

Issue 22, August 2000

# Down to Earth

Magazine

**Win a VIP  
package to the  
Melbourne cup.**

See the back cover for details.

## **Sticker Shock**

Jim Playstead talks on the effects of the GST and the state of the Aussie dollar on equipment pricing.

## **Melbourne Opens**

NS Komatsu's Melbourne branch is back in full swing.

## **Peter Ryan Earthmoving**

A customer profile.

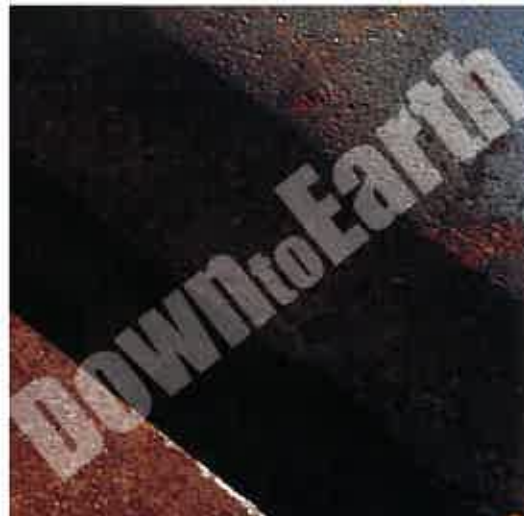
## **OH&S Update**

Following the progress of Team Komatsu Take Five

**NS KOMATSU**

An NS Komatsu publication





### This issue's feature

Down to Earth talks to Peter Ryan Earthmoving about his mix of new and old Komatsu equipment.



## Welcome

### June 30 finally saw the opening of the new facility at Campbellfield in Melbourne.

It is over 12 months since a fire destroyed the part of the building, and the last year has been difficult for everyone. Under the circumstances, maintaining a high level of service has been a challenge and we take this opportunity to say thank you to everyone, staff and customers alike, for their patience.



In South Australia, another important milestone is close. The repair and maintenance contract with BHP Whyalla that has been in place for over 10 years includes a WA500 Wheel loader that has logged almost 60,000 hours of operation.

The WA500 has earned a wonderful reputation for reliability and we believe this is among the most hours completed by one anywhere in the world. Frank Cotterill, the workshop leading hand in Whyalla, has been there from day one and a lot of the credit for the performance of this machine and must go to him. There is also a story on the Whyalla workshop's amazing OH & S performance in this magazine. Whyalla team...we salute you all!

The Tasmanian office has started 2000 well by achieving an unprecedented 50 per cent market share for excavator sales, and the achievement of John Alps and his team is fantastic. Most of the units have gone into a logging application fitted with the NS Komatsu log guarding package developed by our Tasmanian workshops and formally approved by the Tasmanian Department of Labour and Industry.

Back in Victoria, an NS Komatsu Support Group maintenance contract with Loy Yang Power has just turned seven years of operation. This contract pioneered outsourcing and management fee style contracts in South Eastern Australian, and is still the benchmark for maintenance contracts with the power industry in the Latrobe Valley.

Year 2000 has also brought plenty of change to our door in the form of rising interest rates, the GST introduction and severe currency depreciation. A detailed analysis on the currency issue is featured in this newsletter.

Finally, we wish our readers and customers a successful financial year. Thank you for your continued support, and for allowing NS Komatsu to contribute to your industries.

Peter Kille  
General Manger,  
Southern Region

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# Prepare for a Sticker Shock



**Australian construction equipment buyers are facing some significant price increases due to the falling Australian dollar against the Japanese yen and US dollar.**

At the same time, supplies of late-model, low-hour equipment from Japan are drying up as manufacturers there cut production in the face of falling domestic demand.

Rising interest rates are also pushing up the cost of finance, with the result that contractors are going to have to get used to paying more for their equipment.

Jim Playsted, General Manager of Marketing and Sales, believes there is a considerable price gap to be

**Current equipment  
prices are  
unsustainably low.**

recovered by Australian distributors of Japanese and US equipment.

