

NS Komatsu's newsletter

# DOWN EARTH

Issue 17. April 1999

**Robe  
River**

A customer  
profile

Getting an  
**EDGE**  
on parliament

*Haulpak*

**30 YEARS IN  
AUSTRALIA**

**SPECIAL  
DELIVERY**

*Our people  
are our power*

**SNEAK PREVIEW**

**NS KOMATSU**

Our people are our power

NS Komatsu Pty. Ltd.

P.O. Box 66 Fairfield NSW 2165

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of  
NS Komatsu Pty. Ltd.  
P.O. Box 66  
Fairfield NSW 2165  
Phone: (02) 9795 8222  
Fax: (02) 9795 8230

Editorial committee: Annemaree Gear & Barry Potter  
Graphic Design: Dave Bullock  
Editorial assistance provided by Barbara Cuttill  
of Cuttill Communications Mittagong NSW



## Our People Are Our Power

For much of the history of NS Komatsu we have, from a promotional point of view, placed a heavy emphasis on our range of products, Komatsu construction equipment, Komatsu Haulpak,

Demag Komatsu and Ingersoll-Rand. The strength and integrity of these product lines have been the corner stone of our company's growth.

Superior product alone will of course never be enough on its own. The successful conduct of business is about people. People with commitment to the company and its clients through the various products and services that we offer. A commitment also, to building their own future and careers with an aspiration to be the best they can be in their chosen field.

To highlight to our clients the value that NS Komatsu adds to its range of quality products and to focus our own efforts within NS Komatsu, we have initiated a campaign under the theme,

"Our People Are Our Power": the aim of this theme is to highlight the strength of NS Komatsu, the company and to challenge our staff to meet and exceed the expectations of our clients through their enthusiasm and ownership of the role they play in delivery of service to you.

NS Komatsu today consists of some 940 employees, of which 730 are working in direct product support activities.

Our resources span 20 major branch locations, 19 service depots and two new remanufacturing centres. Our activities in the re-marketing of used Komatsu equipment from all over the globe as well as within Australia have grown significantly over the last 18 months. The activities of NS Komatsu Corporate Finance has continued to expand and our participation in Contract Maintenance services has been a major growth area in people and expertise.

We believe the future holds many opportunities for our staff and our clients alike, and look forward to seeing both enjoy the fulfilment of their career aspirations. We believe the forthcoming campaign will assist in focussing on these and other strengths within the NS Komatsu organisation. The key being the people that have helped to build NS Komatsu, who together with more recent staff, make up our company and the spirit with which it conducts its business.

Ian Olivieri  
Managing Director  
NS Komatsu

## Life on the edge at Parliament House

Being elected for more than one term in Canberra's dog-eat-dog environment is a tough call that eludes many contenders. But NS Komatsu's *Edgewould Scissorhands* has achieved just that.

In fact, *Edgewould* is the name given to the prototype of the latest Komatsu Zenoah RE220 Reciprocating Edgers, which are used around the grounds of Parliament House.

When the Landscape Services Department approached NS Komatsu for six new replacement units it was discovered that this model is not currently in production, despite being under consideration.

Not wanting to let the side down, NS Komatsu found enough parts in stock to be able to initially produce the prototype dubbed *Edgewould* and then to refurbish the existing fleet of edgers.

For the uninitiated the RE220 Reciprocating Edgers used at Parliament House operates in the same way as a Komatsu Reciprocator, except that it sits sideways in the frame. This allows for delicate trimming as well as eliminating the kickback and scattering debris associated with a conventional trimmer, and is ideal for edging the granite areas.



## First BR350JG in Qld



Harris Contracting in Queensland's south east has trumped its competitors by becoming the first buyer of a Komatsu BR350JG mobile crusher in that state.

Situated at Coomera, between Brisbane and the Gold Coast, Harris Contracting is looking to reduce the material currently going to tips by turning it into saleable end product.

