

Issue 18. June 1999.

Down Earth

Magazine

"Down 2 Earth" is the official newsletter of NS Komatsu Pty. Ltd.



**The Phoenix
rises from the
ashes**

**Dozer Study
Tour of Japan
a "RIPPER"**

***Fleet
Anaconda***
hits Murrin Murrin

**Customer Focus
WRECKAIR**

**Max's new
dump truck**
just what the doctor
ordered

NS KOMATSU

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newsletter

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MD's Message

In the last issue we talked about the importance of the people who make up NS Komatsu and the role that we all play in maintaining the growth and prosperity of our company and its clients. As this issue goes to print we have completed our review of the NS Komatsu financial year ending March 31, 1999. I am pleased to report that by all financial measures the company has continued to grow and to exceed all targets.

During the 12 month period we increased our new unit deliveries by 26 per cent over the previous year. We also maintained national leadership of the hydraulic excavator market, as we did for the 1998 calendar year and gained market leadership in both NSW and Tasmania with our WA Series of wheel loaders. Among other highlights we also increased the volume and quality of our used equipment sales over the year. The latter was assisted by the importation and sale of late model Komatsu machines from Asian markets which further demonstrated the strong resale values enjoyed by Komatsu construction equipment.

Revenue grew by 18 per cent to \$A530million for the year, and despite considerable cost pressures from the weaker Australian dollar we also exceeded budgeted profit levels.

I would like to thank all staff for their efforts and our many customers for their continuing support.

Finishing a good year is always satisfying, but the new year will, of course, bring with it all of the same challenges again, plus a new and ever-changing environment to work within.

Finally, I would like to welcome a new, regular section in Down 2 Earth covering the topic of safety within NS Komatsu. Growth, profit and market shares are all commendable, however, our first priority must continue to be the health and well-being of our staff and the customers with whom we work. Across NS Komatsu we have many good examples of working safety plans. Our aim is to draw these regional experiences together, ensuring that the best practices are those adopted throughout the company and that our achievements are duly highlighted and monitored.



Ian Olivieri
Managing Director



The Phoenix rises from the ashes

Friday, April 16 turned out to be a much tougher day than most, particularly for the Melbourne Branch management and staff. It was the day their Campbellfield building was almost totally consumed by fire.

According to the investigating officers the fire started at around 4.30 am from either the electric charger for a forklift or from the electric forklift itself, and the fire quickly spread to the front of the building. In addition to the fire devastation, there was also considerable water damage to the remainder of the building.

Fortunately, that night there was only one item of customer-owned equipment damaged, a PC30 Mini Excavator that was located in the spray booth.



NS Komatsu General Manager, Ian Olivieri and Southern Region General Manager, Peter Killey, cut the ribbon at the opening of the new premises

Maintaining "business as usual" was the order for that Friday, and for many weeks ahead. Management and staff took swift action to have the telephone lines temporarily re-routed to Sydney, as the priority was to ensure continuous supply of spare parts. The goal was always to maintain customer service at the best possible level. Parts interpreters were flown to Sydney on Monday morning to handle and process all parts inquiries.

Regional General Manager, Peter Killey and his team took quick action and immediately secured the building beside NS Komatsu which was vacant.

Currently, the workshops, parts warehouse, sales and technical services departments are all successfully located in these temporary surroundings. Major repairs are being carried out



Down but not out. Just some of the damage caused during the fire.

at the Gippsland branch with further support coming from Wodonga and Fairfield branches.

At the official opening of the temporary premises on May 4, Managing Director Ian Olivieri and Peter Killey paid testimony to the efforts of everyone associated with the Melbourne branch, and thanked customers for their patience and support. Through these efforts the Branch has been able to re-establish itself and to look forward to a full rebuild of the site.

Work has already started on re-roofing and refurbishing some of the original structure, and this will be completed by July.

The old offices at the front of the building will be completely demolished to make way for an extension that will house new administration, sales and marketing offices. The accommodation for service and spare parts will also be refurbished and increased in size. According to Peter Killey, the goal is to have everything completed by the end of the year.

The fire and its ensuing problems was something that no one in NS Komatsu would want to repeat, but it has provided the company with an opportunity to consolidate its position in that city.

"The Southern Region, of which Melbourne is a key link, has grown dramatically over the past five years. Our turnover almost doubled during the past three years. There are currently 75 people employed at the Melbourne Branch and I believe we will continue to grow and succeed in the years ahead" Peter concluded.

Space, space and more space. The inside of the new premises before the shelving and other trimming went in.



