

D2E

» **DOWN TO EARTH**

» Spring 2006 » ISSUE 42



» THIS ISSUE:

- » PC600-8 AT HANSON QUARRY
- » LAUNCH OF KALSAFE PROGRAM
- » TWO MORE DASH 6 QUARRY LOADERS

KOMATSU

Driven by your success



- 18 metre pool
- 120 tonnes of dirt
- 2 week deadline

...one happy customer

At Komatsu, we know you need reliable, utility sized machines to help keep your customers happy. That's why our unique and unrivalled technologies are backed by Australia's national customer support network. Call 1800 KOMATSU (1800 566 287) or visit www.komatsu.com.au



KOMATSU
Driven by your success



Bill Pike
President
Komatsu Australia Pty Ltd

Currently Australia has a strong and versatile economy which has benefited from our proximity to the fast growing Asian markets. However, as we have previously stated the short supply of tyres in the industry during the past twelve months is a challenge in the current business environment.

Komatsu continues to drive to

KOMATSU COMMENTS

improve performance through a series of business transformation projects, primarily around collecting customer data and using this data to improve our parts and services management capabilities.

This drive for continuous improvement will persist and will be supported by the launch later this year of the English version of The Komatsu Way.

In this edition of Down to Earth, we introduce the new Komatsu safety management system - KALSAFE.

This new program is based upon a proactive approach which will ensure safety and good health performance is always at the forefront of our minds.

KALSAFE will give everyone in the company the ability to find all the tools and resources relating to health and safety in

a single easily accessible location.

We are also working with our key suppliers and customers to initiate dialog regarding common responses to the challenge of safety in our workplaces and the processes involved.

Komatsu has recently hosted a successful series of launches for the new unrivalled and innovative Dash 8 excavator range around Australia. Over 600 guests attended these events nationally and took part in the launch of the Dash 8 excavators.

To follow on from this success we have released two more Dash 8 excavators to the series - the PC600LC-8 and PC850SE-8. These two new quarry and heavy construction machines offer the same lower emissions, increased fuel efficiency and operator comfort and safety as

with the other Dash 8 excavators.

We are also extending the Dash 6 range with two more quarry sales loaders, the WA470-6 and WA480-6. Both loaders are powered by Komatsu's proven ecot3 engines, offering unmatched technology, integration and machine performance. You will also find more information regarding Komatsu's new Tier III engines in this edition.

Across the regions of the company we have endeavoured to maintain a close focus on quarrying and related industries and with the release of both the new Komatsu excavators and wheel loaders we offer our customers the new generation of ecot3 Tier III machines offering greater durability and reduced fuel consumption.

Thank you for your support.

CONTRIBUTORS

Editor
Wafaa Ghali

Copywriter
Mark Cherrington
Construction Communications

Graphic & Layout Designer
Khadijeh Moosavian

Printed by
Colance Printing
Smithfield, NSW

Down to Earth Magazine is a Komatsu Australia Pty Ltd publication

© Komatsu Australia Pty Ltd

Front Cover

The new PC600-8 excavator impresses Hanson Diggers Rest Quarry.



Komatsu News

New IT General Manager, new focus on customer solutions	6
New generation engines: less fuel, longer life	8
Seeing is believing	11
New Komatsu facilities: Wodonga	11
Apprenticeship: Empowering Rohan	13
Successful Dash 8 launches in Australia	14
NZ Quarry Success	23
Major upgrade to safety management program	25
Vale: Barry Potter, former national training manager	26

Customer News

Revolutionary PC600-8 excavator is a winner for Hanson	5
--	---

Dozers on the bushfire front line	7
Success for Ernest Henry Mine	9
New loaders for landscaping supplier	10
Overnight WA65-3 delivery makes Komatsu converts	12
SA quarry opts for all-Komatsu fleet	13
Two Komatsu machines for massive outback water storage system	16
Remarkable achievements in Huntly	17
Major Komatsu order from Hazell Bros	20
"Best excavator I've ever seen"	22
Technology impresses Road Metals	23
New Dash 8 burns less fuel, has more power	25

Elliotts recognise loyal service	26
Product News	
New WA100-5 provides performance and productivity	18
Two more Dash 8 quarry loaders	19
Dash 8 heavy construction and quarry excavators dig more with less fuel	21
Genuine Advice	
Tips for extending undercarriage life	24
Regulars	
Komatsu Comments	3
Hall of Fame: "Costs so little to run"	22
Kids Corner	27



REVOLUTIONARY PC600-8 EXCAVATOR IS A WINNER FOR HANSON

One of the first PC600-8 revolutionary excavators is hard at work at Hanson's Diggers Rest site near Melbourne.

The PC600-8 excavator was delivered to Diggers Rest in early July 2006 and is used at the quarry to extract light weight products.

Michael Cole, Hanson's quarry manager at Diggers Rest, said that the quarry produces 200,000 tonnes of red scoria and basalt, both of which are used mostly for garden supplies.

The PC600-8 has replaced a 100 tonne excavator. Both Michael Cole and quarry foreman, Ray Horgan were surprised with the excavator's diggability and fuel consumption.

"What blew us away was that the PC600-8 was still doing the same volume as the previous 100 tonne excavator," stated Michael.

"From a production side, the in-built automatic greasing system is a bonus in both the excavator and hammer attachment."

"We've been very happy with the excavator's performance. We used to spend half an hour everyday greasing the 100 tonne excavator - now this has been eliminated with the Komatsu automatic greasing system."

"Another important aspect of the quarry, is the blending of material from different sites in the quarry. We use Komatsu's WA500-3 wheel loader which loads in conjunction with the excavator, so we get a good blend of sale material. The added bonus is that this gives us potential to extend the life of the quarry," said Michael.

Komatsu services all machines at Diggers Rest and according to Ray Horgan, this helps with the reliability of the machines.

"The main reason we went with

Komatsu was the service! Craig Bennett at the Campbellfield branch is always on hand to address any issues we may have," said Ray.

"Because all the machines are maintained by one company, faults are quickly identified and we have minimal call backs. Ultimately the reliability of our machines have saved us money.

Thom Knox, the PC600-8 operator says that his new machine is also very fast moving for a track machine and very comfortable.

"It's more versatile and ergonomically sound compared to the previous machine. The PC600-8 is quick in its travelling and in its moveability whilst working," he said.

"The new excavator is great," said Thom.



Left, Michael Cole - Hanson quarry manager and Ray Horgan - quarry foreman are both impressed with the new PC600-8 at Diggers Rest.



Hanson is one of the world's leading heavy building materials companies. It is one of the largest producers of aggregates - crushed rock, sand and gravel - and also one of the largest producers of concrete products, clay bricks and ready-mixed concrete in the world.

Hanson's other principal products include asphalt and concrete roof tiles and its operations are in North America, the UK,

Australia, Asia Pacific and Continental Europe.

In Australia, Hanson employs more than 3,000 staff and permanent contractors across more than 60 quarries, 240 concrete plants and a network of precast and masonry product sites.

With global strength, national coverage and local presence, Hanson has a proud history of getting the job done.

www.hanson.biz

NEW IT GENERAL MANAGER, NEW FOCUS ON CUSTOMER SOLUTIONS



Ian Harvison

With Komatsu Australia's recent appointment of Ian Harvison as general manager, information technology, the company has moved to make its IT operations a key element of its executive management team.

Ian, who has had many years experience in senior IT management roles - including six years with explosives manufacturer Dyno-Nobel in such roles as global infrastructure manager and global project manager for its SAP project - said that bringing IT into Komatsu's executive management structure reflected the important role in

delivering customer and business oriented solutions.

"Because Komatsu Australia's senior IT person is sitting at the same table as the other general managers, including construction, mining, used equipment, operations, HR, finance and supply chain GM's - it ensures that from a strategic point of view we are able to offer the most appropriate solutions," he said.

"Rather than being in what has traditionally been a reactive role, my department is able to play a far more pro-active part in developing IT solutions that best meet the needs of the company and our customers.

"Our managing director Bill Pike is aware that IT is an enabler for Komatsu Australia, and the only way to ensure this is managed effectively is for it to be represented at an executive management level.

"The aim is to ensure that the most appropriate technology and solutions are available to the company, and that all of our senior management is aware of what the options and opportunities are," said Ian.

"We recognise that Komatsu doesn't sell product as a single transaction any more; today, we sell, maintain, repair and then buy back equipment at the end of its useful life for a customer.

"Our ability to make the most of this major shift in the way the industry as a whole does business hinges upon us having the best and most effective systems available on the market.

"Not only does this include the implementation of SAP but also the enhancement of specific business systems, such as R & M Care for the managing long-term partnerships with our customers."

"At Komatsu, we wouldn't have been able to achieve the level of business transformation that we have - and will need to continue doing - without this complete revamp of our Enterprise Resource Planning (ERP) system.

"Previously, it wasn't possible to manage a product, such as a piece of construction or mining equipment, through its life cycle because the computing systems didn't exist to do it.

