



» DOWN TO EARTH MAGAZINE

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Ian Olivieri
Managing Director
Komatsu Australia Pty Ltd

KOMATSU COMMENTS

The Komatsu brand has built a strong reputation in Australia, extending throughout the mining, construction and utility industry sectors, with quality, reliability and innovation at the forefront.

However, the local government sector is one area in which we have always felt that we could achieve more.

Over recent years we have added our backhoe/loader range, our new skidsteer loaders and our portable crushers to our traditional excavator and wheeled loader range.

Adding our new GXX series of motor graders will significantly enhance our package to the civil construction and local government markets.

Re-designed from the ground up and manufactured in Japan

for the global market, this new grader range will challenge the competition and offer this market a choice that goes beyond automatic brand selection or a decision based only on capital pricing, by offering a number of unique features that make grader operation easier and more comfortable to perform.

Two areas that Komatsu Australia is constantly working to enhance are safety and training.

Congratulations to our New South Wales operation, as it is now ready for certification of the AS/NZ4801 Safety Management System.

Congratulations also to our Mount Thorley branch, which via the nomination of its own apprentices, has recently been judged the NSW Hunter Valley's best employer of apprentices.

This is very pleasing to note, as we have been working in all operations to increase both our apprentice intake numbers and to provide them with an environment in which they can develop the skills that both our company and the industry at large requires to meet our future growth, as well as meeting their individual career needs.

Finally, our New Zealand operations are continuing to develop and will be further enhanced thanks to our appointment by Ingersoll-Rand as its distributor for hydraulic and rotary blasthole crawler drill rigs.

This is an extension of our association with Ingersoll-Rand in Australia and will leverage the knowledge, parts and technical support that have been built up over the past 10 years.

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KOMATSU GRADERS "SUPER QUIET"

Komatsu Australia has released a new range of motor graders, manufactured in Japan and completely redesigned from the ground up.

These "globally designed" graders incorporate end-user design inputs from around the world and achieve operator earsound levels below 74dBA.

The new GXX range consists of three new variable horsepower models, the GD555-3 (104-119 kW, 16,700 kg), the GD655-3 (123-142 kW, 17,400 kg) and the GD675-3 (134-149 kW, 18,000 kg).

All feature Komatsu componentry throughout, raising the standard of grader operator comfort, visibility and control to levels comparable with Komatsu brand excavators and wheel loaders.

They incorporate a range of unique features not previously available to the industry. These include:

- ▶ Dual direct-drive/torque converter transmission, giving the operator the choice of direct drive transmission as used on conventional graders or torque converter transmission for improved control at low speeds and in final finishing – all at the flick of a switch.
- ▶ A hydraulic system delivering full constant speed regardless of engine rpm.
- ▶ Best visibility of any grader on the market, giving the operator an unmatched view out the front, to the front



Komatsu's new GX655 grader, part of a new grader range that has just been released onto the Australian market.

wheels, full width of the blade and even the rear ripper shanks.

- ▶ Circle slip clutch and low-pressure blade accumulator to protect against component damage if the blade strikes any solid objects such as rocks or manhole covers.
- ▶ Tight turning circle due to the combination of steering angle, articulation, wheel lean and oscillation.
- ▶ Reduced wheel spin through a manual lock/unlock differential.
- ▶ Short-stroke, low-effort controls for easy operation.
- ▶ 74 dBA at operators ear.

According to Kevin Edwards, Komatsu Australia's product manager, construction graders and dozers, the developments incorporated in the new grader range takes this product line to the top of its class as the next generation of graders for industry.

"They represent a significant upgrade in features and design from our previous US-designed

and manufactured grader range, although a number of popular features of these machines have been retained and upgraded.

"Komatsu has completely redesigned them and moved production to our highly regarded Mooka factory in Japan. This factory is responsible for many other 'icon' Komatsu models sold by Komatsu Australia," said Kevin.

"The result is a range of exciting new machines, among other gains, with unmatched ergonomics and visibility to front and rear, greatly increasing jobsite safety.

"Our GXX range has been designed very much with the operator in mind, in terms of comfort, sound levels, safety and ease of operation. It's a machine which operators will really enjoy working in and which will make it a lot easier for them to better carry out a wide range of grading tasks," he said.

Key specs

Brief specs of the new graders

are as follows:

GD555-3: operating weight, 16,700 kg; engine, Komatsu SA6D102E rated at 104-119 kW@2000 rpm; speeds F/R, 8/4; maximum speed, 42.9 km/h; blade length, 3710 mm; turning circle radius, 6.8 m.

GD655-3: operating weight, 17,400 kg; engine, Komatsu SA6D114E rated at 123-142 kW@1900 rpm; speeds F/R, 8/4; maximum speed, 42.1 km/h; blade length, 3710 mm; turning circle radius, 6.9 m.

GD675-3: operating weight, 18,000 kg; engine, Komatsu SA6D114E rated at 134-149 kW@1900 rpm; speeds F/R, 8/4; maximum speed, 42.1 km/h; blade length, 3710 mm; turning circle radius, 6.9 m.

Further information: ph 1800 853 311 or your local Komatsu rep, or email graders@komatsu.com.au.