The perfect team

The latest addition to NS Komatsu's range of crushers, the BR500JG, has arrived in Australia. And the first machine to be sold here has been put to work with a BM2009C belt conveyor, providing excellent throughput.

Purchased by Sydney-based Ray Davis of Davis Earthmoving, the BR500JG is capable of crushing 400 tonnes per hour, and is the biggest of NS Komatsu's crushers that can be transported as one major unit.

Designed to meet the crushing-run needs of small-to-medium size quarries and recycling operations, the BR500JG has quickly proven itself. Ray Davis said that the new crusher has doubled the hourly production rate of any of his three BR350JG machines. "We've been very excited by the processing capacity of the new machine", he commented

The BR500JG was specifically designed for easy transporting. It simply requires the removal of handrails to meet height requirements and, because the crusher weighs 53 tonnes, a heavy vehicle permit. It can be unloaded from the float and in production in no more than half a day.



A BR500JG Mobile Crusher similar to the one purchased by Davis Earthmoving

Special features of the BR500JG include:

- full hydraulic drive, so there is no need for auxiliary power;
- reversible jaw motion for clearing jammed material;
- the same successful features as the BR350JG, including hydraulic drive and radio remote control;
- low loading height of 3.7 metres for easy loading over the side or rear; and
- vibratory screens can be fitted for screening and conveying finished material to separate stockpiles.

Product support conference

In April, the inaugural Product Support Conference drew 59 people for four days at the Hyatt Regency Coolum Resort. The conference marked an important turning point for the Product Support Division as it repositions itself as an equal partner with the New Machine Sales Division.

Delegates representing Corporate Services, Regional and Branch staff listened to an impressive line up of speakers ranging from Managing Director Ian Olivieri, newly appointed General Manager Product Support, Roger Millar, through to motivational expert Laurie Lawrence.

The program was designed to make Product Support staff fully aware of the strategic direction of the company, its markets and its products and services, with a few distractions and team building exercises thrown in along the way (NB: There is no truth in the rumour that the bagpipes are to become NS Komatsu's signature instrument).

The conference was judged by all as a great success, congratulations go to the organisers John Reid and Efi Letele.

IN BRIEF

Pac-Rim has taken delivery of a new WA500-3 Wheel Loader in Western Australia.



Weipa Earthmoving bought a new PC300-6 in April and also a new D375A-3 Dozer in May.

Fleet Anaconda hits Murrin Murrin

Anaconda Operations Pty Limited has taken delivery of the first fleet of Komatsu 530M trucks in Western Australia. Together with the five trucks, NS Komatsu also supplied a new WA900-3 wheel loader, a low-hour D375A-3 and two extensively refurbished HD785-3 trucks, which were fitted with new 75,000 litre water tanks.

Anaconda and NS Komatsu have formed a strategic partnership with the latter undertaking a maintenance contract to maintain all Komatsu equipment as well as competitive brand product owned by Anaconda.

Under the terms of the partnership, Anaconda will provide first-class facilities and NS Komatsu will supply trained and experienced staff and support equipment.

NS Komatsu worked with Anaconda to provide as much of the product support work possible. Every effort has been made to minimise Anaconda's need for specialist people and resources. For example, NS Komatsu has been responsible for purchasing and supplying parts, including Fleetguard and Berco, and competitive product, as well as performing and recording all tyre management services at the site.

Western Region General Manager Les Healey, contends customers are always seeking ways of minimising the cost per cubic metre moved, and NS Komatsu is able to assist in that endeavour.

In practice, this philosophy means knowing how to minimise maintenance expenses and the ability to obtain the optimum life from all components. Les concluded, "We try to think outside the square to provide the customer with the best possible result."

Executive changes

NS Komatsu's Deputy Managing Director, Mr Yoshi Fujita, has been appointed to the position of Chairman and Managing Director of Komatsu Southern Africa Pty. Limited.

Mr Fujita, who has been in Australia for almost two years, will move to Johannesburg on 4 July. Speaking to D2E, Mr Fujita said that he felt his time with NS Komatsu had been rewarding, market share had increased and profit levels were strong.

Mr Kevin Watanabe will take over the role. Mr Watanabe has been associated with Komatsu for almost 25 years, most recently in charge of European operations in Tokyo.

Focus on field days

It's been 'field day' season for NS Komatsu, with the sales force manning the stands at a series of well-attended events around the country.