While Komatsu Australia's business transformation - which is driving the implementation of its SAP

project - it is an on-going process, customers will already be seeing differences in how the company interacts with them.

The next most visible step will be the rolling out of the new Komatsu Australia website, due to go live in late November.

"In addition to introducing a new and far more contemporary look and feel, and greatly improved ease of use for customers - including speed of loading - our new website will allow us to deliver far more critical information to customers," said Ian.

"It will certainly retain our on-line parts ordering system - greatly speeded up and even easier to use - but customers will also gain immediate access to specification brochures and other key information on our full range of products.

"We are building the new Komatsu Australia website based around Microsoft's latest release of its industry leading website management system. We are developing our new website in partnership with Microsoft.

"This in fact is an important part of our IT strategy, working in partnership with our key technology suppliers, including SAP and Microsoft for our software solutions, Telstra and Ericsson for our telecommunications, and Dell for our hardware.

"These close partnerships with these leading suppliers ensure we are kept fully up to date with the latest technology available - and that I am able to put them forward as solutions to our executive management team to deliver cost effective business driven solutions," said Ian.

DOZERS ON THE BUSHFIRE FRONT LINE



When bushfire season comes to South Western Australia, tough, reliable and safe equipment for quickly building firebreaks and clearing burning trees and other material is essential.

And a fleet of seven Komatsu dozers plays a frontline role in bushfire fighting with the state's Department of Environment and Conservation (DEC) in what are some of the toughest and most extreme conditions earthmoving equipment would ever have to work in.

In WA, responsibility for bushfire fighting and control rests with DEC, which uses its Komatsu dozers - along with five Komatsu wheel loaders - to play a key role in bushfire management, both during the bushfire season, and in preparing for it during winter and spring.

DEC operates a fleet of seven D65EX dozers, two D65EX-15 "long tracks" delivered in the past 12 months, and five D65EX-12s delivered over the past seven years, plus three WA320-

5 loaders, a WA320-3 and two WA380-3s.

All machines have a range of implements including logging forks and scrub rakes, with the dozers fitted with tree bars and three-tyne rippers.

According to Allan Jones, DEC's fleet operations manager, every season, two or three of the department's dozers are "caught out" during fire-fighting operations, and require major repair works to get them back operating.

"Because of the conditions these machines are working in, it's very easy for burning materials to be sucked into the engine, which can then result in the wiring looms or hydraulic hoses being burnt out - and having to be replaced before the machines are operational again," he said.

"Komatsu Australia has always been very responsive in working with us to repair any burnt out dozers, so we can get them up and running again - doing things like taking replacement parts off new machines in stock."

However, during the past two seasons, DEC has been putting protective fire-suppressant fibreglass lagging around exposed wiring and hoses to minimise this problem - a move that has been so successful that all existing dozers and its latest D65EX-15 (delivered mid-September) have now been fitted with the protective lagging.

"Hopefully we've now pretty much overcome this problem, so that we won't get burnt out machines, and we won't have to spend the money in getting two or three dozers repaired each year," said Allan.

Other special features of DEC dozers include a tree bar for pushing over trees, and a strengthened FOPS canopy above the machine's existing ROPS/FOPS cabin.

"These are true frontline machines in firefighting," said Allan. "The conditions in which they are working are probably as tough as any dozer is expected to handle."

"The mechanical reliability and availability of these dozers has

been exceptional. If we have a machine fail, it's usually due to what we are trying to do with them, rather than any failing on the part of the machine."

Allan said the D65s were an ideal machine for bushfire fighting.

"If they were any bigger, we'd have difficulty in transporting them quickly and easily, while any smaller machines wouldn't have the power and weight to do what we need of them."

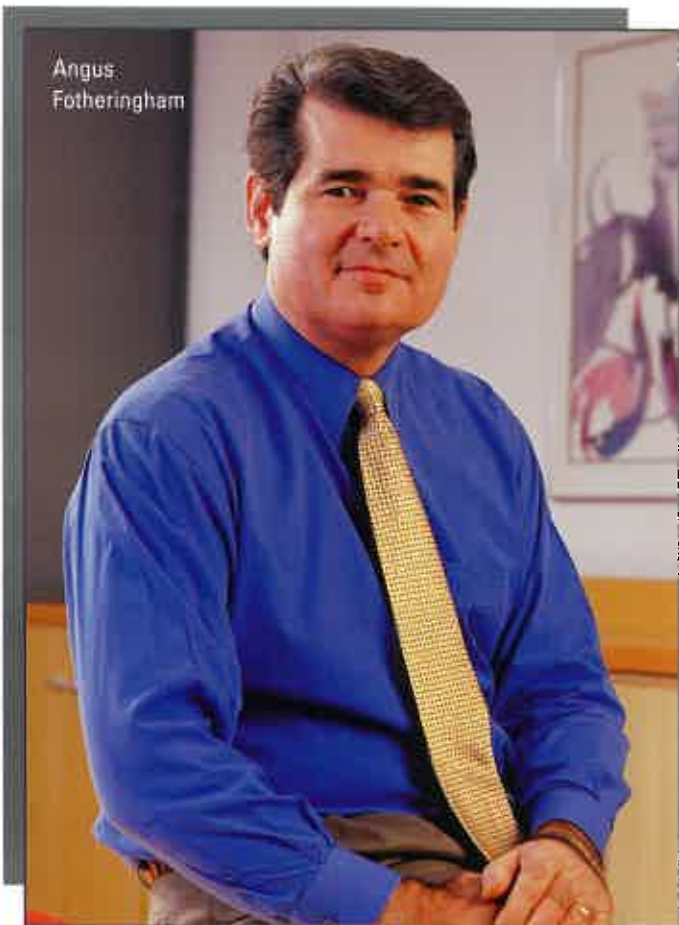
"This size of dozer is the most suitable and versatile for our applications."

He said DEC had opted for the Komatsu machines due to their performance, their reliability and their value for money.

"We're finding their whole-of-life costs give us the best value for money, and the backup from Komatsu Australia has been exceptional."

"They are giving us 24-hour service, which we need whenever we have a machine burnt out, because we have to get them back up and running as soon as possible."

NEW GENERATION ENGINES: LESS FUEL, LONGER LIFE



Angus Fotheringham

The new generation (Tier 3/Stage III-emissions compliant) engines now on the market from leading construction equipment suppliers provide very low emissions levels to meet the latest environmental regulations. But how well do they deliver in terms of fuel economy and long-term durability? Angus Fotheringham, Komatsu Australia's Business manager, general construction, provides some answers.

The current generation of Tier 3-compliant engines have been designed to meet very stringent emissions regulations put in place by environmental agencies in Europe, the US and Japan - and as such, represent the pinnacle of construction

equipment engine technology.

To meet these requirements, the current generation of engines use various methods to minimise the levels of nitrous oxide (NOx), particulate matter (PM) and other emissions that pollute the air.

Common to all engine manufacturers' solutions are very precise electronic engine management systems that can very accurately measure and meter the levels of fuel and air being delivered to the combustion system.

As with all modern diesels, critical factors include clean fuel and correct filtration management, the correct engine lubricants, and proper engine maintenance management practices.

However, in achieving the lower emissions required under Tier 3, different manufacturers have adopted different approaches.

In Komatsu's smaller ecot3 construction equipment engines, Tier 3 compliance is being achieved primarily through sophisticated electronic engine management.

In its larger construction equipment engines, Komatsu, as with most other major engine manufacturers, has opted for what is known as cooled exhaust gas recirculation (EGR) as part of its ecot3 solution to comply with lower emissions standards.

As its name implies, EGR involves recirculating a portion of cooled exhaust gases so that the NOx and PM levels are further reduced when the exhaust gases are released to the atmosphere. This process also helps to reduce any unburnt particulates during the combustion process.

But in addition to EGR, Komatsu's new generation ecot3 engines combine a number of other advanced-technology solutions. These include:

- ▶ A high-pressure common-rail multi-stage fuel injection system
- ▶ A patented piston/cylinder design to deliver more complete burning of fuel
- ▶ An advanced engine management system that controls the burning of emission-causing particulates inside the cylinder.

These processes, combined with a liquid-cooled heat exchanger, significantly cool the recirculating exhaust gases before they re-enter the cylinder, resulting in a system

that runs more efficiently than other EGR-based engines.

In addition, Komatsu's ecot3 unique cylinder design results in greatly improved combustion, for a far more efficient fuel burn.

The end result of Komatsu's ecot3 technology, in addition to significantly lower emissions, is reduced fuel consumption - a major cost-saving benefit in today's environment of high fuel costs.

On the other hand, an engine that burns more fuel - in other words, that is less fuel efficient - will have a shorter life than an engine burning less fuel.

Fuel burn, the amount of diesel that goes through an engine during its life, has a direct correlation to engine longevity. The more fuel an engine burns, the harder the components are working, and the sooner it will wear out.

Conversely, a more fuel-efficient engine - one that burns less specific fuel - won't be working so hard and will have a longer life (all those other factors mentioned above being equal).

That's why good fuel efficiency at optimum performance should be a key element that customers look at when choosing a machine.