"Since June 1997, the Australian dollar has depreciated against the yen by about 26 per cent, from a high of around ¥97 to the dollar, to 63¥ to the dollar in April this year.

"Over that same period, NS Komatsu and our competitors reacted with price adjustments equivalent to only about half the currency impact.

"If the Australian dollar stays at around the ¥65 level, we need to be looking at future price increases in the range of 8-12 per cent during this calendar year; if it falls further, even larger increases will result," said Jim.

"Clearly the currency impact of the past three years means that current equipment price levels are unsustainably low - and the message from shareholders

is clear. Despite market share ambitions, dealer businesses have to be financially secure first," he said.

According to Bill Capell, NS Komatsu's General Manager, Used Equipment, Japan's extended domestic recession is having an impact on the availability of late-model low-hour equipment.

"Japan's unique depreciation rules have allowed contractors there to write equipment off very rapidly, and then profitably offer it to sale overseas," said Bill.

"But over the past decade, the Japanese economy has slowly worsened. Basically, they haven't sold any numbers of new equipment domestically for five years.

"Any worthwhile gear has been exported to the booming US market, and now that Asia's coming back on stream, there's just no low-hour, late-model equipment to be bought.

So what are the prospects for the Australian dollar, and the potential flow-on effect to equipment prices?

According to construction industry economist Gerard de Valence, the latest interest rate increases announced in early April and early May are likely to have little effect on the value of the Australian dollar.

"Interest rates in Japan are at ridiculously low levels - around half of one per cent - but the yen essentially is tracking the US dollar, and we're suffering the collateral damage," he said.

"In addition, the consensus view is that interest rates in Australia still have a way to go, that we're only at the beginning of the interest rate increase cycle.

"With the introduction of the GST, the worst-case scenario could see inflation push out to as high as 10 per cent, although I believe it'll be closer to around six or seven per cent.

"However, you can be sure the Reserve Bank will use interest rates to keep a lid on inflation, to ensure it's going to be a one-off hit for this year only.



# Cambellfield comes on stream

**Customers are the people that dig the mines, that create the towns and cities, that build the roads, that really contribute overall to Australia's growth".**



**It was a red letter day in Melbourne when the company's new facility was officially opened on June 30 by Senator Ian Macdonald, the Federal Minister for Regional Services, Territories and Local government.**

With an audience of almost 200 employees, management, customers and industry representatives, the opening ceremony marked the start of a new era for NS Komatsu's Southern Region.

The speech delivered by Senator Macdonald focused on the support that NS Komatsu provides to some of Australia's most important industries – mining, forestry, demolition, recycling, general construction and local government. In Senator Macdonald's words, NS Komatsu's ... "customers are the people that dig the mines, that create the towns and cities, that build the roads, that really contribute overall to Australia's growth".

It was a useful reminder of the important role the company plays in a host of ways to so many people and organisations.

The new facilities at Campbellfield are in stark contrast to the temporary building that has been in use since a fire gutted the company's previous facility in April 1999. The building incorporates first floor administration offices, a larger parts warehouse, a new spray booth, training room, trackpress and fabrication shop and new workshop offices with a larger workshop area.

Comments from staff are more than favourable, and it is apparent to everyone that they will be able to deliver a superior level of service – the convenience of simply having everything under one roof is a big improvement.

During the official opening, tours of the new building enabled customers to appreciate the new building at first hand. Chris Cox, recycling manager of the Delta Group actually had two tours and spoke enthusiastically about what he had seen. "It's an excellent facility that will lend itself to full support of NS Komatsu's products."

In the fourteen months since the fire, the management and staff at Cambellfield have had to cope with a barrage of problems, not the least of which has been the difficult conditions in which they had to work.

Above: NS Komatsu Deputy Managing Director, Kunio Watanabe, Senator Ian Macdonald, Managing Director, Ian Olivieri and Deputy Managing Director, Kenichi Takenaka at the official opening of the new Campbellfield branch.

Below: Ian Olivieri, General Manager, Marketing & Sales, Jim Playstead, Senator Ian Macdonald and Sales Manager, New Equipment, Andrew Lambing inspect the workshop area of the new premises.