To receive a "Virtual Reality" walkaround CD of the new GXX series graders, please email, wghali@komatsu.com.au or phone 1800 853 311



"BUY ONE FOR BEACON": HELPING BEAT YOUTH UNEMPLOYMENT

With the release of its new GXX series graders, Komatsu Australia has launched a "Buy one for Beacon" campaign.

The campaign will raise funds for the Beacon Foundation's national program to bring focus and purpose to the lives of young Australians

For every grader sold to local government, Komatsu Australia will donate \$1000 to the Beacon Foundation for the continuation of this important work in communities across the nation.

The "Buy one for Beacon" campaign is part of Komatsu Australia's on-going

commitment to Beacon which began during 2002 when Komatsu auctioned a new PC200-7 excavator specially painted by iconic Australian artist Pro Hart.

The Pro Hart special subsequently toured Australia, travelling more than 20,000 km to spread the message of Beacon.

The February 2002 auction raised \$90,000 for Beacon, which works with schools and local communities to ensure school leavers see employment or further education as their only options and the dole as "a safety net, not an ambition".

Since starting national replication during 2001, Beacon's "No Dole" programs have been rolled out in 14 schools and communities around Australia, with more than 2000 students now involved in the campaign.

"Our new 'Buy one for Beacon' campaign is the latest initiative in our continuing support for what the Beacon Foundation is trying to achieve for young Australians," said Jim Playsted, Komatsu Australia's national sales and marketing general manager.

More information on Beacon and its activities can be found



Jim Playsted.

at the newly launched Beacon website at

www.beaconfoundation.net.

Further information: ph 1800 853 311 or or email

beacon@komatsu.com.au

KOMATSU SIGNS FIVE-YEAR AGREEMENT WITH BHP BILLITON

Komatsu America Corp has signed a five-year supply agreement with global mining house BHP Billiton for earthmoving and mining equipment.

The agreement between Komatsu America Corp and BHP Billiton was announced in Chicago by Dave Grzelak, chairman of Komatsu America Corp and Komatsu Global Mining and Marketing Division.

Komatsu is one of only three preferred suppliers to survive BHP Billiton's rigorous 12-month EME (Earth Moving Equipment) selection process.

Under the agreement, Komatsu will have continued access to

business opportunities with one of the world's largest miners for the supply of mine trucks, large wheel loaders and dozers through affiliate organizations in the Americas, South Africa, Australasia and the European continent, stated Dave Grzelak.

"A significant portion of BHP Billiton's forthcoming business opportunities has been made available to competition by preferred suppliers within the five-year period of the EME contract," he said.

"As the second largest fleet supplier to BHP Billiton, we at Komatsu will use our status of preferred supplier to build upon recent successes with BHP Billiton."



This 930E dump truck is one of 16 delivered to BHP Billiton in Australia in the past two years.

"These include the supply of sixteen 930E haul trucks, D475

dozers, WA900 and WA1200 large wheel loaders to BHP Billiton sites in Australia and other Komatsu mining machines for the Escondida mine in Chile, Douglas Colliery in South Africa and Ekati Diamonds in Canada."

"We welcome competition of this kind and thank the BHP Billiton procurement team for their confidence in us as we go into this important alliance," said Dave.

"All of our dealer support teams around the world will read this selection as a positive endorsement of our company and products as we continue building the systems and infrastructure which the mining industry requires."

WA1200-3 PROVES ITS VALUE IN KEEPING COSTS DOWN AT BULGA COAL



Bulga Coal has found its Komatsu WA1200-3 loader to be a very stable, productive and versatile machine.

Two and a half years after its delivery, Bulga Coal's Komatsu WA1200-3 loader is continuing to perform well, showing itself to be a productive and versatile machine that is well-liked by its operators.

The loader was delivered to Bulga Coal management's open cut mine near Singleton in the NSW Hunter Valley in January 2001, and has since logged around 14,000 hours.

According to Nigel Wood, the mine's production superintendent, the WA1200-3 is the best option for mines looking for large wheel loaders.

"I personally think that, looking at what else is on the market, you couldn't go past buying the WA1200," he said.

"Among mechanical drive loaders, it's by far the most stable on the market, while the mechanical drive gives substantial advantages over electric drive loaders in rimpull and digging power.

"In terms of the large loader

market, Komatsu with the WA1200-3 has it pretty much wrapped up at the moment," said Nigel.

The mine's maintenance contract with Komatsu is based on 70% coal loading, 30% overburden, which is close to what's being achieved.

In overburden production, it's exceeding the budgeted production of around 960 BCM per hour, while in coal production it is again exceeding the budgeted production of just under 2000 tonnes per hour — sometimes achieving up to 2500 tonnes per hour.

"Its digging performance in coal extraction is certainly allowing us to keep our costs down," said Nigel.

"On some coal seams, instead of ripping and pushing the coal prior to loading it, we're able to get away with just ripping the coal and then loading straight from the face.

"Electric drive loaders couldn't do that, because they tend to

bog down," he said. "However, the mechanical drive characteristics of the Komatsu mean it's much better at pushing and loading."