KOMATSU-DRIVING MUMS A GREAT SUCCESS FOR ERNEST HENRY MINE

Photos courtesy of TTLG Photography and Xstrata Copper.



Mother-of-three Colleen Power balances looking after her family with driving a 200 tonne capacity Komatsu 830E dump truck during the day shift at the Ernest Henry mine, Cloncurry in Western Queensland

A crew of mothers driving 200 tonne capacity Komatsu 830E trucks during day shifts at Queensland's Ernest Henry Mine is playing a key role in improving mine productivity.

The mine - outside Cloncurry, east of Mt Isa - introduced the permanent part-time (PPT) shift of drivers in early 2005 to cut the amount of time its dump trucks were standing idle due to breaks and shift changes between 9 am and 3 pm.

According to Andrew Upfill, Ernest Henry Mine superintendent for employee services, administration and

community relations, it marketed the shift to local mothers, who were likely to have children in school or daycare during those hours and may be looking for work that would fit in with their family responsibilities.

Andrew said that all but one of the nine part-timers driving the dump trucks at the moment were women, most with children at home.

"It has certainly been a success story for us," he said. "It has kept our vehicles moving and the material movements up.

"Instead of parking trucks up for

people to have breaks, we keep the trucks working - that's only possible through the permanent part-time shift. It is also a great example of how to get more women into the mainly male-dominated field of heavy machinery operation.

"Rather than having domestic life interrupted by extended shift hours, they can make a commitment to work and earn good money as well as take part in an industry they may not otherwise have been able to enter.

"It's a win-win scenario in so many ways."

He said the mine had PPT workers in administration roles as well as driving trucks and ran a bus from town each day to suit their hours.

With the move to a PPT shift, 830E operator Colleen Power's day starts with a familiar flurry of family activity: as a mother of three she prepares lunches, packs school bags, drops the kids off and does some tidying around the house.

Then she jumps behind the wheel of a Komatsu truck to start her shift.

Colleen is among the nine-strong team of PPT workers - now known as the "mummy crew" - keeping wheels of the mine fleet turning during the day shift.

She the job on the PPT crew because of the family-friendly shifts and for a change of scenery after previously taking sales and cleaning jobs that fitted in with her needs as a parent.

"It has worked in fairly well," Colleen said. "I get to do the morning run to school with the kids and do other stuff if I need to before I come to work - and I'm home by a quarter to four."

A regular shift finds her carting ore or waste in a Komatsu 830E truck - a 200-tonne mining machine about 14 m long, almost 7 m tall and can weigh more than 400 tonnes when fully loaded.

Andrew Upfill said women made up about 20% of Ernest Henry's mining crews on average.

Komatsu's 830E dump truck at Ernest Henry Mine in Queensland



ACKNOWLEDGMENTS: This article is based on a story which appeared in the August 13 edition of Queensland's Sunday Mail newspaper, written by Lou Robson. It is reproduced here by kind permission of the Sunday Mail.

NEW LOADERS HERALD A MAJOR CHANGE FOR LANDSCAPING SUPPLIER



The two new WA100-5 wheel loaders purchased by Steve Jones Hardware are fitted with Loadmaster on-board loadweighing systems.

Steve Jones Hardware and Landscape Centre, a leading Brisbane landscaping materials supplier has just taken delivery of Australia's first two WA100-5 wheel loaders, following good performance from its previous loaders - two Komatsu WA75-3s.

Both new loaders are fitted with Loadmaster on-board loadweighing systems, which will play a vital role in pioneering a move to selling materials by weight, rather than by volume.

The company operates a 3500 sq m yard, supplying a wide range of landscaping and related products on a retail basis, as well as to tradespeople, from premises in Everten Hills, in Brisbane's northern suburbs.

In addition, the it operates a large hardware outlet from the same premises.

As well as its two just-delivered WA100-5 loaders, Steve Jones Hardware and Landscape Centre operates its own fleet of 13 tippers, ranging from tandem-tippers to mini single-body tippers.

According to owner Steve Jones, the decision to purchase replacement Komatsu loaders was due to the performance of the WA75-3s over the past four years.

"By and large, we were very happy with their performance and reliability, which is why we went back to Komatsu.

"We have a seven-day-a-week operation here, so nothing gets a break and that takes its toll on machines," he said.

Steve opted for larger loaders due to the growth in the business, and the need to load larger trucks.

"Our own two tandems are fairly high-bodied units, plus a growing percentage of our council customers' trucks have high sides, so we went for loaders with a higher lifting height," he said.

"We are also looking at growth in the business, so the higher production of these will help there."

Both loaders are equipped with 0.5 cu m and 1.25 cu m buckets, plus forks, giving them the capability of loading vehicles from utes and trailers, up to

tandem tippers, or palletloads of pavers and other products.

They are covered by Komatsu maintenance contracts, which Steve said helps give peace of mind.

"These contracts cover all services, with a set rate for each service, at 250, 500, 1000, 2000 hours and so on. It's good peace of mind, not only for us in knowing the machines are covered, but also for our staff who know they are being properly maintained and cared for.

"And while it's only been a week since they were delivered, our operators are very happy with them," he said.

Both loaders also have the latest Loadmaster 9000 weighload systems fitted to them, which will play a key role in Steve Jones pioneering a move to selling landscaping materials by weight rather than by volume.

The on-board weighing systems, which are Weights and Measures trade-approved, have on-board docket printers, and include a radio-based telemetric system that remotely

communicates the weight of material in the loader buckets to the company's computer system.

"The scales are used at present to ensure all our fleet and all other loads are within correct mass limits, which has been part of our National Heavy Vehicle Accreditation for Mass and Maintenance Management," he said.

"But next year, we aim to move to selling all our products by weight. Ninety per cent of the stuff we handle we buy by the tonne and sell by the cube - and there's a need to change the way of thinking on this.

"These on-board weighing systems will allow us to sell by weight. Each of them has provision for 200 customers and 500 different products.

"The operator will simply be able to key in the customer and the product, then once the material is loaded, the total is sent to our computer system, which automatically generates an invoice which can be handed to the truck driver, or mailed or emailed to the customer."

SEEING IS BELIEVING ...



Bill Pike in a 930E dump truck at Komatsu America's Peoria proving ground.

Bill Pike, Komatsu Australia's president, visited Komatsu America's Peoria plant in July 2005 for a series of meetings with key Komatsu America executives.

During the visit Bill had an opportunity to visit Peoria's proving grounds at Tucson to review the progress of key product developments.

"Whilst I was at the proving grounds I was able to drive the 930E and HD1500 dump trucks, as well as operating a WA1200 wheel loader," said Bill.

"Seeing is believing - What great products! The work being done at the proving grounds is sensational and gave me great confidence in the future of Komatsu.

"Whilst I cannot discuss the details, I can say that we have a lot of development work on the table and in the field," he said.

NEW KOMATSU FACILITIES AT WODONGA

Komatsu Australia has expanded its presence in the Victoria/NSW border region around Albury-Wodonga with a move to larger, more modern premises in December 2005.

The Wodonga branch has also recently celebrated an outstanding safety record, achieving more than 1000 days since its last lost-time injury.

Based out of the new premises

are nine staff, including three field service technicians and an apprentice mechanic.

Other staff at the branch include a sales representative, a parts interpreter and a customer support sales representative. In addition, the branch supports a resident field service technician operating out of Echuca.

Facilities include a 576 sq m

workshop, 5 tonne workshop crane and tandem trailer set up as a site lube unit for carrying out major services at customers' premises and worksites.

The branch stocks a large range of fast-to-medium selling parts, while requirements for non-stocked parts can be serviced from the Fairfield distribution centre overnight.

As well as genuine parts and products for Komatsu equipment, Fleetguard filters and Komatsu oils and lubes for non-Komatsu equipment are being strongly promoted in the region, with a number of resellers appointed to help better service customers.

Industries served by the new Wodonga branch include construction, forestry and quarrying.

The branch is located right next door to Komatsu Forest's Wodonga outlet, something which is benefiting both organisations as their relationship grows.

All Komatsu Forest's track work is carried out at the branch, while the two organisations share resources and knowledge.

Komatsu Australia's Wodonga branch is located at 13 Kendall Street, Wodonga, Vic 3690, ph (02) 6056 5088, fax (02) 6056 5092.



OVERNIGHT WA65-3 DELIVERY MAKES KOMATSU CONVERTS

Garden Grove Landscaper's new WA65-3 Wheel Loader is not only reliable but comfortable
Inset: Michael and Tina Johnson both operate the new WA65-3.



Overnight delivery of a brand-new Komatsu WA65-3 wheel loader after an ageing sales loader broke down for the last time has made committed Komatsu fans of the owners of a Mackay-based landscape and garden products supplier.

Michael and Tina Johnson bought Garden Grove Landscape supplies at the beginning of 2005 after leaving the Army, where they'd been based in Townsville. In purchasing the company, they inherited a 1981 International 510B, for which they could no longer even get parts.