In *Brisbane*, the Truck and Machinery Show was held from May 13 to 16 at the Exhibition Grounds. NS Komatsu's stand achieved the highest accolades being awarded "Best Display Stand". Other highlights of the show included a BR350 crusher, a new dash-3 WA320 wheel loader, a WB93 back-hoe and an engine from the new Brisbane REMAN centre.

Further north in *Bundaberg*, Queensland, at Agrotrend on May 12 to 13, a dash-3 WA250 wheel loader, a PC200-6 excavator and an SD110 Ingersoll-Rand compactor were featured.

Meanwhile in *Melbourne*, the annual Hire and Rental Show started in Werribee on May 3 with a working display and demonstration. Then, for May 4 and 5 it moved to the Melbourne Convention Centre with a static display. Commenting on the success of the event, Territory Manager - Utility, Tim Lowy said, "We really proved you can sell things at exhibitions." Tim was referring to the sale of well in excess of \$10,000 worth of Ingersoll-Rand construction tools and Komatsu Zenoah power tools to Newcastle-based Beavis Hire.

In New South Wales, the focus was west of *Sydney* at Penrith Panthers Leagues Club from May 6 to 8. For the first time the Local Government Engineers Association combined with the Construction, Plant and Materials Association to mount a static display with working site demonstrations.

At the *Coppabella Mine* in north Queensland on 18 May, the new D475A-3 dozer, WA900-3 Wheel Loader and WA 250-3PT Tool Carrier were on show to local mining customers.



The WA900-3 Wheel Loader

From 11 to 13 April the Carpentaria Minerals Province Mining Expo was held at *Mt Isa*. There was significant interest in the NS Komatsu display which highlighted new equipment and the new service and parts facility in *Mt Isa*.

A focus on **WRECKAIR HIRE**

Wreckair appoints NS Komatsu as preferred supplier

National equipment hire company, Wreckair, has appointed NS Komatsu as a preferred supplier. Under the terms of the contract NS Komatsu will supply multiple units of Ingersoll-Rand mobile air compressors ranging from 130 cfm to 900 cfm, to Wreckair outlets across Australia.

This is a major achievement for NS Komatsu, and will provide continuing long-term benefits to both parties.

D2E spoke to Wreckair, to explore the strength of the relationship, and to find out why equipment rental makes such good sense as an alternative to purchasing.

The Wreckair story

With close to 100 branches nationally, Wreckair maintains one of the most successful equipment rental networks in Australia. Every outlet carries a full range of equipment and operates on a 24 hours per day basis. Wreckair also delivers and collects the majority of its rental equipment.

The key to the rental business lies in the fact that purchasing equipment is an expensive non-core cost for the mining, construction and building industries. Tradespeople and home handymen are also similarly affected.

The usual scenario with equipment purchase is that it is purchased for a particular job, which when completed, leaves the owner with expensive machinery that may not be reused for some time. At this point the plant probably still has a cost attached and is rapidly being superseded by a new, improved model.

Consequently, more and more companies are finding that equipment rental is the sensible, cost effective alternative. Rental means the user only pays for a machine when it is needed on the job, thereby avoiding the continuing costs of ownership.

The user is also assured of having access to a modern and reliable machine, which has been correctly maintained, and finally, when the job is finished, the machine is collected.

Wreckair's success is premised on

consequently able to provide its customers with latest and best technology.

Preferred supplier

The volume of the national purchasing arrangement has significant benefits for both parties.

Wreckair has negotiated favourable terms and conditions and, in turn, provides NS Komatsu with confirmed long term business, enabling better planning, stocking and supply and product marketing.

NS Komatsu also carries the added responsibility to 'get it right', as Wreckair assesses suppliers on the:

- breadth of their product range,
- quality and performance of the products, and
- ability to service Wreckair's needs in each of their locations.



its total commitment to quality and safety. The company is committed to supplying only equipment that meets or exceeds statutory regulations such as noise and exhaust emissions. All Wreckair equipment is given a hazard analysis that is presented to the customer, together with full operating and maintenance instructions. Advice concerning the safe operation of the machine and its specific applications is also provided.

The difference

Wreckair operates in an extremely competitive industry and differentiates itself in terms of its product range and their inherent features and benefits. It is in this context that NS Komatsu offers the Ingersoll-Rand product range that is widely acknowledged as being a world leader. Wreckair is

Evidence of technological innovation in the products is also an important characteristic. "All of these points are important, and at the best price", Wreckair told D2E. 'Price' includes the life cost of the product, including the purchase price, and the cost of parts and service over the life of the machine.