Alan Harris, the principal of Harris Contracting contends that with the increasing cost of dumping, the option of recycling concrete and asphalt is more cost effective. "It just costs our industry far too much in tip fees and transport costs," said Mr Harris. "But, it is also good to know that we are doing something positive for the environment."

The choice of crusher turned out to be easy. "The Komatsu machine is very well finished and easy to maintain. It has a

low loading height over the hopper of 3.1 metres, a vibratory grizzly feed and reversible jaw for freeing any jammed material," Mr Harris commented.

"But what we really liked is its compact size and weight that allows the crusher to be unloaded from the float and operational in under 15 minutes."

Powered by a Komatsu SA6D102E engine rated at 118kw (158hp) at 2100rpm, the machine incorporates the same hydraulic components and undercarriage that are used on the PC220-6 Hydraulic Excavator.

The BR350JG is capable of producing up to 160 tons per hour and comes standard with magnetic separator, side discharge conveyor (for the fines) and a remote control system that allows operation from the loading tool.

Harris Contracting has also fitted load scales to the conveyor belt to enable production figures to be recorded and to ensure that trucks are loaded to capacity without exceeding legal weights.

Footnote: Since the delivery of this crusher, NS Komatsu - Queensland Region has taken orders for two more units, one for Brisbane and another for the Townsville area.

## Ingersoll-Rand TH75W breaks new ground

The first Ingersoll-Rand TH75W Water Well Drill has been commissioned in Darwin for the Water Resources Division of the Northern Territory Department of Lands.

Selected because of its versatility and compactness, the drill is capable of reaching a depth of 600 metres, depending on hole size.

Its unique 'stand alone' characteristics were also a critical factor in the purchase decision. According to NS Komatsu's Product Support Manager for IR, Andrew

Gale, the Department wanted to avoid the need for additional support equipment such as air compressors and mud pumps. "These machines work in isolated areas and must be completely self sufficient."

To meet the customer's requirements of transporting the TH75W in a road train configuration, NS Komatsu's Darwin Branch met the challenge of mounting the drill on a tri-axle semi trailer, instead of the usual rigid truck.

# The one that didn't get away

Darryl Brandon, who resigned from NS Komatsu Mackay Branch in October 1998, has achieved what many of us only dream of: he has turned a much-loved hobby into a successful and obviously enjoyable business venture.

*Down to Earth* caught up with him during North Queensland's 'off-season', and it is probably just as well. Judging from the amount of bookings Whitehaven Charters has for the 40 foot game fishing charter boat there will be little time for even a quick chat once the new season starts in March.

*Black Samurai* has been Darryl's pride and joy for years, and during his time at NS Komatsu he had studied part time for seven and a half years for his captain's ticket. With a further two month full time stint at the University of Tasmania's Maritime College, Darryl graduated with a Master Class V and Marine Engine Driver Grade Three.

The boat operates out of Mackay and Hamilton Island and specialises in one and two day fishing charters to the Great Barrier Reef. The twin 435 BHP (320 kW) turbocharged and aftercooled engines push the boat along at 34 knots, or 25 knots cruise speed.

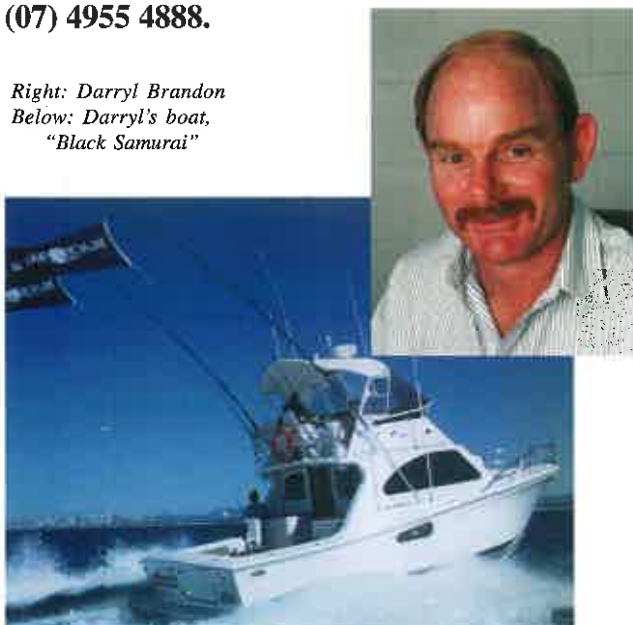
According to Darryl, his customers are coming from everywhere - including NS Komatsu, and it's no wonder. The *Black Samurai* is the fastest boat in the area and combined with his experience and knowledge of the sport, he is able to provide the optimum fishing experience.