The ability to rip then load can substantially reduce costs, said Nigel. Not only is the mine eliminating the need for the dozers to push the coal, but also minimises fines and clay contamination because the coal isn't being handled as often.

"That lets us reduce costs in the washing plant through minimising fines and contamination.

"It's also a very stable unit," Nigel said. "The blokes like the stability of it, and are not frightened of using it on slopes, unlike some other large loaders on the market.

"We're able to use it on 8% grades with no problems."

Another advantage of the WA1200 is its ability to work in water and soft underfoot conditions.

"Generally, you cannot put an electric drive to work if there's pools of water on the ground. If the floor's a bit soft and it's a downhill grade, you may find the electric drive will bog down and won't be able to pull itself out."

"Tyre wear has also been very good; we are getting a minimum of 10,000 hours from the tyres, we are running the tyres on the front for 6000 hours and then transferring them to the rear for at least 4000 hours, which is much higher than the industry average for a large wheel loader," he said.

When Bulga first purchased the WA1200-3, it retained two existing electric drive loaders as backup machines. The WA1200-3 proved to be a lot cheaper to run than the electric drive loaders.

A recent revision of Bulga's mine plan, coupled with the production capability of the WA1200-3, has allowed the mine to sell off the two older loaders.

KOMATSU ENTERS NEW INDUSTRY



The BZ210-1 Reterra mobile soil recycler.

Komatsu has entered the environmental rehabilitation business in Australia with the release of its Reterra BZ210 soil recycler.

Komatsu's Reterra mobile soil recyclers are capable of rehabilitating a wide range of soil types – including decontamination of severely contaminated soils.

Applications include:

- ▶ upgrading of silty, sloppy or muddy materials so they are suitable for construction, landscaping and other purposes
- ▶ improving sandy or rocky material for construction purposes
- ▶ converting poor quality waste soil material, that would otherwise go to landfill, so it is suitable for construction, landscaping, etc
- ▶ decontaminating soils containing heavy metals and other toxins, converting them to stabilised material that is no longer a threat to the environment

- ▶ eliminating dust and potential OH&S hazards in soil stabilisation works
- ▶ increasing the CBR (California Bearing Ratio) of poor-quality in-situ materials, making them suitable for roadbase applications.

Similar in appearance to a mobile crusher, Komatsu's Reterra concept uses a soil cutter to break up the material and carry out initial mixing of additives, plus a triple rotary hammer to break the material into finer particles and complete the mixing process.

Raw material is placed into feed-in hopper, while additives go into a separate hopper. The additive is then fed to the raw material at a preset rate (depending on the amount required).

Clean, useable fill comes out the other end.

According to Angus Fotheringham, Komatsu Australia's product manager, crushers, the Reterra concept has been well proven in Japan over the past six years.

"The first Reterra machines went into service in 1996, working for the Tokyo Gas Company, improving surplus soil so it could be re-used, instead of having to go to landfill," he said.

"Japan has major problems in disposing of surplus soil from construction and industrial applications – as much as 450 million cubic metres a year has to be disposed of.

"In the mid-1990s, as little as 15% of this was being recycled, which lead Komatsu to develop the Reterra concept," said Angus.

"Since their introduction, they have been successfully used on many soil improvement projects throughout Japan."

Komatsu's Reterra soil recyclers share a large degree of parts commonality with its Dash 6 excavator line – a concept which has also been adopted on its crusher range.

The undercarriage, power plant and hydraulic system are all based on excavator technology.

"Because they are mobile,

Komatsu's Reterra machines are a highly flexible and efficient method of soil stabilisation, recycling and decontamination," said Angus.

"They eliminate the need to transport waste or contaminated material off site to landfill or a treatment station and, because they can produce construction-quality materials, there is no need to truck in replacement fill material.

"That contributes to reducing environmental impacts.

"In addition, with the ability to process up to 100 cu m of material an hour, they offer comparative processing rates to fixed plants, without the need to transport materials to and from the site," he said.

Brief specs of the BZ210 Reterra are: throughput rate, 40-150 cu m/h; operating weight, 20.5 tonnes; engine Komatsu, rated at 106 kW.

Further information: ph 1800 853 311 or your local Komatsu rep, or email environment@komatsu.com.au

APPRENTICES SECONDED TO REMAN/CMS PROGRAM

By Barry Potter, Komatsu Australia's organisational development manager



Barry Potter.

Komatsu Australia currently has doubled apprentice intake numbers during 2003, as we recognise that the only way to ensure a supply of tradespeople in the future is to employ apprentices now.

However, one of the problems for apprentices today is that, while they become very skilled in diagnosis, component removal and replacement, and machine testing and adjusting, they have difficulty in getting experience in component overhaul.

This is because components are generally sent to a specialist overhaul or "re-manufacturing" centre.

Recognising this, and wanting our apprentices to have the best of experience and the edge over our competitors, Komatsu Australia has recently started an "Apprentice Secondment to Reman/CMS" program.

('Reman' is Komatsu's re-manufacturing business conducted at facilities in Brisbane and Perth, and CMS is our Condition Monitoring Service, also located in Brisbane and Perth).

Under the Brisbane program, up to four apprentices at a time, from all branches in Australia's eastern states and New Zealand, visit Reman/CMS for a month. A similar program exists in our Perth Reman and CMS centres.