Consistent with best practice and continuous improvement, Wreckair is seeking to reduce the number of companies they have to deal with. Therefore, in terms of future business expansion, the value of the Wreckair-NS Komatsu relationship is critical.

To date, feedback from Wreckair on the state of the relationship is that is progressing well.

Having so far purchased stock items they are now considering expanding



these products to include a range of air operated hand tools, including grinders and rattle guns.

Rick Farrar, NS Komatsu's Utility Group National Manager, is the primary negotiator for the Wreckair contract. He has known Wreckair for more than 20 years, initially with Ingersoll-Rand, and now with NS Komatsu as the Ingersoll-Rand distributor. Rick understands the importance of the Wreckair business and is keen to identify the new Utility Group Division as "being very customer focussed and providing a different level of support capability".

Wreckair runs a diverse fleet of NS Komatsu supplied equipment, including a full range of air compressors, water pumps, and an extensive range of compaction equipment - single drum, double drum and multi-tyred (outside the preferred supplier agreement). They have recently taken delivery of six mini excavators in Tasmania, thus moving further into construction equipment.

NS Komatsu has also supplied Wreckair with equipment built to the special specifications required by some of Wreckair's long term customers: a further example of the long-term relationship.

A Wreckair Ingersoll-Rand compressor working at a Sydney construction site.

Specialised training

Part of NS Komatsu's obligation under the preferred supplier agreement is to provide regular service and sales training in major city locations.

Interestingly, although Wreckair is the customer, NS Komatsu actually provides sales training to their people, so they in turn can inform their customers of the sales features and benefits of NS Komatsu equipment. In a spirit of ongoing development, NS Komatsu will continue to work with Wreckair, to provide the best support materials and information, particularly in relation to responding to their customers' machine application and operation questions.

Wreckair's advanced quality assurance system facilitates the

Wreckair's reputation is so high that Victorian WorkCover use their system as an industry benchmark, to audit and assess the level of best practice in the industry.

tracking of equipment locations and the calculation of operating hours while at the customers' sites. When a particular piece of machinery has reached the required service hours, a Wreckair service person automatically visits the job site.

Only personnel with the necessary level of training and the appropriate competency card, are authorised to carry out servicing and repairs. When the machine is subsequently returned, it undergoes exhaustive inspection, servicing and if necessary, repairs, before being placed back onto the available equipment list. The company's reputation is so high that Victorian WorkCover use Wreckair's system as an industry benchmark, to audit and assess the level of best practice in the industry.

Down 2 Earth thanks Wreckair for their cooperation in the preparation of this article.



New dump truck brings smiles



Max and his family at Westmead Hospital

The acquisition of a dump truck from NS Komatsu always brings a smile to the owner's face, but a recent new owner, Max, took more pleasure than most.

Max is actually a very special four-year-old who is recovering from a liver transplant at the new Children's Hospital at Westmead in Sydney's west. His love of dump trucks is legendary, and NS Komatsu was delighted to

visit Max in hospital and present him with a model truck together with a video of machinery operating and various posters for his hospital walls.

It has been a long, tough road for Max and his family, with three and a half years in and out of hospital, and feeling anything but well most of the time. During Max's current hospital stay of five months to date, his parents have lived at Westmead, with his father leaving for work each day from the hospital and returning each night to support his family and to sleep.

The way ahead is not particularly easy, either, Max will need special care and treatment all his life and must avoid any infection. Even a simple cold or the chicken pox could be a major risk. However, according to Max's parents, one of the biggest success factors for Max is the standard of care and emotional support provided at the New Children's Hospital – it has been outstanding.

Max's mother told *D2E* that his interest in trucks stems from living in the country and regularly seeing logging trucks and tractors. Even today, one of his greatest joys is being taken down to the hospital delivery area to watch the trucks coming and going.

D2E thanks the family for their assistance and wishes Max well in the years ahead.

National and rational

That's the approach NS Komatsu is taking to further improve occupational health and safety (OH&S) issues within the organisation.

The General Manager Product Support, Roger Millar, and Service Administration Manager, Andrew Hills, along with the Company Secretary, John Anderson and the Corporate Services Training Department have been focussed on revitalising and organising the safety performance of the company since late in 1998.

The first step was to commission the National Safety Council of Australia in 1998, essentially, says Roger, "to tell us where we were". The audit found that overall there was a fragmented approach, with room for improvement, although some NS Komatsu sites came through with pleasing results.