In 1998, three Australian fishing records were broken on Darryl's boat, one had stood since 1972.

But it's not all beer and skittles and sitting in the sun. According to Darryl there's a lot of hard marketing work needed to stay on top. But with almost a full booking sheet for 1999, it must be working.

**Whitehaven Charters can be contacted on (07) 4955 4888.**

Right: Darryl Brandon  
Below: Darryl's boat,  
"Black Samurai"



## Haulpak

April marks the thirtieth anniversary of the sale of the first Wabco Haulpak electric drive truck in Australia. The intervening years have been filled with exciting technological developments and a steadily growing market share.

The stories on these pages are testimony to Haulpak's tradition of excellence and its important role in the mining industry.

## Haulpak highlights

**Oct 1968**

Production began at Rydalmere NSW on the first Wabco Haulpak 120 ton electric drive dump truck.

**June 1970**

The first 120 ton electric drive dump truck rolls out of the Rydalmere plant bound for Mt. Newman Mining Company.

**OCT 1972**

A shipment of ten 120B dump trucks leaves the plant to be loaded on board a charter vessel bound for Chile. Another ten left later that year.

**Aug 1974**

The world's largest production dump truck, the 3200A was released by Wabco. Powered by a GM Electro Motive Division locomotive engine of 2475 hp, with an EMD AR-5B alternator and two D79x3A drive motors. The payload? 235 - 250 ton.

**Jan 1976**

The first Australian made 3200A dump truck left the plant bound for Mt. Newman Mining Company.

**Sept 1978**

The first Australian built 170C Wabco dump truck with a capacity of 170 ton was delivered to Robe River in Western Australia.

**June 1980**

Morgan Equipment was appointed distributors in Australia for Wabco equipment.

**Dec 1982**

Wabco closes its Rydalmere manufacturing plant.

**Apr 1984**

Dresser Industries purchases Wabco. The Wabco name was not part of the sale. The Haulpak name which first appeared in 1957 would remain.

**Sept 1988**

Komatsu Ltd., of Japan, and Dresser form a joint venture. This venture positioned Komatsu Dresser as the world's second largest manufacturer of equipment for the construction and mining market.

**Aug 1994**

Komatsu takes full control of Dresser.

**Aug 1996**

The new generation of AC electric drive dump truck had arrived with the release of the 930E. The first 300 ton dump truck.

## 30 years of excellence

**It all began** in a small shop in Indianapolis with the smell of wood shavings and the plan for a new kind of grader by a township trustee who believed in better roads.

**It grew** when a man levelling land in Stockton, California, found that available tools couldn't keep pace with his energy.

**It expanded** as part of an organisation funded by a young inventor who couldn't forget a train unable to stop in time.

**It developed**, as we approach the end of this century, to become a company with the skills, abilities and talents of all its employees worldwide to produce products respected throughout the world for dependability, reliability and capability, with manufacturing facilities, parts depots and a distributor network that reaches around the world.

*One of the first Haulpak trucks at Robe River stands on display near the entrance of the mine site. This particular truck was purchased in 1972 and has clocked up 1.2 million kilometres*



## Electric drive trucks: a Wabco innovation

The ideal truck transmission is capable of delivering the maximum amount of horsepower from the diesel engine to the tyres over a wide speed range. It is also desirable to have high tractive effort available for starting and accelerating as well as high speed capacity for long flat hauls.