"It was really getting on; it was unreliable, it was so old, we couldn't get parts for it, and we had to manufacture our own to repair it," said Michael.

"Our local Komatsu Australia sales rep Rod Featherstone

came to see us on a Wednesday to see if we'd be interested in a new loader.

"Then on the Thursday, the old machine broke down for the last time, so I rang Rod that afternoon to see if he had one available.

"It was here the next morning; Komatsu had it shipped up from Gladstone. We were really impressed with that fantastic service," he said.

"Rod's been very good. We are forever in his debt in getting the replacement machine to us so quickly."

As of late July, Michael and Tina had had the machine for eight months. It is mainly used for loading landscape materials into trucks, trailers and utes, as well as mixing potting mixes and builders mixes.

"The quick hitch on it is great," said Michael. "If a ute comes in, we'll use the half cubic metre bucket to load it, then put the 1 cu m one back on for mixing materials, or for loading larger tippers or trailers.

"It's a good system that quick hitch; you don't even need to get out of the cabin to change it."

It's also impressed their customers.

"A few of them have been a bit worried when we've told them we needed to change buckets to load their utes or trailers, because they think it's going to take too long. But it only takes 15 seconds, so there's no hold up for them," said Michael.

Both Tina and Michael operate the WA65-5, along with their other staff members.

"I can't fault this machine; it's so easy to drive. The hydrostatic transmission makes it very easy to operate.

"Our employees all love the machine as well; we can't get them out of it once they're on it.

"It's a big difference compared with the old loader; it's got air conditioning, a radio and it's so reliable. The reliability is a big thing for us; it's great to get on it in the morning and know it's going to start!" said Michael.

"The service we've had from Komatsu has been very good; they do all the servicing - the machine is still under warranty - and they come out here and do it. We almost always get the same service rep out here; he likes doing the service for us and he knows the machine.

SA QUARRY OPTS FOR ALL-KOMATSU FLEET



Penrice Soda Holdings Ltd, Australia's only manufacturer of soda ash, has recently entered into a "power-by-the-hour" contract with Komatsu Australia for the supply of a complete fleet of dump trucks, wheel loaders and excavators, plus a dozer, water trucks and grader, for its Angaston limestone quarry in South Australia's Barossa Valley.

Penrice's quarry not only supplies the company's soda ash manufacturing plant in Adelaide, but also supplies lime products for civil construction applications such as road construction and cement manufacturing, and high-grade chemical sand for the glass-manufacturing industry.

Soda ash is a vital ingredient in manufacturing products ranging from glass containers (especially wine bottles) to washing powder, and sodium bicarbonate, used in applications as diverse as animal feed, food and pharmaceuticals.

The Angaston quarry is the largest marble and limestone quarry in South Australia.

A long-term user of Komatsu equipment, the quarry's fleet of Komatsu machines includes ten HD465s (three HD465-5s owned by the quarry, and four HD465-7s and three HD465-5 on hire from Komatsu Australia), a six-year-old WA450-3, a 2001 WA470-3, a 2004 WA480-3, a

2003 WA600-3, a WA700-1 delivered in 1991, and a WA700-3 delivered in 2003.

A Komatsu PC800-6 and PC1100-5 excavator, currently on hire agreements, are being used for overburden rehabilitation.

However over the next 12 months, much of this plant is being replaced by a fleet of brand-new Komatsu equipment, being supplied by Komatsu Australia on a "power-by-the-hour" arrangement.

According to Chris Andrews, Mine Production Manager at Angaston, the majority of the material excavated is drilled and blasted, with a small

amount extracted through free-digging.

Currently the two WA700s are used for production loading (WA700-3) and overburden removal (WA700-1), loading into the existing HD465s - but these will all be replaced by the WA900-3/HD785-5 combinations.

The new D155AX-5 dozer will be used for dump maintenance and remediation, while the new grader will carry out haul road maintenance and construction.

The overburden rehabilitation work has been taken over by the quarry, rather than contracted out, using the two new PC1250-7 excavators.

Chris said Penrice had opted to go with Komatsu due to its experience with the company's products over a long period.

"We've had good experiences with Komatsu products over a number of years, and we wanted to have a single brand on site, rather than a mixed fleet," he said.

"Komatsu came up with the best package in terms of price, the levels of service it could offer and the whole-of-life costs of the equipment.

"In addition, we've found Komatsu equipment has excellent reliability, and performs well," he said.

APPRENTICESHIP EMPOWERING ROHAN



Rohan Luckie, a third year apprentice with Komatsu Australia's Campbellfield branch, loves working for Komatsu.

Rohan, who completed year 12 in Melbourne, started his apprenticeship as a heavy diesel mechanic because his preference was always to work with heavy earthmoving equipment.

"I've always loved big diesel equipment," said Rohan. "Growing up on a farm probably started my passion for the earthmoving industry.

"I've learnt a lot during my apprenticeship, in particular social skills which taught me how to deal with people.

"I still have another one and half years to go to complete my

apprenticeship. This will enable me to further increase my knowledge in the Komatsu range of equipment," he said.

"Once my apprenticeship is over, I would like to gain more experience as a mechanic with Komatsu. I believe this will be a good foundation for future promotion in one of Australia's largest earthmoving companies."



NATIONAL DASH 8 LAUNCH: BRISBA



SUCCESSFUL DASH 8 EXCAVATOR LAUNCHES AROUND AUSTRALIA

From late July to early September, Komatsu Australia hosted a highly successful series of launches for its innovative low-emission Dash 8 excavator range in mainland capitals around Australia.

attendees from Tasmania and South Australia.

The theme of each launch event was a casino-style setup - with the message from Komatsu being "it's OK to gamble for fun - but don't gamble on your future when it comes to choosing equipment".

Launches were held in Brisbane, Sydney, Melbourne and Perth, attracting around 150 to 200 Komatsu customers to each event with V.I.P.

According to Sean Taylor, Komatsu Australia's general manager construction, the





NE, MELBOURNE, SYDNEY & PERTH



launch did much to increase awareness of the benefits and advantages of the new Dash 8 line.

"We were very pleased with the success of the launch program, which has created a much higher awareness of our Dash 8 line and our integrated ecot3 engine and total machine package," he said.

Each delegate at the functions were given gambling chips with a nominal "value" of \$1000 to play with at various card, roulette and two-up tables, with the highest "roller" at each

event winning a automatic entry into the final draw that took place at the final launch function in Perth - along with a second lucky winner drawn from a hat by each regional "high roller" winner.

All eight regional winners then went into a final draw to win a Komatsu sponsored trip to Japan to visit the Komatsu factory and other Japanese places of interest.

The winners of this final draw were Jamie and Anita McKellar of the Victorian-based Alex Fraser Group.



TWO KOMATSU MACHINES FOR MASSIVE OUTBACK WATER STORAGE SYSTEM

The PC160-7 in batter cleaning work.



One of the most remote sites in NSW has recently taken delivery of two new pieces of Komatsu equipment for maintenance and construction works on a massive water storage system.

In June this year, NSW's State Water took delivery of a D65EX-15 dozer and a PC160-7

They provide water supplies for Broken Hill and to Lower Darling River irrigators. When full, they also provide water to South Australia; unfortunately, due to the current drought conditions, the lakes have not been full since September 2001, and last supplied SA in 2002.

According to Barry Philp,

Komatsu's D65EX-15 dozer in Menindee Lakes



excavator for use around the Menindee Lakes Water Storage. These lakes, which are 110 km south east of Broken Hill, can store up to two million megalitres of water, and have a surface area of 457 sq km.

Acting Officer In Charge with State Water, the two new Komatsu machines replaced a much older dozer and a backhoe/loader.

Work around the lakes carried

out by the machines includes construction and maintenance of roads and levees, desilting, removal of heavy vegetation and weed, sand stockpiling and spreading of rock spoil around structures as part of a program to minimise scouring.

"We went for an excavator in place of the backhoe, because we needed something more substantial for our operations - particularly for desilting applications," said Barry.

Sydney.

"For example, they are sending us regular updates on machine operations. The latest one we got the other day, for the D65, is a great help in diagnosing machine issues. The on-board computer system identifies any problem areas, and if our mechanic can't fix them himself, he can notify the local branch and they know exactly what they need to do to repair it.



"Also we found the backhoe would quite often get bogged, something which doesn't happen with a tracked machine."

Komatsu won State Water's business following a tendering process, with the two machines meeting all its specifications.

"The two machines came up to scratch, plus we spoke to a number of other Komatsu owners, and they all gave very good reports," he said.

"In terms of support, they have an office at Mildura, which is only two and a half hours away, plus we are getting excellent support from suppliers in

"Having this sort of diagnostic information available to us is great," Barry said.

Since taking delivery of the two Komatsu machines, he has been impressed with their performance.

"They are very efficient and well-suited to our needs. So far, the dozer has only done about 40 hours, and the excavator about 60 hours, but the operators are very happy with them.

"In terms of ergonomics, comfort, visibility, ease of operation, they've been great. There's been no complaints at all," he said.