Their commitment to the company during this time has been outstanding and is deserving of recognition by everyone in NS Komatsu.

"Melbourne branch has a very rich history in our industry and in the distribution of Komatsu equipment in Australia. It was originally built in 1960 as the branch operation of Le Tourneau Westinghouse, which later became known as Wabco Australia. Wabco were the original importers of Komatsu product in Australia. In 1980 Winterbottom Holdings formed the company Forcepower, who operated the Komatsu dealership from this site until 1988 when ANI Corporation purchased assets and formed ANI Komatsu."



# Partnering the key to success

Thirty-eight kilometres north east of Cloncurry, in Queensland's north west, Ernest Henry Mining Pty Ltd (EHM) owns and operates the Ernest Henry copper-gold mine.

The mine began operating in 1996 with a haulage fleet of five Komatsu 830E 240 tonne capacity trucks, and during the first three years of operation, all mining and equipment maintenance was handled by a general mining contractor.

Then, in December 1999 with some 170million tonnes of earth shifted, EHM began owner-managed mining and at the same time substantially increased the capacity of the mining fleet. As part of this expansion NS Komatsu has played an integral part in the transition from EHM mine owner to EHM mine owner/operator.

Richard Crookes - Mining Manager EHM said, " The initial five Komatsu 830E trucks have proven very reliable and have contributed to a low cost haulage operation. The benefit of the electric drive trucks overall superior operation has helped EHM to reach production targets".

In the first quarter of 1999 negotiations began on the second truck fleet expansion. "NS Komatsu was able to offer a flexible and cost competitive solution to meet our future needs," said Richard. A truck fleet comprising three new Komatsu 830E trucks and, six used Komatsu 830E trucks - low-houred late-model units - was purchased by EHM in late 1999.

In conjunction with the fleet purchase, a full NS Komatsu site maintenance and repair contract was also accepted by EHM for the total trucking fleet of 14 units. This agreement eliminated all repair and maintenance risks for EHM with total truck fleet availability accountability being guaranteed by NS Komatsu. A dedicated team of



One of the five Komatsu 830E's on site at Ernest Henry Mine.

maintenance specialists have been operating on site since December, headed up by NS Komatsu's EHM Project Manager Chris Goodwin.

The maintenance team at Ernest Henry comprises of several employees from NSK branches around Australia, including Mt Isa, Century Mine, Kalgoorlie, Hunter Valley and Mackay as well as employees from the previous general mining contractor and North Qld region including an apprentice from Cloncurry.

The team has formed into an efficient maintenance unit which is focused on customer satisfaction and production requirements, this has led to a situation where we can provide a more complete and flexible workforce to EHM. This allows us to provide quality services across a range of activities external to and including our contractual requirements.

The total fleet "up-time" has assisted EHM to achieve record months of production not previously seen.

The new truck fleet coupled with the purchase of a new loading tool has enabled EHM's capacity to meet its coming production targets. Both Richard Crookes and Barry Grant, General Manager EHM, have praised "the successful business relationship and partnering that has been established between NS Komatsu and EHM over the past four years.

# Banana harvester scoops the pool

It's been a big year for Tom Johnston of Tully in North Queensland.

Tom is the inventor of the mechanical banana harvester that is based on a Komatsu hydraulic excavator, and that is set to revolutionise the banana industry right around the world.

In April, Tom won a prestigious merit award in the research and development section of the 2000 Queensland Primary Industry Achievement Awards. The surprised winner said afterwards that he was shocked to have won against a strong field that included developments in such diverse areas as biotechnology, fisheries and forestry.

Then, in May, the harvester won another award. This time it was first prize in the North Queensland Field Day Inventors Competition.



Far from being an overnight success, the banana harvester is the result of years of patience and tenacity by Tom. The final product offers significant increased safety for workers, reducing harvesting and packing costs and better fruit yields. There is also the prospect of using the banana trees as feedstock for a paper mill.

It all adds up to a great package of benefits for the banana industry.