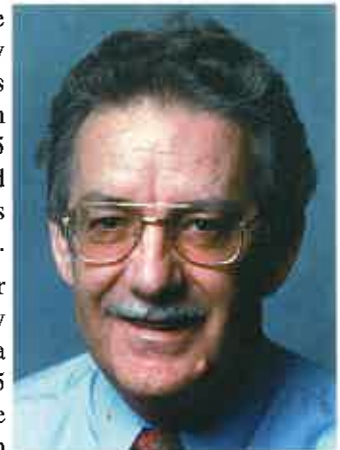
A mechanical transmission with an infinite number of gear ratios would do the job, but it's not a practical solution. The alternative is an electric drive.

It is the second option that Wabco engineers successfully pursued when they were developing the ideal for a better way of transmitting and utilising the horsepower produced by diesel engines.

During the following years the electric drive concept has passed through a number of incarnations to the point where today it is recognised as an industry leader and major selling benefit.

## MINING MINING MINING

With 37-years' experience in the mining industry, not many people can outdo Les Ellen's knowledge. He knows it from the ground up, and with 25 years' service with Haulpak and NS Komatsu, he also knows the products better than most.



As product manager for Rear Dump Trucks, Les is currently responsible for marketing a range of vehicles from the 25 tonne HD255-5 truck up to the 930E - the world's first 320 ton AC electric drive. His targets are the quarrying and mining markets, as well as the contractors that service them.

In this role he has three main areas of responsibility:

- developing strategies and marketing plans for his products;
- daily contact with the various factories to ensure customer requirements are met; and
- recommending product improvements to the factory to make the trucks more suitable for local markets.

During his career Les has been witness to a constant evolution, not just in the equipment, but also in the way business is done.

"In the early days deals were done on a personal basis involving trust and meeting commitments. Today, the mining industry is incredibly competitive with companies trying to reduce costs and remain in the market. The requirement today is for larger and larger equipment such as the 320 ton trucks and 650 ton hydraulic shovels."

Les has also seen the shift to great participation of distributors in on-site maintenance contracts to support the larger equipment.

The continuing improvement in market share for NS Komatsu Haulpak trucks has been achieved, Les believes, by the company's commitment to its people, the truck and mining industries, the provision of excellent facilities, and investment in parts and product support.

Fairfield is a long way from the Hamersley where Les first started, but in many ways it has been a short haul.

# Robe River

## *A tough proving ground*

**A**s one of Australia's major producers of iron ore, Robe River Iron Associates has continued to deliver strong results since it produced 8 million tonnes in 1972, its first year of operation.

In financial 1998 Robe River set yet another production and sales record when it produced 30 million tonnes of iron ore to meet stronger than planned sales volumes. It is a trend that may well continue for the remaining anticipated 15 year life of the current mesa.

Robe River is a joint venture mining operation at Pannawonica in the mineral-rich Pilbara region of Western Australia. North Limited is the major partner with 53 per cent ownership.

But these statistics, while important, are just part of the story. The other side is the 'how' of mining vast quantities of ore, day in, day out in what can only be called a demanding environment. It is possibly the toughest operating environment in Australia, but one that NS Komatsu's machines are handling with ease.

The mining operation at Robe River calls for the removal of overburden with the topsoil being preserved for later rehabilitation (see separate story). Ore is extracted by drilling and blasting and is then loaded by excavator or electric shovel onto dump trucks.

The ore is carried to a sizing pocket from where it is conveyed into the main loadout

where 200-car trains are loaded ready for the 200 kilometre trip to a ship loading facility on the Western Australian coast. Finally, it is shipped to North America, Europe, China, Korea and Japan.



*A 630E Haulpak truck at work in the Pilbara*

The equipment required to undertake this range of activities is diverse. NS Komatsu supplies a range of machines including five 630E trucks, two HD985 water trucks, a D375A-3 bulldozer, a PC220 excavator and two Ingersoll-Rand DM-M3 drills.