One of the best was the Western Region, which had previously instituted its own comprehensive

safety plan. That plan, which was driven by Western Region General Manager Les Healey and Service Manager Alex Grechko may prove to be inspirational for other regions.

Says Roger, "By adopting the national and rational approach, we hope to

"The key to good OH&S is 90 per cent attitude and 10 per cent bricks and mortar".

implement one system and one culture, which will help us to realise our OH&S Vision of all NS Komatsu employees enjoying excellent standards of health and safety without jeopardy".

"We very much need to effect a change in attitude and behaviour from everyone in the company. NS Komatsu is making a total

commitment to this initiative which will flow from the managing director and general managers through to the people who are most exposed to safety risks", said Roger.

Managing Director Ian Olivieri has already implemented a safety glasses policy and distributed the company's National Occupational Health and Safety Handbook. This handbook combines the best features of each region's safety policies.

Roger concluded, "Some initiatives will appear small, but the key to good OH&S is 90 per cent attitude and 10 per cent bricks and mortar. Excellent OH&S standards will not be achieved with the world's best facilities, unless individuals feel that they have a duty of care to themselves and their colleagues. NS Komatsu can only go part of the way; ultimately individuals must become safety aware."

Dozer study tour: 'a ripper'!

In February, the long-awaited dozer study tour to Japan saw 15 key customers from the mining, mining contractors, civil contractors and coal loading terminal industries viewing the latest and greatest in dozers.

Under the leadership of Yoshihiro Fujita, Deputy Managing Director, and Bob Walmsley, the Senior Product Manager, Bulldozers, five NS Komatsu representatives accompanied the group during its six day tour.

Their objective was primarily to view the new D475A-3 and the upgraded D375A-3A Dozer. Consequently, the visit to the Osaka manufacturing facility was a major highlight, as it was the first time any Australians had seen the D475A-3.

This new bulldozer is a complete model change from its predecessor and its performance and specifications drew plenty of praise from the guests. The opportunity to fully appraise the machine in operation came at Komatsu's proving grounds at Jitsu-yashikenbu in southern Japan when the D475A-3 and the D375A-3A were put through their paces. It was a chance for hands-on testing of the two machines and to discuss their design and function directly with Komatsu engineers.

Key changes to the D475A-3 include:

- service interval increased from 250 to 500 hours;
- improved accessibility and servicability of components, leading to easier maintenance and servicing;
- self-diagnostics featured within the monitoring system;
- engine power increased from 770 to 860 horsepower for increased productivity;
- increased mainframe durability— redesigned to increase material strength and weight to provide better reliability; and
- significantly improved operator comfort through better ergonomics in the cabin, increased air conditioning capacity, larger cabin and lower noise levels.

Track Shoe Slip Control (TSSC) fitted as standard equipment has the advantage of reduced operator fatigue, improved undercarriage life and reduced fuel consumption.

In operation, the D475A-3 performed extremely well. Comments such as "smooth ride", "plenty of power" and "good ripping ability" were the order of the day from the visiting group. There is no doubt that the arrival of the D475A-3 in Australia will continue the trend set by its predecessor, the D475A-2.

The next port of call was the Komatsu Techno Centre, two-and-a-half hours east of Tokyo, in rural Japan. This centre features close to two thirds of the company's range



of construction and mining equipment, including the soon to be released D155AX-5 dozer.

The Techno Centre is far from a static display. Komatsu machines are shown to advantage in a highly entertaining and choreographed display – viewed from the comfort of a theatre, and behind an enormous plate glass window.

Following the display, the guests were able to personally inspect and operate the machines, many of which don't reach Australia because of small market demands.

But it wasn't all hard work and heavy machinery. It seems the Australians earned quite a reputation for Karaoke singing. No one can quite work out why!

The first D475A-3 has landed



The first D475A-3 delivered in Australia: this machine which was sold by Western Region's Brian Firth was delivered to Griffin Coal Mining's Muja Mine Site in April.

Early feedback from Griffin has been very positive, particularly in relation to operator comfort and performance in comparison to the site's existing D475A-2 and D11N's.

A day in the life of a field service professional

"Customers are very demanding, as they have every right to be. They expect me to have the solutions to their machine problems and to carry out repairs correctly". These are the words and philosophy of field service person Vaughan Honeysett. And they completely encapsulate Vaughan's attitude to his work and NS Komatsu's customers.



Currently based at Fairfield Branch, Vaughan has worked for the company for just two years, but in that time has become one of the leading field service people.