REMARKABLE ACHIEVEMENTS IN HUNTLY



Colin and Bronwyn Slater

Huntly-based Colin Slater Contractor Ltd - a long-term Komatsu customer - has overcome some extraordinary challenges since starting business in 1983, culminating in 50% partner and manager Bronwyn Slater recently being awarded *HER Business* magazine's **HER Businesswoman of the Year**.

The company's main business is with Solid Energy North and Genesis Power to keep the Huntly power station supplied with coal, but it also carries out road works, clears land and offers specialised earthworks to customers in the surrounding region.

Six years ago, Colin Slater, Bronwyn's husband and partner in the business, was seriously injured in a motocross accident, leaving him in a wheelchair. Despite this, Colin remains very active in the business, and continues to operate equipment.

Following Colin's accident and sudden absence from the business for an extended period, Bronwyn suddenly had to establish a credible reputation with an all-male staff and clients, and develop strategies to keep staff morale high during what was a time of highly perceived uncertainty.

"Prior to Colin's accident I had worked in the business from 8 am to 3 pm; however, there was much I did not know," said Bronwyn.

"I had to learn all this, face obstacles and make decisions in his absence, while at the same time deal with the grief that such a personal tragedy brings.

"I did this largely in isolation, filtering the information I shared with Colin to enable him to focus on his rehabilitation and protect him from the worry of ongoing business decisions and issues," she said.

At the same time she had to learn to network and make decisions that would grow the business and diversify the Slaters' business portfolio of investments to establish financial security.

Bronwyn said she was "overwhelmed" to receive the award.

"I actually won two awards: one for the best small to medium enterprise employing six-plus people and the Business Woman of the Year.

"The companies we were up against were from a wide cross section of business throughout NZ, more typically women's roles, as mine is seen as a 'woman in a male-dominated industry'," she said.

The Slaters have been Komatsu customers since starting their business in 1983, when they purchased a used Komatsu PC300-1 excavator for an ongoing contract with what was then known as State Coal (now Solid Energy).

Since then, it has only ever operated Komatsu excavators.

Today, the company's plant division operates mainly Komatsu equipment, including PC120-5, PC130-7, PC200-5 and PC210-5 excavators - all except the PC130-7 purchased used with low hours; the company is awaiting delivery of its second excavator bought new, a PC200-8 which has been traded on the PC210-5.

Other equipment includes Komatsu D41P-5 and D41P-6 dozers, Komatsu WA500 and WA600 loaders, a fleet of tippers, plus a host of auxiliary machinery including rollers, tractors and water tankers.

"In our experience, our Komatsu equipment has always served us well and performed to our expectation in every task," said Bronwyn.

"The reliability has been

exceptional. This year has seen us purchase our first new machine; in the past while growing our business we have always purchased low-hour used machines," she said.

The Slaters' most recently purchased Komatsu machine is its PC130-7, which is used for general site works, farm drainage, roading, coal and ash stockpile management.

Bronwyn said that performance of this machine has been everything they expected of it.

"Although requiring assistance to get into the machine, Colin can still skilfully operate our excavators - he does rely on our top operator and long-term employee Kevin Blake for his valued opinion and input into the specs of the machines.

"Kevin has been very impressed with the machine," said Bronwyn, "from what he describes as its 'awesome visibility' from the new style of cabin, to the increased height from the tracks to the cabin, to the glass skylight in the roof for safe operating under hazards such as power lines, etc.

"We have found the fuel economy of this machine very good, which is a real advantage at the moment with the fuel prices rising to record rates, while the increased visibility and climate control comfort in the cab is excellent for those long days in the hot sun or cold days in the winter."

Bronwyn said a key feature in favour of the new PC200-8 was its integrated ROPS cab - something Colin had been interested in for a long time, adding safety without compromise.

"We have always favoured Komatsu excavators, so the decision was very easy - especially with the new feature of the inbuilt ROPS cab; this feature alone is awesome."

NEW WA100-5 PROVIDES PERFORMANCE AND PRODUCTIVITY

Komatsu Australia has recently released the WA100-5 wheel loader, the second in its Dash 5 compact loader range.

As with the WA65-5 loader, Komatsu's first release in the compact Dash 5 range, the new loader is a hydrostatic transmission machine providing easier access for service and maintenance than competitive machines, while still being easy to transport.

The WA100-5 is powered by a Tier II compatible Komatsu S4D95-LE3 diesel rated at 61.5 kW, has an operating weight of 6.86 tonnes and bucket capacities of 1.2-1.8 cu m.

When fitted with the standard 1.2 cu m bucket, it can lift a payload of 2200 kg - the highest in its class, while lifting capability with forks is 2900 kg, also a class-leading figure.

According to Carl Grundy, Komatsu Australia's national sales manager, utility, the new machine features class leading performance and productivity benefits.

"The WA100-5 replaces our popular WA95-3, and we believe it will achieve similar acceptance in the market as our WA65-5, released in 2005," he said.

"In addition to its performance and productivity advantages, it's been designed to be very easy to service, while hydrostatic transmission and excellent all-round visibility make it simple and safe to operate."

Key features of the WA100-5 include:

- ▶ Large roomy air-conditioned cab with substantial glass area and ergonomic interior design for greater comfort and visibility
- ▶ Delta boom, elevated operator cab and sloping rear engine bonnet combined with a narrow tail to provide outstanding visibility
- ▶ Rear-axle oscillation for improved operator comfort, stability and provides better digging performance in earthmoving or landscaping applications
- ▶ Extra-long wheelbase for improved comfort and stability, combined with Komatsu's Electronic Controlled Suspension System (ECSS) ride control system
- ▶ Reversed Z-bar linkage combining parallel lift with high breakout forces throughout the lift cycle
- ▶ A hydraulic quick coupler as standard, compatible with other manufacturers' couplers.

The WA100-5 has been designed to provide easy access to the engine, drivetrain and hydraulics through a tilt-up cabin design that lifts the entire cabin structure of the loader up for unprecedented access to all

components.

This eliminates the need to dismantle engine bonnets or remove the operator's cabin, allowing even major services to be carried out quickly and easily.

Daily maintenance has also been simplified, with the longitudinally installed engine allowing access to all sides of the engine block, while also giving better weight distribution for increased payload capacity and machine stability.

All filters, fillers and gauges are easy to reach from ground level, while the radiator is free-standing for better cleaning access and all major service intervals are set to 500-hour increments.

A cab-controlled reversible fan allows the operator to ensure key components stay cool, even in very dusty environments.

Travel between jobs is also minimised, with the WA100-5 able to travel at up to 30 km/h.

According to Carl, the WA100-5 is likely to find applications across a wide range of industries.

"As with the WA65-5, we see this as being suitable for many different applications and industries, from local government, landscaping, larger nurseries and civil contracting through to the general hire and rental market - but in situations where customers need more capacity and production," he said.

"The hydrostatic drive and ease and safety of operation makes it ideal for dry hire or sales loader applications, where machines are frequently driven by many different operators.

"In addition, its ease of maintenance and component accessibility allows it to be easily serviced in-house or out on site," said Carl.

Brief specs are: Operating weight, 6860 kg; engine, Komatsu S4D95-LE3 rated at 61.5 kW@2350 rpm; transmission, two-speed hydrostatic; maximum speed, 30 km/h; bucket capacity range, 1.2-1.8 cu m; bucket breakout, GP bucket, 6600 kgf; overall length, 5880 mm; overall width, 2200 mm; overall height, 2875 mm.



KOMATSU EXTENDS DASH 6 RANGE WITH TWO MORE QUARRY LOADERS

Komatsu Australia is releasing two more loaders for quarry sales loader applications in its ground-breaking Dash 6 loader range.

Due for release in the last quarter of 2006, the new loaders are the WA470-6 (202 kW engine, 23.2 tonnes operating weight, 41-50 cu m bucket capacities) and the WA480-6 (227 kW, 24.7 tonnes, 4.1-6.1 cu m).

Both loaders are powered by Komatsu's Tier III-compliant SAA6D125E-5 engine, delivering increased engine power and smoother running, through a high-pressure common rail fuel injection system and cooled EGR (exhaust gas re-circulation).

Dual-mode engine power settings, combined with automatic transmission with a mode-select system, further lowers fuel consumption

As with the first loader in Komatsu's Dash 6 loader line, the WA600-6, both new loaders incorporate Komatsu's ecot3 (ecology and economy technology 3) approach, combining advanced electronic control, engine, transmission and hydraulic technology, with every

machine component designed and manufactured by Komatsu to work together as an integrated whole.

They offer lower emissions, increased fuel efficiency and improved operator comfort and safety in a fully integrated machine/component package.

In addition to the ultra-low emission Tier III-compliant Komatsu ecot3 engine, the new loaders feature lower noise levels and luxury-car standard cab comfort.

They also incorporate Komatsu's closed-centre load sensing (CLSS) hydraulic system - the same proven hydraulic system used on Komatsu excavators for the past 15 years - to further

reduce fuel consumption by precisely matching loading and steering performance to the application and materials.