The relationship between NS Komatsu and Robe River is long-standing and successful. According to Phil Welton, Manager Mining - Pannawonica Operations, Robe and NS Komatsu enjoy a very good relationship. "We are particularly happy with the support we get from Product Support Representative Helge Jorgensen, from the Port Hedland team under Manager Peter Mares."

Production Superintendent Andy Gilchrist has been at Robe River for 26

years and can readily recount the history of their truck fleet. "In 1972 our first trucks were Wabco 120Bs, then we moved up to 170Bs. Five 630Es from Big Bell were delivered in 1992 and, then, in 1996 a further 630E came across from Griffin Coal."

Andy continued, "We subsequently purchased five Unitrig 190 ton trucks, then back to the Haulpaks, now under the Komatsu name."

"Our original fleet was 26 trucks - 19 x 120s and 7 x 170s. The original 120s operated up to 70 - 80,000 hours without one cracked frame! The 170s were a great improvement in operator comfort, but the 630Es are even more comfortable again."

"We find operator comfort is very important because it results in improved truck availability and reliability", Andy added.

Robe River is a shallow and extensive mine, and most hauling is done on level or slight gradients. The material is not abrasive, so wear plating of the bodies is not needed. However, the real limiting factor is tyre heat build-up, so the maximum speed is set at 50 kilometres per hour.

According to Andy, the D375A-3 has performed well, particularly with the triple tine ripper, which allows a single ripping pass prior to dozing. Other single tine ripper machines have to make multiple ripping passes.

Similarly, the I-R drills are greatly improved over previous drills used at





NS Komatsu personnel at Robe River. L to R: Alex Grechko, Service Manager, Peter Mares, Port Hedland Branch Manager, Dave Finck, Major Accounts Manager & Helge Jorgensen, Product Support Rep, Port Hedland

Robe River. "The only problem", says Andy, "is that the hydraulic settings are very sensitive. We also need to change drill rods frequently. Twelve metre rods would reduce rod changing times and operating costs." The drill rate averages 50 m/h, and can go as high as 70-80 m/h.

The two HD985 trucks used at the site are fitted with 90,000 litre water tanks and have very good availability. Even in the rainy season, the haul roads dry out in a couple of hours and the critical operating hours for the HD985s are from 10.00 am to 8.00 pm.

Despite the dry and barren terrain, the water table at Robe River is surprisingly shallow, and because some of the ore is below the water table it is necessary to continually pump water from the pit. A PC220 is used for trenching and pipe handling work, to support the pit sump pumps.

In 1994, after 20 years of operating with older equipment, Robe River began a program aimed at replacing the mine's capital equipment. Mine Maintenance Superintendent Dave Abbott is establishing a replacement plan for every item of equipment, including its life cycle cost. Robe's policy is to assess every option and select the most suitable item of plant.

The organisation has looked at maintenance contracts, but according to Dave Abbott, "We can do it cheaper and better ourselves."

"By introducing workplace agreements,

team building, our company value statement and performance and competency-based rewards, we have reduced maintenance costs by two thirds. When we do well everyone shares in the profits."

Dave emphasised that everyone in the organisation is a supplier, and their customer is the next step in the chain.

Robe have recently introduced in-house machine condition monitoring with programmed component replacement. The

emphasis is on supplier back-up support and they rely on suppliers advising on component replacement intervals. Dave contends that, depending on the component condition, extending changeout intervals extends its life, reduces the cost and extends the asset life of the complete machine.

Robe River uses NS Komatsu's Service Exchange program via the Perth Branch.

original state. In one massive 24 hour-a-day, four week operation, 100 hectares were rehabilitated as a special project.

The area surrounding the Robe River operations is characterised by mesas, or flat topped red rocky hills, set among the sparse vegetation of the Pilbara.

The area is initially landscaped to duplicate its original contours. Retained top soil is replaced and the area is ripped or "moonscaped" by digging holes or depressions which are designed to catch and retain water, thus enhancing revegetation.