During this time, they work as regular employees on a rotating basis in each of the sections, gaining experience in overhauling engines, power line components, fuel pumps and turbochargers, oil analysis laboratory operations and engine dynamometer testing.

We spoke to three apprentices recently during their time at Reman/CMS in Brisbane.

Stephen Lewis is a third year apprentice plant mechanic, from our Mt Thorley branch in the Hunter Valley of NSW.

Stephen found the experience at Reman/CMS great for his training.

"As we don't overhaul components in our branch, the experience at Reman/CMS is excellent for me.

"I have worked on transmissions, final drives, turbochargers and fuel pumps. Now I am working in the oil analysis lab and next week will move on to engine overhaul and dynamometer testing."

Chris Cameron comes from our Century Mine branch in far north Queensland, where he is a fourth year apprentice diesel fitter. Chris was busy dismantling a fuel pump when



Jason, Stephen and Chris in front of a completed engine ready for dispatch.

we spoke to him.

"I am learning how the components work internally and this will really help me when I go back home.

"Also, I now have a much better appreciation of the work involved here, such as the evaluation of every part. The people here have been really helpful and supportive."

Jason Juffs is a third year apprentice diesel fitter at our Brisbane branch in Sherwood, several kilometres away from the Reman/CMS centre in Acacia Ridge.

Jason told us that in particular, he has gained an appreciation of the quality of Reman's finished product.

"Anything with even a slight defect is changed, so the finished components are just like new again," Jason said.

"In addition, some things which are required in our apprentice log book are difficult to fulfil at the branch. Things like engine bottom end overhaul.

"The experience gained at Reman/CMS is really important, as it gives us the practice we

need to complete our course," he said.

As one of them commented: "a better tradesperson is the result."

Peter Dokmanovic, Komatsu Australia's national reman manager, agrees.

"This really is a worthwhile program. It is another way to feed back an understanding of the quality of Reman products and the importance of machine condition and oil analysis results from CMS.

"What Reman and CMS are doing helps ensure the future supply of properly skilled trades people in our country, and I and all our staff here are very proud to be part of this," said Peter.

John Hardy, our national condition monitoring manager based in Perth, also very supportive of the program.

Together with his people, John is currently working to provide detailed job instructions and assessments, to ensure the apprentices have the best opportunity to learn as much as possible during their time in the program.

KOMATSU'S SUCCESS IN OH&S

The common goal of any legislation for Occupational Health and Safety (OH&S) is to ensure a safe place of work exists without risk of injury to people, and to ensure persons who work there do so in a safe manner and follow safe work instructions without putting themselves or others at risk.

Komatsu Australia in NSW has successfully met the requirements of the second benchmark set by WorkCover NSW for having good occupational health safety and

injury management systems in place.

WorkCover NSW's Premium Discount Scheme (PDS) gives Komatsu Australia the incentive to be rewarded for programs that have improved workplace safety and return-to-work strategies for injured workers. This has played a vital part in reducing the number of accidents.

The success of meeting WorkCover's requirements for the PDS has given Komatsu not only a 25% reduction in the

Workers Compensation Premium, but Komatsu in NSW is now ready for certification to the AS/NZS 4801 Safety Management System in 2003.

"It is important to congratulate the employees, supervisors and managers for their dedication to safety and continual improvement of the total management system within NSW," said Margaret Fittler, Komatsu Australia's southern region, OHS&E; QA & employee development co-ordinator.

"Through their on-going



Margaret Fittler.

commitment and dedication, we are able to achieve certification," she said.

AGFEST 2003: TASSIE'S PREMIER EVENT

As reported in Down to Earth Issue 27 (July 2002), AGFEST is the largest agricultural show in Tasmania.

The show is organised by members of the Rural Youth Organisation of Tasmania, and AGFEST 2003 was another tribute to these hard working and dedicated volunteers.

Around 80,000 visitors took the opportunity to visit AGFEST 2003 and they were not disappointed with 760 exhibitors trying hard to impress them.

Komatsu Australia's Tasmanian branch used AGFEST to launch its new short-tail excavator

range and skidsteer loaders.

"As usual the enquiry rate was very high at AGFEST and a lot of interest was shown in the units on display," said John Alps, Komatsu Australia's Tasmanian state manager.

"Attracting particular interest was the PC58UU, which was sold a couple of days prior to the show.

"There was also keen interest in our new SK714-5 skidsteer loader, with many customers and potential customers commenting on the excellent joy stick control arrangement," said John.



The AH Plant site, where an array of Komatsu short-tail excavators were also displayed.



Left: David Champion of Roberts Ltd and John Alps, Tasmanian state manager at the Komatsu stand.



From left: Narelle Davis, Todd Marriott, Nina Casimaty, Geoffrey Hazell, Bob Whittle, Nick Bennetto, and Garry Dodd of Hazell Bros.

KOMATSU JUDGED BEST EMPLOYER OF APPRENTICES



Komatsu Australia's Mt Thorley apprentices and trainees with Neil Burge, business unit manager, mining, at far right.

Komatsu Australia was recently judged to be the NSW Hunter Valley's best employer of apprentices at the Hunter Valley Training Company's annual awards night in mid July.