# focus on Peter Ryan Earthmoving

**"NS Komatsu is an excellent company to deal with, whether it's with the sales rep or the product support people. I know that if I have a problem, I can talk to the guys and they will sort it out. They're easy to deal with."**



**Contractor Peter Ryan, of Peter Ryan Earthmoving, is one very satisfied NS Komatsu customer.**

Based around Coffs Harbour, on the North Coast of NSW, his Komatsu equipment includes two D65EX dozers, a PC220-6 excavator, a BR350JG-1 portable crusher (that's halved his crushing costs on a quarry site) and a 1985 WA150-1 and a 1990 WA320-1.

We caught up with Peter Ryan recently, and took the opportunity to discuss with him his mix of new and older Komatsu equipment.

Peter Ryan Earthmoving carries out a full range of civil construction activities: subdivision developments, bulk earthworks, contract works to about \$3 million, and some plant hire.

His preference is to do his own contracting, rather than work for others.

In addition to the new crusher, its fleet includes the two Komatsu D65EX dozers, the Komatsu PC220-6 excavator, the Komatsu WA150-1 wheel loader (owned by Peter Ryan since 1985), the Komatsu WA320-1, five Terex articulated dump trucks, four Hitachi excavators weighing 21-27 tonnes, a Hitachi LX120 wheel loader and four rollers.

For a number of years, Ryan rented premises to the Hitachi/Terex dealer, and because of this arrangement, opted to buy equipment from that dealer.

However, he has now returned to

buying equipment off NS Komatsu. One of two D65EX dozers owned by Peter Ryan Earthmoving along with a PC220-6 excavator, a BR350JG-1 mobile crusher, and two older Komatsu wheel loaders make up a pretty impressive Komatsu fleet.

buying equipment off NS Komatsu.

"I prefer to deal with NS Komatsu. I like being able to deal with the likes of Ron Moodie or Arthur Rogers [his local sales representatives]," he said.

"NS Komatsu is an excellent company to deal with, whether it's with the sales rep or the product support people. I know that if I have a problem, I can talk to the guys and they will sort it out.

"And even though Komatsu doesn't have an outlet in this town, I can order a part and it'll be here the next day from Brisbane," said Ryan.

"I've never had any major problems with spares from them. They made a mistake a few months ago and forgot one part I needed, so the local rep at Ballina drove to Brisbane, picked it up and delivered it here.

## **Older Komatsu loaders keep performing**

A 15-year-old Komatsu wheel loader is continuing to provide high productivity, availability and performance for Peter Ryan Earthmoving.

Peter bought his WA150-1 wheel loader in 1985. "At the time, I didn't know anything about loaders," said Ryan. "I bought the machine purely on

## **"I prefer maintaining Komatsu equipment"**

Col Cowling, maintenance manager for Peter Ryan Earthmoving, has a strong preference for maintaining Komatsu construction equipment over other makes:

"Komatsu equipment is just no problem to work on. Everything is always easily accessible," said Cowling.

"You just need to open a door, and you've got access to filters, hoses, major components. On a lot of other makes, you've got to undo a bellyplate or God knows what, to access components that you need to get on a regular basis.

"The other thing is that you just can't compare them with other makes in terms of quality.

"We've got equipment in this fleet that's got up to 17,000 hours on it, and we've had no major breakdowns - just had to replace a few hoses and minor things."

style and price and I've never regretted it.

"Since then it's probably done 17,000-18,000 hours and notched up 40,000-50,000 kilometres, and I've only ever had to replace consumables.

I'd heard that these Komatsu loaders will do up to 20,000 hours before you need to do anything major; that's why we felt confident in buying a used machine.

"Combined with that, our policy of looking after our equipment, keeping it all well maintained, has paid off for us," said Ryan.

### **New Komatsu excavator scores high**

A new Komatsu PC220-6 excavator has won praise from Peter and a thumbs-up from the operator for its power and ease of operation.

He recently took delivery of a PC220-6 excavator for a range of general excavation work in the company's contracts around the Coffs Harbour area, including bulk excavations, pipeline work, and feeding blasted blue rock into the Komatsu BR350JG mobile crusher/recycler.

