu excavator in late 2000.

TRIBUTE TO PRO HART

We are all deeply saddened to hear of Pro's passing. Personally, I would have liked to have sat with him one more time to share the subsequent Beacon success story he helped underwrite.

Pro Hart extended great kindness to the Beacon Foundation and unemployed youth of Australia back in 2000, when he agreed to paint one of our machines to raise funds for the national launch of Beacon.

Many times since then have I thought about that undertaking and the Beacon connection, which Pro helped promote through the subsequent auction of the painted excavator in Sydney. This raised an amazing \$90,000 for Beacon and earned national TV exposure along the way for his art and the Komatsu

brand.

In only five years since that launch and celebration of his work on our machine, more than 80 high schools around Australia now use the Beacon 'No Dole' program model as their leavers move from school into the community, with two options: either into the work force or on to further study.

Working together, Pro Hart and Komatsu helped Beacon make the third option for the dole into a safety net, *not* an ambition.

This year of 2006, more than 10,500 students in leavers' year will be influenced by Beacon programmes.

Of that number, more than 1200 student leavers will not now have to suffer the hopelessness

of beginning 2007 with a dole experience, because of community networks using Beacon programs to ensure their children make decisions and get help to progress in life.

And as a further dividend for our nation, more than \$13 million "dole dollars" will not need to be paid next year to kids who don't want charity - just a real job.

Just as Beacon is now making its mark - so too did Pro Hart make his mark on the landscape of Australian culture and the country he so loved.

On behalf of all of us at Komatsu and at Beacon, I would like to extend condolences to Pro's family at this time.

KICKSTART FOR BEACON IN TASMANIA

Komatsu Australia's Tasmanian manager Jim Playsted presents Break O Day Council Mayor Stephen Salter with a commemorative Pro Hart print.



In December 2005, Stephen Salter, Mayor of the north east Tasmanian Break O Day Council Mayor, received the fourth commemorative print signed by the late Pro Hart presented by Komatsu Australia in Tasmania since the Buy One for Beacon (BOFB) program began during 2004.

Fellow Tasmanian municipalities Circular Head, Huon Valley and Central Highlands have also received

similar BOFB presentations, as have many other interstate councils.

These presentations of the signed Pro Hart prints mark council investment in Komatsu machines, which trigger in turn \$1000 donations for the Beacon Foundation to further its nationally prominent initiatives in the field of youth unemployment.

Beacon's initiatives have

spread to every state and territory in Australia, and involved more than 10,000 students during 2005.

At the request of Komatsu Australia in 2002, Pro Hart agreed to donate his time and talents to paint a 20 tonne Komatsu excavator for auction at a gala evening at Sydney's maritime museum in support of the Beacon Foundation national launch.

The project was his largest "canvas" in over 50 years of painting and took two weeks at his Broken Hill studio.

According to Pro, the finished machine featured the equivalent of \$300,000 of his art applied to the now-iconic PC200-7, which to this day has never "struck a blow in anger" and remains on display for proud owner Gavin Markwell of Markwell Industries, of Townsville, Queensland.

Pro also signed a limited edition of 300 numbered commemorative prints, planned for donation to local government authorities around Australia for the BOFB programme as part of an ongoing commitment by Komatsu Australia to support Beacon.

Since then, several of these framed prints have also been offered at key industry conference events, bringing as much as \$5000 as a further vote of confidence in and support for Beacon and its aims.

Kim, Mat and Sue are all ready to run and find their way to their Komatsu machines through the maze!

Get two friends and try to beat them in finding your way through first.

KOMATSU MAZE GAME



Congratulations to the winners of the Komatsu Kids Coloring Competition in Issue 39. We had heaps of entries and it's fair to say that Komatsu kids are great artists!

Kim, Mat and Sue found it very hard to pick a winner.

1st Prize Winner:
William Harris, age 6



1st Prize Winner:
Brendan Pletzner, age 10



1st Prize Winner:
Jade Muras, age 7



Consolation Prize Winner:
Haley Oates, age 12



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