The award for Large Company, Host Employer of the Year, was won by Komatsu Australia. Other nominees in this category were the Maitland Mercury, Delta Electricity, Comutel Pty Ltd, Joy Mining, Macquarie Generation, Scone Shire Council, Alstom Power and Newcastle Newspapers.

Host employers are nominated by their own apprentices or

trainees, and are judged on quality on-the-job training, providing a safe working environment and making the apprentice or trainee feel like a valued member of the team.

Komatsu Australia's Mt Thorley branch was nominated by first-year automotive (heavy vehicle) apprentice Jared Jones, who described Komatsu as "a great supporter of apprenticeships and traineeships".

"They make everyone feel welcome and a part of the team – whether you're a contractor or a employee," he said. "They make all team members feel like they belong. The

apprentices have access to all the facilities that other employees have.

"Komatsu [also] takes OH&S very seriously and this is reflected in the attitudes of those who work there. No expense is spared when it comes to safety, and all people on site are instructed in how to work safely, in all areas of the business.

"All of the apprentices and trainees feel very comfortable working with Komatsu, due to the approachable staff and safe environment that they have developed," said Jared.

Komatsu Australia's Mt Thorley branch has seven apprentices and two trainees, engaged through the Hunter Valley Training Company (HVTC).

HVTC has approximately 1000 apprentices and trainees across NSW, with branches from Wollongong to Coffs Harbour.

Other awards presented on the night included apprentice of the year, trainee of the year, school-based part-time trainee of the year, large company host employer of the year and small company host employer of the year.

COMPACT KOMATSU MACHINES PLAY KEY ROLE FOR CLEVER CAIRNS PLANT HIRER

A North Queensland-based plant hirer with an innovative approach to his customers' requirements has recently upgraded his fleet with a number of new compact Komatsu machines.

Gavin Crane runs the Cairns-based Cranes Backhoe Hire, offering niche-based services to Main Roads Queensland, local councils and contractors, as well as carrying out site preparation and building demolition work.

Gavin started in the business in 1995 with a single backhoe, and today has built up his business to include backhoes, tippers, skidsteers and the four new Komatsu units.

The new Komatsu machines consist of a 10-tonne PC110R which he bought in October 2002, plus two three-tonne PC30MRX zero swings, a 1.2-tonne PC12R-8 and a CD30 mini dumper on rubber tracks, all of which were purchased earlier this year.

All the excavators are fitted with hydraulic hammers, while the 3 tonne and 1.2 tonne machines are fitted with boring attachments. They are capable of boring to depths of 8 m.

Gavin's preference is to come up with innovative solutions to niche-based applications.

For example, he recently supplied one of his PC30MRX's to Main Roads Queensland for placing safety barrier support



Cranes Backhoe Hire's Komatsu PC110R excavator, one of four Komatsu machines the company has bought recently.

posts. Gavin designed a special attachment for his hammer on this machine to drive the posts into the ground.

What was previously carried in a week and a half using a backhoe/loader and another machine, plus a worker on the ground holding the post, Gavin's set up can carry out in three days — plus there's no worker on the ground under the machine.

"The machine does all the work, plus with the zero tailswing there's no need to block the lane off, while the rubber tracks mean the road's not damaged," he said.

"That machine's working for the MRQ pretty continuously now."

Another of Gavin's innovations

is the development of a 3 m wide levelling bar he's set up to fit on the PC110R and PC12R-8.

"This lets us trim up the site as if we had a grader, allowing us to quickly get it level," he said.

Cranes Backhoe Hire's CD30 mini dumper is used for general carry work and building demolition.

"Up here in the wet tropics, environmental issues are extremely important. The great thing about this machine is that it has virtually zero ground pressure, so it doesn't disturb the soil or the vegetation," said Gavin.

"In addition, the dump body rotates so you can dump out the rear or to either side, meaning you don't need to turn

the machine in confined spaces.

"This also makes it excellent for removing waste and demolition material in demolition jobs, because it can easily fit through standard-size doorways," he said.

Gavin is a fairly recent convert to Komatsu, having been persuaded to switch by Komatsu Australia's far north Queensland sales representative Clinton Kyle-Little.

"Since buying the Komatsu machines, I've been very pleased with them," he said. "They are very good machines, and perform extremely well. They've been very reliable and we've had absolutely no problems with them."

KOMATSU TAKES ON IR DRILLS FOR NEW ZEALAND

Komatsu Australia has been appointed New Zealand distributor for Ingersoll-Rand hydraulic and rotary blasthole crawler drill rigs.

These drill rigs are suitable for applications in construction, quarrying and mining.

Komatsu Australia has been successfully selling and supporting Ingersoll-Rand drill rigs in Australia for more than 10 years, and has built a substantial customer base of these machines.

Angus Fotheringham, Komatsu Australia and NZ's product manager, drill rigs, said this latest development would ensure Ingersoll-Rand drill rig owners in New Zealand would now have access to the high levels of support and service offered through Komatsu.

"We would encourage all existing Ingersoll-Rand drill rig owners to get in touch with us for any parts and service requirements or inquiries," he said.