Machine operator Lindsay Bunt said he preferred operating the Komatsu to the two previous machines he'd been on.

"It's quieter in the cab, its operation is smoother, the straight windscreen design gives much better visibility, and it's a lot easier to move around the site than the bigger machines.

"All round, the Komatsu is a better machine. It's got good digging power, the three walking modes are better than the two-speed machines I've been used to, and it slews very smoothly and powerfully," he said.

### **Portable crusher halves costs on quarry site**

The use of a Komatsu BR350JG portable crusher on a quarry site that will shortly become a major retail development has halved crushing costs.

Peter is developing a highway service centre on the Pacific Highway, just south of Coffs Harbour, and will extract 600,000-700,000 tonnes of blue rock for use in other contracts.

Before opting for the Komatsu crusher, he had used contract crushers on the site.

"We decided to get our own crusher for other contracts, and because of this operation. The advantage of this machine is that in addition to crushing virgin material, it is also designed for recycling applications," he said.

"We've had it since about Christmas 1999, and in that three months, its performance has been excellent.

"The material we're dealing with here is very hard rock - extremely hard rock - and I think it's been a bit of a learning curve for NS Komatsu in how to handle it.

"The crusher is handling the rock fine, although the wear factor is greater than what the Komatsu people have been used to," said Ryan. "But the great thing about it is that it's cut my operating costs here from \$4-\$5 a tonne to probably \$1.50 to \$2 a tonne.

"At the end of this job - and building is due to start here in July - this machine will have paid for itself.



■ Comfort and ease of operation is a big bonus in the PC220-6

■ Below: The machine in action on-site.

**"All round, the Komatsu is a better machine. It's got good digging power, the three walking modes are better than the two-speed machines I've been used to, and it slews very smoothly and powerfully."**





## High-production quarry loader from Komatsu



NS Komatsu has released a new production wheel loader, capable of loading 60 tonne quarry trucks in four to five passes.

The Komatsu WA700-3 wheel loader has an operating weight of 70.8 tonnes and is powered by a Komatsu SAA6D170E diesel rated at 478 kW.

Standard rock bucket capacity is 8.7 m<sup>3</sup>.

Key features include:

- Electronic automatic transmission as standard
- Improved hydraulics, featuring variable displacement piston pumps
- Fully hydraulic brakes
- Larger 41.25/70 tyres for improved stability

- Both joystick and steering wheel steering
- Rear access stairs, for safer and easier entry and exit from the cab
- In-cab sound levels of 75 dBA
- Factory-fitted high-capacity integrated air conditioning.

The first of these new loaders will be arriving in Australia shortly, and a number have already been sold to leading Australian quarry and mining operators. Colin Chamberlain, the senior product manager wheel loaders for NS Komatsu believes this new Series 3 machine will prove to be very popular. "In terms of low emissions, operator comfort, low noise levels and the ergonomic layout of the cab they perform very favourably. It all adds up to a great package."

## Western Region GM appointed



**The newly appointed general manager for Western Region (Western Australia, the Northern Territory and East Timor) is a familiar face to many – particularly AFL supporters.**

Murray Rance had a successful and high profile career in AFL, most recently as captain of the West Coast Eagles; but he has equally established himself as a successful businessman, and it is this combination of experience that he will use to drive Western Region forward. His last position was as the regional manager for Toll, Australia's largest transport and logistics company.

Murray's appointment is to replace Les Healey who was general manager for Western Region for three years. Les has moved on to the aviation industry in Queensland.

According to Murray, two of the most important lessons he has learned in life are the ability to work with people and the fact that no individual is bigger than the team. "We can really make a difference by working as a team in Western Region."

After only a few weeks in the job, Murray is enthusiastic about the company and its opportunities.

"The big challenge facing us at the moment is to be well-positioned when commodity prices lift – and our advice is that they have hit bottom and will start to improve. NS Komatsu must be in a position to respond to increased market demand from the resources sector and have a strong product offering."