For easier operation and to further reduce fuel consumption, both loaders feature Komatsu's new "power kick-down system".

When the engine's Economy mode is pre-selected and the operator pushes the kick-down switch in second gear, first gear is engaged. By pressing the switch one more time, engine power mode is automatically changed from "E mode" to "P mode" for increased power going into the pile.

When shifting back to reverse, the power mode is automatically disengaged, allowing standard loading operations to just be done in Economy mode.

Other key features of the new Dash 6 loaders include:

- ▶ A newly designed drivetrain with large-capacity torque converter for optimal efficiency and unparalleled initial rimpull-to-weight ratios, giving easier material penetration
- ▶ High-torque engine and large-capacity torque converters, allowing better matching of the engine and drivetrain, particularly at low engine speeds
- ▶ Up to 15% more cab space and 11% better visibility compared with their Dash 5 equivalents, with noise levels at the operator's ear as low as 72 dBA - up to 5 dBA lower than competitive machines

▶ A modulated clutch system to reduce tyre slippage and allow smoother speed reduction when approaching trucks

▶ Low-effort finger-controlled levers for boom and bucket operation

▶ Stronger, more robust loader frame and components, giving longer intervals between rebuilds, longer life and lower repair and maintenance costs.

According to Charles Wheeldon, Komatsu Australia's national business manager, quarries, the two new Dash 6 loaders will bring significant productivity and economy benefits to owners.

"Already our WA600-6 has proven to be a highly productive, fuel-efficient loader; quarry customers in face loading applications are reporting that the WA600-6 is better hourly fuel consumption than the WA500-3 - which has always been recognised as a very fuel efficient loader," he said.

"They can expect similar fuel savings with these smaller Dash 6 technology loaders.

"These high-production loaders are the most modern and advanced machines on the market today - with no other equipment manufacturer able to offer Komatsu's combination of industry-leading technology and componentry," he said.

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

"The end result is a quarry loader line that will drive down owners' running and operational costs," said Charles.



MAJOR KOMATSU ORDER FROM HAZELL BROS



Komatsu's PC300-7 and HM300-1 offer Hazell Bros quality & reliability

Leading Tasmanian contractor Hazell Bros has recently put in an order for 18 new items of Komatsu equipment - including seven machines for materials handling applications at zinc producer Zinifex's Hobart smelter wharf loading facility.

With Zinifex looking to reduce the number of contractors it uses, Hazell Bros was selected to supply a total of 50 forklifts to the company's Hobart and Port Pirie (South Australia) wharf loading facilities, plus "yellow machines" (loaders, skidsteers, etc) for Hobart.

Hazells has purchased two WA500-3s, two WA430-6s and one WA200-5 wheel loader and two SK850-5 SF skidsteers for use at Hobart.

At the same time, it has also purchased a number of other Komatsu machines to meet the needs of its growing

contracting operations. These include two HM300-1 articulated dump trucks, two PC50MR-2 excavators, two PC78RM-6, a PC138US-2 and a PC200-7 excavator, WA430-6, PC40MR-2 plus a WA65-5 wheel loader.

For the Zinifex contract, the two larger loaders will be used in wharf loading applications, loading and unloading zinc products on and off ships. The two WA430-6s will be used inside sheds, loading conveyors and hoppers. They will also be used inside the ship holds to extract remaining materials that can't be picked up by the grabs used for bulk unloading.

The skidsteers and smaller loader will be used for general cleanup and utility works around the wharf area.

According to Robert Hazell, Hazell Bros director, Komatsu

products were selected due to the company's on-going relationship with Komatsu Australia, the quality and reliability of the equipment, and the fact that it could supply all the equipment required in a single package.

"We required equipment that could stand up to what will be very demanding site conditions in some areas," said Robert.

"In places, it's a very corrosive environment, very acidic conditions due to the zinc smelting processes, and some of the yellow equipment will be working in those conditions from time to time."

The equipment package was delivered/will be delivered on 1st August 2006.

Zinifex is one of the world's largest integrated zinc and lead companies. Headquartered in Melbourne, it owns and

operates two mines and four smelters.

Two of the smelters are located in Australia, at Hobart and Port Pirie, while Zinifex's mines are the Century Mine in Queensland and Rosebery Mine in Tasmania. These supply the growing industrial markets of the Asian-Pacific region, including China. Zinifex also has a zinc smelter in the Netherlands and the United States.

The company sells a range of zinc metal, lead metal and associated alloys in 20 countries, with more than 80% of its products distributed outside Australia, particularly in Asia.

Zinc is used for steel galvanizing and die-casting and lead for lead-acid batteries used mainly in cars and other vehicles.

DASH 8 HEAVY CONSTRUCTION AND QUARRY EXCAVATORS DIG MORE WITH LESS FUEL



Komatsu's PC600LC-8 excavator is one of two new heavy construction and quarry excavators released by Komatsu.

Komatsu Australia has released two new quarry and heavy construction machines in its advanced new Dash 8 excavator series, the PC600LC-8 (60 tonnes) and PC850SE-8 (80 tonnes).

As with other excavators in the Dash 8 line, they offer lower emissions, increased fuel efficiency and improved operator comfort and safety in a fully integrated machine/component package.

Both the PC600LC-8 and the PC850SE-8 feature ultra-low emission Tier III compliant Komatsu ecot3 engine, lower noise levels and luxury-car standard cab comfort.

They incorporate Komatsu's ecot3 (ecology and economy technology Tier 3) approach, combining electronic control, hydraulic and engine technology, with all machine components designed and manufactured by Komatsu to work together as an integrated whole.

Highlights of the new excavator range include:

- ▶ Fuel consumption reduced by up to 10% compared with their Dash 7 equivalents (already recognised as one of the most fuel-efficient excavators on the market).
- ▶ A OPG-2 cab with topguard

to protect the cab and operator, conforming to the latest ISO standard

- ▶ Engines that meet US Tier III and European Stage 3A emissions regulations, without sacrificing power or productivity.
- ▶ Noise levels reduced by a further 2 dBA compared with the Dash 7, combined with a redesigned cab with increased internal space, providing operator comfort levels equivalent to a luxury car.
- ▶ Easy-to-see large LCD colour screen offering improved visibility through use of TFT

liquid crystal display, allowing on-going monitoring of all machine functions, with early warning in the event of any malfunctions, and large multi-function selection buttons for easy selection of different operating modes.

- ▶ "Economy mode" to help reduce fuel consumption by providing feedback to the operator on those operations that burn more fuel - but allowing full power to be reinstated at the push of a button.
- ▶ An electronically controlled variable-speed cooling fan, which contributes to further fuel savings through optimum heat balance and also reduces operating noise; the fan direction can be reversed to allow efficient cleaning of the coolers with minimum downtime.

Angus Fotheringham, Komatsu Australia's excavator product manager, said the two new Dash 8 heavy excavation machines delivered class-leading comfort, fuel efficiency and production to the heavy construction and quarrying sectors.

"These high-production excavators are the most modern and advanced machines on the market today, with no other equipment manufacturer able to offer Komatsu's combination of industry-leading technology and componentry," he said.

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

"The end result is a heavy duty excavator line that will drive down quarry operators' and contractors' running and operational costs."

"BEST EXCAVATOR I'VE EVER SEEN"



Ken Madden with his fleet of utility machines.

Tasmanian contractor Ken Madden, of Madden Excavations, bought his first Komatsu excavator, a PC40-6 about 15 years ago. It was so reliable and performed so well, he's only bought Komatsu since.

"In 13,500 hours, I never even had to touch anything. After that, I thought I'd better stick

with Komatsu," said Ken.

"I've had all Komatsu machines since then; you just don't seem to have any trouble with them.

"I reckon that PC40-6 did the work of an 8 tonne machine - and since then, the machines have improved that much, they're unreal," he said.

Today Ken owns a substantial

fleet of utility sized Komatsu excavators, including two PC05R-8s, two PC12R-8s, two PC40MR-2s, two PC50MR-2s, a PC78MR-6 and a PC128US-2, as well as a couple of tippers.

Based in Glenorchy, to the north of Hobart, Ken has been working in the area for around 28 years, carrying out primarily drainage, water and - more

recently - gas reticulation work, as well as general contracting and hourly hire work. A lot of his work is for Glenorchy Council.

"Because of the sort of work we are doing, we don't have a need for the big excavators, like 20 tonne machines; these smaller ones suit us just fine," he said.

"Today, we have tilting cabs, zero swing, better counterweights, they are just amazing.

"We find the Komatsu excavators very nice and smooth; they would be the best I've ever seen.

"My operators also love them, and really look after them - they'll give them a polish, and they're real particular about caring for them," Ken said.

"Dougie Fulton at Komatsu also looks after me really well. Nothing's ever a problem."

HALL OF FAME



A Komatsu PC200-6 excavator bought in 1994 has clocked up more than 17,000 hours and is still performing today with minimal cost for South Island Contractor that helped Pienser the use of excavators in NZ in the early 1960's.