Komatsu Australia is the Australian and New Zealand distributor for Komatsu construction and mining equipment, and for Ingersoll-Rand drilling equipment.

Further information: Komatsu Australia, ph 0800 566 287, website www.komatsu.co.nz, email drillrigs@komatsu.co.nz.



Angus Fotheringham.

SHORT-TAIL SUCCESS AT MYSTERY CREEK

The 35th New Zealand National Agricultural Fielddays were held on June 11-14, 2003 at Mystery Creek, near Hamilton in the central North Island.

This is New Zealand's premier agribusiness and heavy machinery event and is classed the biggest agricultural trade show in the southern hemisphere.

This year the Fielddays attracted

1000 exhibitors and 128,000 visitors went through its gates (compare that with the big overseas shows such as Bauma or Conexpo, which attract similar numbers).

Komatsu NZ used the Mystery Creek Fielddays to release its new short-tail excavator range and new merchandising collection into the New Zealand market.



Komatsu's display stand at Mystery Creek, NZ.

Existing and potential customers alike were impressed with the PC15R, PC27R, PC45MRX, PC58UU and PC128 on display, as well as the successful Dash 7 excavators and the new skidsteer loaders.

"Mystery Creek was very successful for us," said Jim Gardner, regional sales manager for Komatsu NZ.

"Our display stand was excellent and we had a high level of enquiries during the four days.

"One of our sales reps, Terry Borrie sold the PC27R displayed off the stand – making this show the best we've attended!" said Jim.



QUEENSLAND SHIRE HAPPY WITH NEW KOMATSU DOZER

Tara Shire Council, about two hours west of Toowoomba in south western Queensland, has recently taken delivery of a new Komatsu D275AX-5 dozer.

The dozer, delivered in May this year, is used for ripping and pushing gravel in the shire's

own gravel pits, prior to being loaded into the crusher.

According to Tara Shire's workshop supervisor Brian Savidge, the dozer has performed very well since its delivery.



Two views of the Komatsu D275AX-5 dozer working for Queensland's Tara Shire.



"The operator is really happy with the dozer. He came off another make, and he's still feeling his way with some of the features, but he really likes the machine," said Brian.

"Before and since delivery, Komatsu Australia has also

been very good. We had some very minor glitches in the first week or so, but the product support and field service people were on to it straight away, and since then we've had no problems."

SHORT-TAIL 22 TONNE EXCAVATOR "AN AMAZING MACHINE"

Adelaide contractor Neil Stennett, of NBS Excavations, is finding his short-tail Komatsu PC228US-3 excavator is "an amazing machine" that lets him do jobs that would be impossible with conventional excavators or backhoes.

NBS Excavations, which carries out both plant hire and contracting, has a fleet of six excavators, including the Komatsu PC228US-3 and a PC200-6, a Komatsu BR350JG crusher, a vacuum truck for pothole repairs, as well as various other equipment items.

Much of the company's work is in road repair and rehabilitation,

which is where the PC228US has come into its own.

"It's a great machine in confined spaces; there's absolutely no doubt about that," said Neil.

"We've had jobs in the city where we haven't been able to close down the street, and it's been perfect for them. We had one job working very close to trees, and with a conventional excavator or backhoe, we would have knocked them down.

"It's also an amazingly well balanced machine; everyone comments on that. You can lift up a pipe to put it into place,



NBS Excavations' PC228US-3 excavator is perfect for inner city road works.

and she doesn't even flinch," he said.

"In fact, that's the other good thing about it; it's equally as good as a conventional machine of the same weight.

"That means if we don't have

any confined space work, we can send it out to standard excavation work with no loss of performance," said Neil.

You can find more information on NBS Excavations at www.nbsexcavations.com.au.

LEADING WA SUBDIVISION CONTRACTOR SWITCHING TO KOMATSU



Wolfe Civil's new PC270-7 excavator outperforms other machines.

Wolfe Civil, one of Western Australia's leading subdivision contractors, is in the process of standardising its excavator and wheel loader fleets with Komatsu equipment.

Its wheel loader fleet of four machines is all Komatsu, while it has just bought its third Komatsu excavator – a PC270-7 – as part of its upgrading process.

According to managing director Alex Wolfe, the company has opted to standardise on Komatsu due to a combination of factors, including machine performance, OH&S, fuel economy and the complementary culture at Komatsu Australia's WA branch.

"We currently have a fleet of nine excavators; over the next few years we are planning to replace our six non-Komatsu machines with Komatsu excavators as we roll them

"And as far as performance goes, they'll outperform anything else in the same class.

"That especially applies to our new PC270-7. It's digging power and hydraulic speed is way above that of anything else on the market.

"The match of the upperworks with what's essentially a 30 tonne machine undercarriage is a perfect combination for our needs in the sandy soils we have here in Perth," he said.

According to Alex, the other key factor in switching to Komatsu is "the way they do business".

"The Komatsu WA team does business in a very similar way to us; our motto is 'Performance Plus', and that's very much the approach of Komatsu," he said.

"The way they run the business, the culture, the people we deal with is very much in keeping with our

approach, and that makes them great to do business with."

Alex started in the business 27 years ago when he established Wolfe Construction Co, specialising in the subdivision and civil sector – which is where the company still focuses its efforts.