Although Robe River considered using subcontractors, they elected to use their own workers. Says Robe River's Dave Fletcher, "Our people have achieved more than simply learning new skills. They have also gained an enormous amount of job satisfaction seeing the area returned to its natural beauty."

"And because we use our own equipment and people the job is cheaper and we get the flexibility to operate 24 hours a day."

In order to increase ownership of the program, a special training course was developed which included rehabilitation principles, techniques for stabilising landforms, ripping, water harvesting, seeding and revegetation. Particular attention was paid to moonscaping.

"The NS Komatsu D375A-3 was an important machine in this project. The triple time ripper means that after just one pass the operator can turn around and start dozing a full blade immediately. Compared with single time rippers, the D375A-3 had much better productivity," Dave concluded.

For the revegetation, seed is collected locally, cleaned, treated against insect attack, and stored under controlled conditions to maintain the genetic integrity of endemic species. Spinifex is an important species and accounts for approximately 25 per cent of the seed mix.



## D375A-3 rehabilitates the Pilbara

Without doubt one of the most important aspects of Robe River Iron Associates operations at the Pilbara is not associated with production. In fact, it involves rehabilitating completed mining areas.

To date, this voluntary program has resulted in 300 hectares of geologically significant land being returned to its

## Experience counts

After 15 years overhauling an average of 40 wheel motors each year Perth Branch's Leading Hand Rod Berry believes he has probably serviced 500 - 600 in total. He doubts that anyone else in the world has this much experience.

Significantly, Rod says that in all this time there has never been one warranty claim resulting from his workmanship.

The bulk of the work has been on Komatsu Haulpak electric drive dump trucks which Rod has seen grow from 120 ton to 250 ton with bigger and heavier wheel motors.

At NS Komatsu's new service facilities in Perth, Rod and the rest of the team easily accommodate short deadlines and the heavier assemblies. "In January my offsider, Ross Treadway, and I turned around two wheel motors in 12 days by working shifts." It was quite an achievement.

According to Rod wheel motors can last for up to 25,000 hours, or five years, of operation before needing an overhaul. But as he says, "correct maintenance and using the specified lubricants is important."

The NS Komatsu service exchange program ensures customers are not kept waiting. The re-manufactured wheel motors are simply sent to the jobsite and exchanged. Competitors without

this service often keep customers waiting for as much as six weeks.

Similarly, the NS Komatsu work platforms that are used on site make it possible to replace a wheel motor in just one hour, after the vehicle is jacked up and the wheel removed.

It all adds up to minimal downtime for NS Komatsu's customers.



## Perth apprentice beats tough field

Perth Branch final year apprentice, Wayne Colley, has been selected from a field of 16 finalists in his trade to represent Western Australia at the National Workskill Competition.

To be held in Melbourne in May, the winners of each of the 37 categories will go on to compete in the Worldskill Competition in Canada at the end of this year.

Wayne competes in the Heavy Vehicle Mechanic class that covers skills in metal fabrication, engine diagnosis and report, hydraulics, air brakes and report, injection timing, electrical systems and occupational health and safety.

Between now and May, Wayne is receiving personal coaching from NS Komatsu in all skills. In addition, to prepare them personally and emotionally for the competition, all the state finalists are participating in group coaching sessions in Continuous Learning and Improvement Program from the Department of Education.

As a final year apprentice, Wayne is now working in field service operations. NS Komatsu's Western Region Technical Training Officer, Keith Lloyd, considers Wayne to be a 'quiet achiever'. "He is good at his job, and does everything asked of him without complaint. He should do very well in the competition."

*Congratulations Wayne! Everyone at NS Komatsu wishes you good luck in Melbourne - Editor.*



## Inaugural I-R parts training

In January another busy training year for NS Komatsu got underway when five international Ingersoll-Rand parts specialists conducted workshops in Sydney and Perth.

This was the first time that a representative from each of I-R's far-flung Construction and Mining Group factories had been brought together for training and was a unique opportunity for the 42 attendees from around the country.