A specialist on the complete range of hydraulic excavators, he also works on the new model bulldozers, and depends greatly on his skills with hydraulic systems. In the field, the smallest machine he has worked on is a PC12 (1.3 tonne mini excavator) and the largest is the PC1600 (176 tonne excavator).

Initially, Vaughan worked around the Sydney metropolitan area; and is currently a field service person based at Fairfield. However, recently he has been concentrating on jobs in the more outlying areas, ranging from Lithgow, south to Mittagong and west as far as Nyngan. By the time this newsletter is printed, Vaughan will have started a new position based in Lithgow, as the resident service person.

When asked about the best part of his job, Vaughan replied "I like the travel and not being stuck in one place in the workshop. It gives me a chance to use my initiative, but along with that goes added responsibility to do the job right, on my own.

"Customers are quite different from each other – some want to know all the technical details, while others just



want me to repair the machine as quickly as possible. It is important to know the customer, and to treat the job in the manner expected by that particular customer", he said.

When asked why he considered his job was important, Vaughan replied "If it weren't for the people in the field, a lot of repeat sales business would be lost. It is the quality of NS Komatsu's back-up support that influences customers to buy our brand next time around."

After hours, Vaughan enjoys an occasional spot of fishing with other people from the service department. On holidays, he loves to get away on his motor bike – last year he ended up in Cairns.

Vaughan's promotion to his new position at Lithgow is well deserved and takes him one step further up the ladder. He will look after an area including Katoomba, Lithgow, Bathurst, Oberon and north to Mudgee. It will keep him busy and Vaughan says he is happy with his prospects in that job, for "the time being".

PC45R-8 goes bananas!

It wasn't a runaway excavator that drew everyone's attention at the third Banana Industry Congress on the Gold Coast. What took everyone by surprise was the unveiling of world's first mechanised banana harvesting system.

The PC45R-8 excavator features a specially modified telescopic arm and patented banana harvester. It is combined with a CD30R crawler truck fitted with a holding tank for the bananas, and which transports the harvest from the field to the packing shed.

For those of us who only eat bananas, the task of harvesting 70 kilogram bunches of fruit with a machete and often standing in knee deep mud, appears backbreaking to say the least. It's little wonder the domestic and overseas banana growers displayed such keen interest in the new equipment.

Product Manager Tom Hovatta, who is managing the project, believes the sales potential for the unique combination is enormous. "There just isn't anything else like it on the market", he said.



STOP PRESS

Hensley and K VX join NS Komatsu

NS Komatsu has added the world-renowned Hensley and K VX ground engaging tools to its product line-up.

With the availability of these two high quality ranges, the GET requirements for the complete range of NS Komatsu equipment are now available.

The Australian-manufactured Hensley and Norwegian K VX products are extremely complementary in terms of their ability to address a wide range of applications and conditions.

STOP PRESS

Fleetguard[®] protection from NS Komatsu Australia wide.

In a move that is aimed at further improving customer service, NS Komatsu has signed a distribution agreement with Fleetguard Nelson which will enable all branches to sell the complete range.

Fleetguard is known industry-wide as the leader in its field. Over 200 OEM's worldwide are supplied with Fleetguard Nelson products, and it is one of the most extensive product ranges in the industry, including a comprehensive line-up of air, fuel, hydraulic and lube filters, coolant and exhaust systems and silencers.

The products selected by NS Komatsu are used in a diversity of markets, including on-highway heavy and medium-duty trucks, stationary power units and industrial equipment. The construction, mining, agricultural and marine industries are all catered for.

The complete Fleetguard Nelson range includes more than 5000 part numbers.

The Fleetguard agreement is a further extension to the NS Komatsu range of premium aftermarket products, which also includes Berco undercarriages, Hensley and Komatsu K VX ground engaging tools. More than ever, NS Komatsu is the one stop shop for all parts and service needs.

Call your local branch today for more information.

NS Komatsu surf boat pulls off big win

In a breathtaking surfboat final at the National Surf Lifesaving Championships in March, the North Cronulla Reserve Grade crew narrowly snatched victory from the second place-getter, South Maroubra.

Competing in a boat that bears the NS Komatsu name, the five man crew spent an agonising few minutes at the finish line while officials decided on the winner. It was true nail-biting stuff, and a fitting climax to a tough event that was fought out in very heavy seas on Queensland's Gold Coast.

NS Komatsu has been a major sponsor of North Cronulla for several years, and its name is featured on the club's three top boats. As the most successful surfboat competitors in Australia, North Cronulla enjoys a rewarding partnership with NS Komatsu.



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