Doug Symons Contracting, founded by Doug in 1963, and today run by his son Blair, bought the first self-propelled full-slewing excavator in NZ in 1964, and in 1982 bought one of the first Komatsu excavators in the South Island - a PC200-1.

"COSTS SO LITTLE TO RUN"

Based at Otatau - northwest of Invercargill in the far South Island, Doug Symons Contracting focuses on forestry-related work, which accounts for about 50% of its turnover, with farm development work making up the balance.

When Doug Symons Contracting moved into forestry in the mid 1980s, it was one of the earliest contractors in New Zealand to use a log grapple, which was fitted to the PC200-1.

Since then the company has bought only Komatsu excavators - today running a fleet of four - a PC200-6, a PC200LC-6, a PC200LC-7 and a PC128-2, along with a GD650-2 grader.

For the past five years the PC200-6 has been used primarily as a backup machine, carrying out forestry road

construction and maintenance work, and in farm development applications.

According to Blair Symons its most remarkable achievement is "how little it has cost us to run over the years".

"It's been a very good, reliable machine. We've only had to replace three of the original hoses and put new Durocone seals in the final drives. We've also resealed one ram and replaced the water pump.

"The machine also got new track chains and sprockets at 12,880 hours, though it's still running with the majority of its original track rollers. With regular servicing and maintenance, it just hasn't let us down," he said.

TECHNOLOGY IMPRESSES ROAD METALS



One of New Zealand's most experienced specialist crushing companies has just taken delivery of a Komatsu BR380JG-1 mobile crusher, allowing it to carry out hard rock crushing at sites throughout the South Island.

Road Metals, which celebrated its 50th anniversary last year, is one of the largest privately owned sand and aggregates suppliers in the South Island.

Road Metals decision to purchase the new crusher was due to its mobility, its capacity, and its technologically advanced hydraulic jaw system.

According to general manager George Kelcher, limitations on alluvial materials has meant there is a need for more hard-rock crushing to meet the needs

of its customers.

"In the past, a lot of our crushing has been out of alluvial gravel pits and rivers, but with the changing environment, these gravel pits are getting scarcer, and we are having to look to solid-rock quarries," he said.

"This new crusher is a good size for our operations. Its 42 inch by 22 inch jaw is a pretty good size for a portable machine, and is ideal for feeding our existing alluvial crushing and screening plants with -100 to -200 mm material".

"And because the majority of our operation is based around mobile equipment - most of our equipment is either on wheels or on tracks - we wanted the largest crusher we could get which could still be easily

shifted around under NZ's transport laws," said George Kelcher.

He said Road Metals had been looking at Komatsu crushers for a number of years, before opting for its new BR380JG-1.

"We looked at buying a BR380 early 2005 when it first came out and visited Japan to see the crusher being produced first hand."

"We were very attracted by its capacity, and also the new hydraulic jaw technology, which does away with the toggle plate system, making it very easy to adjust, and giving more protection against damage," Kelcher said.

"The big advantage of this system is that it brings the latest hydraulic cone crusher

technology to jaw crushers."

"All reports from existing users on the BR380 have been very good, so we've now purchased our own unit."

Road Metals' new machine was unveiled at the NZ Quarry Conference Field Day in early July.

Road Metals has been involved in some of the South Island's largest projects over the years.

"Crushing is our business; what we do is produce sand and aggregates and crushed products for a wide range of clients, and provide transport and delivery for these products if required," said George.

"This new item of equipment will fit in very well with the rest of our business."

ANOTHER NZ QUARRY SUCCESS



This year, the NZ Institute of Quarrying held its annual conference in Christchurch, located midway down the east coast of the south island, this city is the largest city of the south island.

Komatsu NZ again sponsored the Friday lunch of the conference, as well as the Komatsu Travel Award of \$5,000 for excellence and service within the Institute. The award is to assist the recipient to further his or her knowledge of the quarrying industry for their benefit and that of the New Zealand Institute.

This year's award was won by Corbus van Vuuren from Higgins.

The Komatsu lunch also featured the amazing *Three Waiters*, a sophisticated and hilarious entertainment made up of some of the best performers that opera and music theatre has to offer.

Conference delegates were hoaxed into believing these three handsome men were "real" waiters before eventually grouping to perform a show of the "Three Tenors" style.

TIPS FOR EXTENDING UNDERCARRIAGE LIFE



Komatsu undercarriage track specialist carrying out a pin inspection.

Roger Baker, Komatsu Australia's sales and business development manager for undercarriage, gives some tips on managing undercarriage wear - and how to significantly extend undercarriage life using a tried-and-tested technique.

The key to reducing your undercarriage costs is all about how you manage wear.

The first thing to do is to look at conditions where your equipment is operating; they are a major contributor to wear.

Harsh conditions, such as abrasive or sandy materials in a wet site, will very quickly wear an undercarriage. Often this may have to be a trade off; most operators accept that

undercarriage wear rates will be very high, and price the job or project accordingly.

However, even in the worst conditions (and wet sand is right up there), keeping a close eye on undercarriage wear, and taking action at the right moment can gain you substantially longer life.

In the past, it was accepted in an abrasive environment that you would simply run the tracks to destruction, then replace the links.

But now the preferred option is to carry out regular inspections and do a pin-and-bush turn (turning the pins and bushes through 180°) when wear gets to a certain level. This

effectively gives you another life from your undercarriage.

This has been a recognised process on dozers for many years, but hasn't traditionally been a standard practice for excavators.

However, we are now finding a lot more interest in better managing undercarriage wear on excavators.

Combining regular undercarriage inspections (and remember the wear on pins and bushes is measured in millimetres, so it's not just a case of a visual inspection - you have to have the right tools), with a pin-and-bush turn can get you another 60% additional life from your track.

For example, if you do a pin-and-bush turn at 5000 hours, you stand a good chance of getting another 3000 to 4000 hours from your track. If you didn't do the turn, you may only get a total of 6000-7000 hours.

Successful pin-and-bush turns on SALT:

Many owners of dozers may not be aware that recent advances in the technology behind sealed and lubricated track (SALT) mean that such components are now far more likely to allow successful pin-and-bush turns.

Traditionally with SALT components on undercarriage, it was not always possible to guarantee that a pin-and-bush turn would be a "wet turn", so that the SALT held its oil.

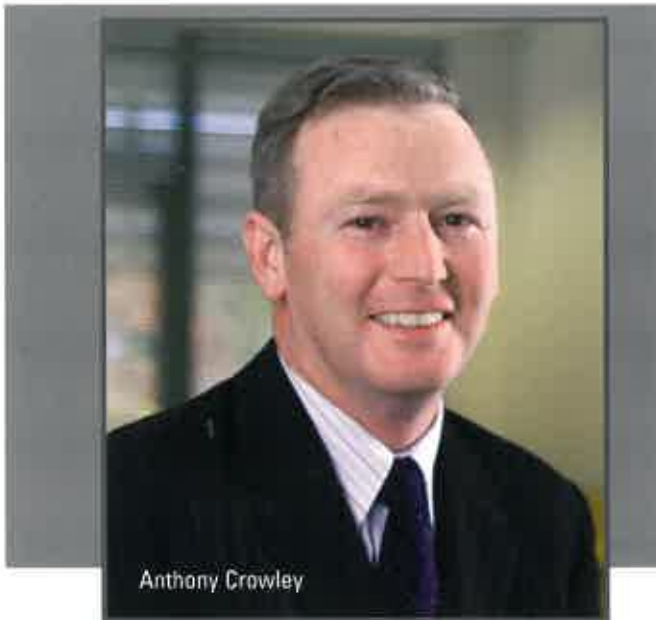
However, improvements in SALT design and optimised component tolerances mean pin-and-bush turns can be carried out with a high degree of confidence that it will be a successful wet turn.

For example, better seal design, tighter tolerances, and developments such as the patented wedge ring design on large Komatsu (D275A and up) dozers maintains the joint stability, while at the same time allowing much easier disassembly and re-assembly.

These new design parameters mean SALT pin and bush turns today are far more likely to be successful - something that isn't always appreciated by owners of dozers, who may have had negative experiences in the past.

The message today is that you are far more likely to have a successful pin and bush turn, reduce your operating costs, and get another life from your undercarriage links, with no detriment to performance, because you are not going to lose oil.

MAJOR UPGRADE TO SAFETY MANAGEMENT PROGRAM



Anthony Crowley

Komatsu Australia is in the process of introducing some major changes to its safety management system to assist everyone in the company to better manage workplace health and safety.

A key initiative to support Komatsu Australia's program of continuous improvement in safety performance will be the introduction of a new *Komatsu Australia Risk Management Handbook*.

To be released in late October 2006, the new handbook will replace the existing *TAKE 5* notebook, which has been the basis of the company's OH&S documentation since April 2000.

The new handbook supports individuals in undertaking risk analysis, the "Take 5" approach to job safety analysis (JSA) and hazard reporting.

According to Anthony Crowley, Komatsu Australia's General Manager Human Resources, implementation of the upgraded safety management system will involve a total revamp and retraining in risk assessment and Take 5.