The coordination of the inaugural parts training was handled by Wayne Pelgrave, Head Office I-R Parts Coordinator, who said the sessions gave participants an ideal opportunity to exchange ideas and information.

The visiting I-R specialists were David McBride (portable compressors), Ron Doak (road machinery), Mike Fechisin (rock



*Photo: Just some of the 42 attendees that met recently for the I-R parts training*

drills), Guy Coyne (rotary drills) - all from the United States and Yasumasa Kuranari, assisted by General Manager Paul Slocum (rock drills) from Japan.

## Specialised training for Cadia

The arrival of the new Ingersoll-Rand QL80 Downhole Hammer at the Cadia mine site was a catalyst in February for a special training school.

Organised by Bob Goodlad, the Technical Representative at Kalgoorlie Branch, the training program was designed to bring personnel up to date with a range of operating and service requirements.

As well as achieving its technical objectives, the school provided an opportunity for informal interaction.

Feedback from the participants was excellent and according to Bob, there was a good outcome with information well received.

## NS Komatsu I-R service training

Bob Goodlad is our Tech Rep at Kalgoorlie Branch, and has had considerable experience with drills and their service support. He is well equipped to conduct service training on this important aspect of drills, and recently visited Fairfield Branch.

Bob ran a service training school for eight Central Region service people from Fairfield and Cadia Branches.

The subjects covered included: keeping proper records of Down Hole Drill (DHD) over its whole life; breakdown of DHD; inspect, gauge and report on wear characteristics; reassemble ready for work.

Congratulations to Bob Goodlad - the people who attended this school have provided very good comments on the benefits.

## Callide buys excavator



Through the efforts of Graham Moohin, major accounts manager in Mackay, a Komatsu Demag H455S excavator has been sold to Callide Coalfields.

Due for delivery to site in June, the excavator will be commissioned on 9 July.

# A day in the life of a... branch receptionist

## Linda Olsen of NS Komatsu Brisbane

To the endless parade of people who pass her desk, and the 400 or more telephone callers she speaks to every day, Linda Olsen is a lot more than a receptionist.

Her role identifies Linda as the face and voice of NS Komatsu - Brisbane Branch. As the first point of contact for NS Komatsu Linda's professionalism is a critical asset for the organisation.

Even so, these skills are just a small part of her constantly evolving job. During the ten years she has been in this position, the duties of a receptionist have changed dramatically.

"Today", Linda contends, "receptionists needs wide ranging skills including mainframe and PC computing, accounting, banking, OH & S, and parts department document processing. This is on top of the 'people' skills of telephone courtesy, customer relations and communication.

Her working day starts at 7.00 am when she is usually the first to arrive. Between then and 8.00 am when the phone starts ringing constantly, there is a myriad of daily 'housekeeping' tasks Linda performs, every one of them important to the daily operation of the company.

Moving on through the day, there is a continuing round of regular duties including sending out invoices and statements, banking, and purchase orders as well as some spreadsheet work and updating the internal telephone directory.

But it is always her contact with people, either by phone or in person, that is most important. She knows the regulars and



**Left:** Linda Olsen

**Below:** From left to right Pauline Armstrong, Linda Olsen, Kristi Hood, Michelle Creamer, Allison Vining and coach Annette.



always tries to answer the phone with a smile, "You can hear a smile", she explained.

Despite the availability of direct dialling to extensions, most callers prefer ringing via the switch. "It's important for staff to tell me when they will be away. As the first point of contact, callers expect me to know if a person is available."

Outside NS Komatsu Linda leads a full and interesting life. Leisure hours are divided between family commitments with her husband and 17 year old son and a huge variety of sports. As well as swimming, walking and line dancing, Linda is a keen member of the NS Komatsu Brisbane ladies rowing team.

In the month leading up to the competition the team was coached three times a week as well as training in the gym. Being involved in a rowing team means relying on each other - it is very hard to row if one or two don't turn up!"

## Hunter Valley awards



Singleton High School junior, Michael Schilling receives his award from Ken Takenaka while Doug Baskerville looks on.