A couple of years ago, the company changed its name to Wolfe Civil which, according to Alex, reflected a part of the company's succession planning process.

While he still retains 70% ownership of the company, three others have taken on management roles and shareholdings in the company: Lindsay Honey, a long-time operator who's worked his way up through the business and is now operations manager; office manager and accountant Karen Harris; and administration manager Alison Wolfe.

over," he said.

"A key reason for our decision to go with Komatsu is the unbeatable fuel consumption; we find we're getting 15-20% better fuel efficiency with these machines.

"Our workshop guys also find them a lot easier to maintain, especially the new Dash 7 line.



KOMATSU SKIDSTEERS PREFERRED BY COUNCIL OPERATORS

Two Komatsu SK815SF skidsteers have received praise for their reliability, comfort and ease of operation with a Victorian regional council.

The two machines are owned by Bencon, a business unit of the City of Greater Bendigo in central Victoria.

Bencon took delivery of the two skidsteers in June 2002, and since then they have clocked up over 1000 hours each.

According to Jamie McKindley, Bencon's construction co-ordinator, both skidsteers have proved to be extremely reliable since starting operation.

"The performance of both machines has been excellent; we had a few teething problems with the profiler unit to begin with, but once it was sorted out, we've had no problems whatsoever," he said.

"In addition, our local Komatsu



rep, John Tannahill, has been great in helping us with the machine, both before and after delivery."

Bencon's profiler unit is used for profiling out failed asphalt sections, ready for its Flocon asphalt placement machine.

"We've got a low loader set up with everything for the skidsteer: profiler, broom, forks, levelling unit, bucket, etc," said Jamie.

"When it goes out, it does the

whole job; all we need to do is bring in the Flocon to finish it off."

Bencon's "construction" skidsteer is used for a wide range of small construction and maintenance jobs, including nature strip cleanup and finishing work at the end of a job.

"Usually we use it for finishing/tidying work where we can't get in with the other equipment we have," said Jamie.



Bencon's Komatsu SK815-5 skidsteer fitted with profiler unit.

DIGGING DEEP TO HELP KIDS GET CURED



Komatsu Australia was a major sponsor at the recent annual Demolition Contractors Association (DCA) charity luncheon, which was held on Friday May 2, 2003 at the AJC Randwick Racecourse Function Centre.

Over \$54,000 was raised for the Sydney Children's Hospital at Randwick, through donations, sponsorships and a charity auction which was held during

the luncheon.

The hospital has a 70 to 80% success rate for curing cancer in children and with continuing support the hospital aims to cure 100% of children from cancer!

If you would like to donate to the Sydney Children's Hospital at Randwick please phone (02) 9382 1188 or email schfoundation@sesahs.nsw.gov.au



From left: Ian MacCowan from Komatsu, Craig Long from Civil Contractors Federation - NSW, Prof. Glenn Marshall from The Children's Hospital, Bob Brady President of DCA, and the organising committee Frank Lombardi, Paul Hassarati and Ross Mitchell at the handover for \$54,000

KOMATSU RESCUES CONTINUE WITH COASTAL PATROL

Komatsu Rescue, the 25 ft rescue boat donated to the Royal Volunteer Coastal Patrol Sydney by Komatsu Australia seven years ago, is continually on call to assist in maritime emergencies.

According to Commander Richard Smith, divisional commander, RVCP Sydney, Komatsu Rescue "works very hard and is our prime rescue boat both in the harbour and to short distances outside the harbour".

"In the past couple of months, Komatsu Rescue has been

involved in 27 rescues.

"These ranged from mechanical and fuel problems to fire on board a very-close-to-sinking 35 ft cruiser," said Richard.

"The public we attended were very relieved to see the bright yellow boat, with Komatsu Rescue and Volunteer Coastal Patrol emblazoned on the hull, coming to their rescue.

"The best description I have heard for Komatsu Rescue recently came from a four-year-old boy talking to his dad after we had rescued them from their



leaking boat.

"As the weather was turning bad and it was getting dark, the small boy was starting to become distressed. He looked at the boat, tried to pronounce

Komatsu, and said to his dad: 'This is a proper boat dad; can we go out on this one next time?'"

"That said it all for me," said Richard.

AZZONA KOMATSU LOYALTY

Melbourne-based Azzona Drainage Contractors has been a loyal user of Komatsu excavators since the first machines were introduced in Australia in the early 1980s.

Ask managing director Robert Di Giandomenico, one of three brothers who owns the business, why this is, and the answer's very straightforward: "They don't ever wear out!

"The overall machine life, especially in hammer operation, is fantastic. You just can't beat them.

"And the fuel efficiency is amazing," he said.

Azzona's current fleet consists of a PC400-6, a PC300-7, three PC300-6s, a PC200-6, a PC250-6 and a PC120-6 excavator, plus a WA250-1, a WA180-3 and a WA100-3 wheel loader.

The company has expanded



significantly since it was first established in 1980 and currently employs over 40 people.

When we caught up with Robert, Azzona had a number of machines at work on a residential subdivision site at Hayston Valley Estate in Epping. This project involved installing 1.7 km of 150mm and 225mm diameter sewer pipe at depths

of 2-5m, through some very hard rock.