The first tasks on Murray's list have involved learning the NS Komatsu business and meeting major customers. This has, of course, included looking at branch operations, which is not an easy task given the geographic spread of the Western Region.

But it is just another challenge for Murray, and one that will be met as always with enthusiasm and the understanding that you get out of life what you are prepared to put in.



# Big Dig? Big success!

In early June customers from the Northern Rivers area of New South Wales, through to Caboolture, north of Brisbane and from as far west as Warwick, were invited to a two-day hands-on machinery demonstration.

Held at the old Surfers Paradise Raceway on the Gold Coast, Big Dig attracted around 250 customers representing such important market sectors as shire councils, contractors and hire companies - all keen to see and test the latest and greatest in machinery.

Of special interest were the PC 300, PC200 excavator and the new WB 97R backhoe and D65PX-12 swamp dozer. Also on show were mini excavators and the GD650 Grader from the Utility Division, and Fleetguard and Hensley GET.



The mini excavator line up got a good workout as did the other machines on display at the Big Dig.

Organised as a joint operation between Brisbane's Utility Division and Corporate Services, Big Dig was judged a success by NS Komatsu people and customers alike.

Mick Seery of MJ & SL Seery Excavators described the event as "a good day. I had a great play on the equipment - the swamp dozer, in particular, was very impressive."

## NS Komatsu wins "Best Stand Award" at NSW Field Days

For the first time, NS Komatsu's stand at the recent New South Wales Engineers' Field Days has won the Oscar Peters Award for the best large stand.

According to Steve Jones, NS Komatsu's central region sales manager, this year's Field Days, which were held at Penrith Panthers, were highly successful for the company.

"Despite the wet conditions, this was one of the best years we've had," he said.

"In fact, I think the wet weather meant that many contractors who would otherwise have been working took the opportunity to visit the show.

"We've had a very good quality of visitor, both from the private and



public sectors," he said. "There's an excellent chance we've sold at least two machines through the show."

"On the Thursday alone, we went through 600 hamburgers before midday, and had to get into our Friday food supplies."

NS Komatsu used the stand to showcase a cross-section of its construction and utility equipment, on display.

The entrance to the award winning NS Komatsu stand at the recent New South Wales Engineers' Field Day.

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NS KOMATSU

# STOP UPDATE

## Whyalla Workshop a winner

"It's quite simple: look after one another and keep your eyes open." That's the philosophy that has kept NS Komatsu's Whyalla workshop free of any lost time injuries for 11 years. Leading hand Frank Cotterill has been at the workshop for all of those years and he is justifiably proud of the record.

Admittedly, the workshop is small - it averages three to four mechanics and is situated in the BHP facility at Whyalla, but the record is still fantastic. The workshop services and maintains approximately 40 machines, including a fleet of Komatsu WA500-1 wheel loaders that handle finished steel products.

Currently, Frank is working with three other mechanics: Brett Mullighan, Mark Poschkens (recently appointed to the position of Product Support Representative) and Scott Roads. Congratulations to the team; it's given everyone else in NS Komatsu a mighty big goal to which they can aspire.

## 250 days and 120,000 hours

NS Komatsu's team at the Century Mine has knocked up some pretty impressive milestones over the past seven months.

On 19 July they reached 250 days Lost Time Injury (LTI) Free, and the total man hours LTI Free are approaching 120,000 hours.

Mark Sproule, the occupational health and safety adviser at the Century Mine is delighted with the result, particularly because the environment is arduous and challenging. "Maintenance and servicing in the mining industry coupled with shift work, long hours and a rotating three-week roster are a combustible mixture that has the potential for injuries and incidents to occur", he commented.

The professionalism shown by every one of the 48 NS Komatsu employees on this site has greatly assisted in lifting safety performance. The contractors used on site, Coral Sea Engineering, Detroit Diesel and Cummins also contributed to the success.

Mark believes that attitude and workplace behaviour have a large impact on safety in any industry, and says that "although there is room for improvement at Century Mine we are slowly working towards a safety culture for which all personnel have ownership and responsibility. The Take five initiative will continue to reinforce the long-standing OH & S commitment at the mine.