At a special awards function at the Rothbury Estate in December NS Komatsu continued its support of Hunter Valley schools.

The company established the high school award initiative two years ago, and it has been a great success. For NS Komatsu it

is a way of lending support to a region that is synonymous with the mining industry.

At the end of each school term and year, Hunter Valley high school students receive awards for consistent effort. Central Regional General Manager Ian MacCowan said, "The selected students are not necessarily the best academic or sporting performers. They are the constant achievers."

Speaking at the presentation, Managing Director Ian Olivieri took the opportunity to briefly review his company's performance during 1998. He said that despite a slowdown in the mining sector, NS Komatsu had continued to grow as a result of the booming construction industry.

The awards to the most consistent junior and senior students were presented by Ian McCowan and Directors Ken Takenaka and Doug Baskerville. The winners were Calee Smith and Michael Schilling (Singleton High School), Jodie Ingles and Luke Cowardine (Muswellbrook High School), Marianne Cantwell and Errin Martin (St Joseph's) and Jessica Mansfield and Sarah Sattler (St Catherine's).

# Speaking of SPONSORSHIPS

Sponsorships continue to be an important part of NS Komatsu's business. Not just for the exposure they generate for the company and its products, but also as a way of supporting various communities throughout Australia.

For our customers, sponsorships provide an opportunity to feel a part of Team Komatsu.

## Komatsu Blue Lady: a tough competitor

The NS Komatsu-sponsored yacht *Komatsu Blue Lady* achieved an excellent result in the 1998 Sydney to Hobart yacht race. Simply reaching Hobart was a major achievement in the race's toughest-ever conditions which saw only 44 of the 115 starters complete the journey.

The 11.74 metre *Komatsu Blue Lady*, which was built in 1989, was competing in its second blue water classic and finished 38th outright, and sixth in Division E.

Skipped by Shane Kearnes, the boat and its crew were given an especially warm welcome to Constitution Dock in Hobart by Terry Green of NS Komatsu's Melbourne Parts Department who was holidaying in Hobart at the time.

*Back on dry land after the toughest ever Sydney to Hobart yacht race.*



Shane Kearnes and his crew arrive safely at Constitution Dock in Hobart.



As part of the technical support arrangements which commenced in 1995, Komatsu Ltd. started supplying final-drive gears for the Williams Renault Formula One racing team. The team uses two racing cars equipped with the Komatsu final-drive gears, which is committed to vigorous R&D undertakings, in order to expand more technical assistance to the team.

A crucial component of power trains for Formula One racing cars, final-drive gears are among the most difficult parts to design, because they are subjected to enormous loads from ever increasing engine output to maximum rpm on one hand, and demand for lighter weight, along with compactness to satisfy aerodynamic requirements on the other.

Komatsu has not only developed and produced its own gears for construction equipment, which can comply with strong demand for high reliability under the most rigorous practical-application conditions. It also conducts extensive research on diverse technologies, ranging from materials to machining, with a view to accomplishing ever-higher goals. The gears earmarked for the team are as hi-tech. as they come, fully incorporating the results of such research in computer simulation, design, materials, forging, machining and heat treatment.



## Team Komatsu

During the past two years Alan Jones has provided NS Komatsu with some fantastic racing in V8 supercars, however the agreement expired in November 1998, and a decision was made to discontinue this form of motorsport sponsorship.

Sponsorships such as these require increasing levels of financial support and as very little quantifiable information is available to support NS Komatsu's value in retaining this form of sponsorship a strategic decision was made to conduct research. An analysis of this information will enable the Marketing Department to correctly target the company's sponsorship dollars. The process is quite involved, and consequently there will be no sponsorship of V8 supercars for two years.

# Our people are our power



At NS Komatsu we not only sell the best range of products. We also support these products by well trained personnel. Providing expertise in product support in over twenty major branches throughout Australia.

See your local NS Komatsu outlet for more information



**Our people are our power**