It will be supported by new

checklists and posters, along with the introduction of new systems and databases.

"Although we are travelling well in terms of OH&S statistics - achieving better than industry standards - we cannot rest until we have eradicated all incidents that cause or have the potential to cause harm to individuals and potential loss to the organisation," he said.

Anthony said it was essential for everyone within Komatsu Australia to fully support the initiative.

"I encourage all personnel to embrace this and other initiatives being developed and assist with the implementation process to ensure we can achieve our goal of incident-free workplaces," he said.

According to Mark Sproull, Komatsu Australia's National OH&S Manager, the dynamic changes to the company's safety management system are based upon a proactive approach with continuous improvement being a key factor in ensuring it is always at the forefront of good health and safety performance.

Komatsu Australia has a number of projects currently under development to further support the company's safety management program. These projects will be released in a phased approach over the coming months.

In addition to the introduction of the Risk Management Handbook, other elements of the upgraded safety management system include:

- ▶ An incident recording management system
- ▶ Creation of job safety analysis (JSA) and safe work procedures (SWP) databases
- ▶ Introduction of a chemical management database.

"Our incident recording management system will provide Komatsu Australia with the ability to identify incident trends by analysing an incident database," said Mark.

"This system will have the means to capture all incidents in Australia, including injuries, near misses, property damage, hazard reports, plant-related issues and so on.

"We will also be able to crystal-ball incident trends in a proactive manner to provide solutions and preventive measures before incidents occur," he said.

Included in this incident recording system will be many other features, such as built-in incident investigation techniques, compliance auditing and inspection checklists, and an escalation process to ensure action is taken in a timely manner, and control measures are put in place for all incidents.

Databases for job safety analysis (JSA) and safe work procedures (SWP) will be created and will incorporate

the company's current procedures.

These will be searchable and will have the ability to develop JSAs and SWPs in an on-line template.

"This initiative will maintain a consistent approach when writing safety-related documents; due to the search functions, it will reduce the need to re-invent the wheel each time we build a new machine or are required to introduce procedures at client sites," Mark said.

A chemical management database will be introduced to assist with maintaining hazardous substances in the workplace and storing of nationwide material safety data sheets (MSDSs) in a single accessible location.

An important element in the new Komatsu safety management system will be the KALSAFE "one-stop shop" located on the Komatsu Australia intranet.

"Our KALSAFE program will give our people ready access to all current OH&S policies and procedures, OH&S and induction training, JSA and SWP databases, incident recording management system, as well as other OH&S-related information," said Anthony.

"The philosophy behind KALSAFE is to give everyone in the company the ability to find all tools and resources relating to health and safety in a single easily accessible location.

"However, while these tools will revolutionise the ways we manage safety and share information, nothing can replace the importance of every individual taking responsibility for their own actions, by adopting the approach of: Stop. Think. Do," he said.

VALE: BARRY POTTER, FORMER NATIONAL TRAINING MANAGER



retired in September last year. Jim Playsted, Komatsu Australia's Tasmanian Manager, who worked with Barry for over 20 years, penned this tribute to him.

Barry was one of the first Komatsu management people I met after joining the company back in 1984, through the Forcepower dealership. My impressions of him have never changed.

He was always enthusiastic and sincere - but it was the way he took an almost child-like interest in the experiences and well-being of others which I remember most.

His engaging smile and direct eye connection always impressed upon me the depth he brought to any conversation and if he was forced to speak sternly, we paid attention - for that was unusual.

He was a master of understatement, always with a twinkle in his eye. And he knew how to get what the customer

wanted from the company system while keeping everyone informed and making a minimum of fuss.

If he was unable to produce a prompt outcome - well, we all knew the pain of his endeavour turning every stone until he reached his goal. What a great example of customer service and commitment he set for us.

Barry personified the quintessential "KOMAT-a-phile", if I may coin a term. For him the company was not just another journey to somewhere better; it was his destination.

I knew when I took his advice it was therefore carefully considered and would meet the approval of our senior management. We all admired and trusted him as one of the few absolute fanatics about our company and the machines we "sent into battle" together.

Some say business is changed now from that which we came to accept was the requisite foundation for a successful

enterprise.

Technology has and travel has, but the fundamentals of trust, knowledge, leadership by example and passion never will change.

Barry was one of those who always made it happen.

He was not a high flier, yet in his down-to-earth and often humble personal style, he was a strategic leader within the Komatsu Australia business.

His kindness, experience and training skills remain legendary, his tolerance and care of others likewise.

Yet he was not one to take the limelight - I recall him avoiding recognition, preferring to confer that upon others. Such was the man.

We will remember him with great affection and always strive to produce customer service of the quality he would want it to be. His was the lamp which lit our way.

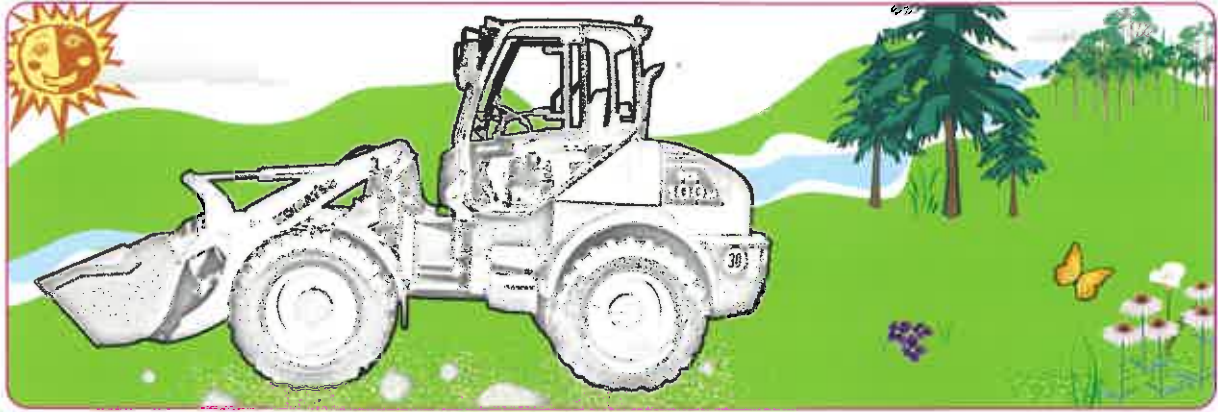
It is with great sadness that we report the recent passing of Barry Potter, a long-time member of the Komatsu management team in Australia since joining the company in 1977. Barry, who was the first-ever editor of Down to Earth (D2E) magazine, was national training manager when he

ELLIOTTS RECOGNISE LOYAL SERVICE



Sydney-based plant hirer W&D Elliott Pty Ltd recently held a surprise function to celebrate 10 or more years of service to the company by three of its Komatsu excavator operators. From left are co-owner Bill Elliott; Robert Wright, PC138US-2 operator (10 years); Brian VanDyk, PC130-7 operator (12 years); Graham Galloway, foreman and operator of "all our machines" (10 years); and co-owner Dianne Elliott. All three operators were presented with mounted Komatsu excavator models to mark their service to Elliotts. The company, which has been buying Komatsu excavators since 1994, owns five machines; in addition to the PC138US-6 and PC130-7, it owns two PC200-6s and a PC120-6. Including the current machines, it has owned a total of 10 Komatsu excavators since 1994.

SPOT THE DIFFERENCE



Take a look at these two pictures and see if you can find the 5 differences between them. Put an X to mark each difference, fill in your details below and mail it back to us:

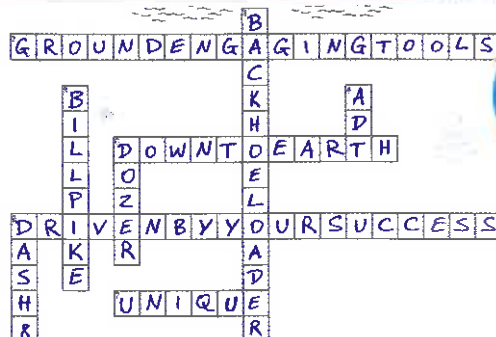
SPOT THE DIFFERENCE COMPETITION
KOMATSU AUSTRALIA PTY LTD
P.O. BOX 943, NORTH RYDE, BC 1670

Name: Age:
 Address:
 Phone: Email:
 Postcode:
 Parent or Guardian Signature:

The first 3 entries drawn out will win a Komatsu Kids Pack, which includes one Komatsu backpack, one Komatsu cap and one Komatsu drink bottle.



Winners will be drawn on November 30, 2006 at 3:00pm at 2 Richardson Place North Ryde, Sydney. Winners will be notified by phone and/or mail directly following the draw.



SOLUTION FOR KOMWORDS ISSUE 41



- More operator comfort
- Designed for greater productivity
- Unique and unrivalled technologies



... loads more business sense

Nothing boosts productivity like operator comfort. That's why the unique and unrivalled technologies of Komatsu's **WA600-6 wheel loader** offer outstanding operator comfort and control.

Call 1800 566 287 or visit www.komatsu.com.au



KOMATSU
Driven by your success