## forges ahead

Take Five, NS Komatsu's major OH & S initiative that was launched earlier this year has continued to gain ground.

Since it was announced in March, the program has been taken to every employee and plans are in place to ensure that all new employees are reached.

Interestingly, it has also been shown that Take Five saves time and increases productivity.

Tina Van Doorn of the Gippsland branch put it to the test recently when a large quantity of material had to be moved to the next floor. By using the Take Five principles, Tina pre-planned the job and did it in less time than someone not using the concept. It was exactly the same as pre-planning a job in the workshop and making sure necessary equipment and tools are at hand before starting.

It was a great way of demonstrating the benefits of Take Five, and proved conclusively that safe work practices actually save money as well as preventing injuries!





## **It's a bird, it's a plane, it's a?????**

This unique combination was competing in the "Boags' Wish Drive" which raises money for the "Make a Wish Foundation". Funds go to help children with life threatening illnesses realise their special wishes.

This year the drive was a four-day event around Tasmania, with stops at various towns around the state to raise money. Also on the rally were old fire engines, buses and various types of cars. As well as raising money, the event was a chance for some of the children to join in the fun and have a ride in or on the vehicles.

## **Komatsu Rescue welcomes Endeavour**



**It was a great honour when the Komatsu Rescue joined the small group of official vessels as the replica of Captain Cook's Endeavour sailed majestically into Sydney Harbour on June 3.**

One of only a dozen or so boats, Komatsu Rescue is part of the Volunteer Coastal Patrol and its crew of three was delighted to be on hand. Gavin Fear, a divisional commander with the Patrol, described the scene as "spectacular". "With the helicopters and boats the arrival was fantastic", he said.

Komatsu Rescue was purchased by NS Komatsu just three years ago and the 7.6 metre aluminium boat is regularly involved on similar occasions.

But this time the arrival of Endeavour was very special, as it marked the end of a three-and-a-half-year journey around the globe, 230 years after Captain Cook first sailed through the heads. The vessel will be moored at Darling Harbour for several months to enable the general public to view it.

Meanwhile, Komatsu Rescue will continue in its role of assisting with search and rescue operations around Sydney Harbour and as far as 11 nautical miles out to sea. Capable of travelling at 35 knots (70 kph), the boat has a range of 150 nautical miles and runs on inboard/outboard 300 horsepower engines. It is quite a performer.



# YOU'RE ON A WINNER WITH NS KOMATSU...

... ALL THE WAY TO THIS YEAR'S MELBOURNE CUP!

SIMPLY HELP US TO HELP YOU



**Here's your chance to win a VIP trip to the Melbourne Cup for yourself and a friend.**

Including economy class return air fares within Australia, luxury accommodation on the Monday and Tuesday nights of Cup week, limousine transfers, dinner on the evening of Monday 6 November and two VIP tickets to the Melbourne Cup itself on Tuesday 7 November 2000.

**Second prize includes one of 10 \$100 cash-back vouchers** redeemable on your next NS Komatsu parts purchase. Third prize is one of 50 Komatsu caps. And we're also holding a random monthly draw for one Komatsu jacket and five Komatsu caps.

**For your chance to win, simply help NS Komatsu provide you with a better service.**

Just complete the three minute Customer Survey on our Web site at [www.nskomatsu.com.au](http://www.nskomatsu.com.au)

Or ask your NS Komatsu representative to fax you a Customer Survey form.

On receipt of your completed form, you'll automatically go in the draw to win a VIP trip to the Melbourne Cup!

Promotion commences 28/8/00 Entries close end of business 2/10/00 To enter visit [www.nskomatsu.com.au](http://www.nskomatsu.com.au) The Promoter is NS Komatsu Pty Ltd, Cnr Lisbon & Mandann Streets Fairfield NSW 2165. A.C.N 053 514 739 NSW Permit No TC00/8339 Vic Permit No 00/3874 Issued on 17/8/00 A.C.T Permit No TP00/0703 NT 00/2888 SA T00/3265

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