The company has had Komatsu excavators ever since the first Dash 1 machines came out in the early 1980s.

"My father started off with backhoes, then moved up to Komatsu excavators and we've stuck with them ever since.

"One of the reasons for this is that when a Komatsu excavator clocks up high hours, you never have to spend up on components," said Robert.

"It's the same with the wheel loaders; our WA250-1 is a 1989 model with 15,000 hours on it, and all we've ever had to replace has been an alternator."

All Azzona's excavators are piped up for hammer work, necessary in the north-western suburbs of Melbourne where

most of the company's work is carried out.

"Ninety per cent of our work is deep trenching, and it's all in rock out here," he said.

The machines can also be fitted with an assortment of compactor plates, trenching wheels and various buckets.

Another reason that Azzona has stuck with Komatsu has been the level of service provided – and all its Komatsu machines are maintained by Komatsu Australia under service contracts.

"We are the only company in the civil construction industry that has solely Komatsu excavators and wheel loaders" said Robert.

You can find out more about Azzona Drainage Contractors at its website at www.azzona.com.au.

KOMATSU INTRODUCES SECOND IR NEW GENERATION DRILL RIG

Komatsu Australia has introduced the Ingersoll-Rand ECM-720 top hammer hydraulic crawler drill, designed for drilling applications in large quarries and open pit mine sites.

It is the first in a new series of crawler drills, the 700 series, and is designed primarily to drill production and pre-split blast holes of 89-140 mm in diameter.

With a height of 3.2 m, a length of 10.9 m and a width of 2.5 m, the ECM-720 is designed to be easily transported without the need for special permits.

It is powered by a low revving 272 kW diesel engine and features a Ingersoll-Rand rotary screw compressor delivering 226 lit/sec (480cfm) at a pressure of 10.3 bar (150 psi) to obtain drill depths of 31.1 m.

Many of the industry-leading features of Ingersoll-Rand's new generation hydraulic drill rigs are based on technology developed by French-based Montabert – a division of Ingersoll-Rand – which has long been at the forefront of ground-condition-sensing technology with its range of hydraulic hammers.

The ECM-720 achieves significantly faster penetration than conventional hydraulic drills due to a new, very powerful Montabert HC-200A drifter, matched to Ingersoll-Rand's new T60 ThunderRod drill steel to provide high-quality, straight holes.

T60 ThunderRod features a heat-induction rod and thread stabilising design.

A "trapezoidal energy wave" from the drifter maintains uniform minimal stress in the accessories to improve drilling performance.

In addition to providing more penetration, the shaped energy wave transfers more energy to the rock with lower stresses in the drill string – increasing overall life of the drilling consumables

And as with the IR ECM-660 drill rig released in mid-2001 by Komatsu Australia, a major feature of the ECM-720 drill rig is its Montabert Strata-Sense "drill automatics" system.

This system uses a single hydraulic valve block, known as the Strata-sense Valve block, to dynamically monitor four key variables:

- ▶ rotation pressure
- ▶ feed pressure
- ▶ percussion pressure
- ▶ feed speed.

The valve block automatically adjusts pressures and speed as the drill bit traverses different rock and soil zones, whether they be soft rock, hard rock, mud, clay, cracked material or voids.

The Strata-Sense drill automatics also ensure that the ECM-720 drills straight holes.

To achieve this optimum hole straightness, maximise accessory life and high total drilling speeds, all drill functions are hydraulically monitored and adjusted.

Flow and pressure adjustments on the ECM-720 are progressive, instant and



automatic – and no microprocessors or other complex electronic components are used in the 700 series.

Standard reverse percussion on the drifter, as well as a blow air sensing circuit helps prevent loss of drilling accessories. It allows stuck or jammed drilling consumables to be easily removed from the hole without having to abandon them, further extending drilling consumable life.

The ECM-720 also uses Montabert's Energy Recovery System to store impact rebound energy derived from the rock and converts it to overall striking force.

According to Angus Fotheringham, Komatsu Australia's product manager, drill rigs, the end result of the new technology on the ECM-720 is a substantial increase in consumables life while maintaining optimum drilling performance.

"Our tests show we are consistently getting two to four times longer drill consumables life with the Strata-Sense system.

"Experience of ECM-series

owners in Australia since the release of the ECM-660 very much bears out these claims," he said. "They have been reporting significant increases in consumables life with these drills.

"Its constant adjustment of rotation, feed and percussion pressure, plus feed speed, means that impact and torsional stresses on consumables are greatly reduced – resulting in a much longer life," he said.

Operator comfort is also a key feature with the new drill rigs.

The pressurised air-conditioned cab features excavator-style drilling controls and single-joystick tramming controls.

A full-surface front window provides an unobstructed view of the hole during drilling, as well as of the auto rod changer.

The ROPS/FOPS certified cab is shock mounted for better operator comfort, and is independent of track movement for improved hole visibility on uneven terrain.

Further information: ph 1800 853 311 or your local Komatsu rep, or email drills@komatsu.com.au.

HAZELL BROS: IN PROFILE



Down to Earth editor Wafaa Ghali recently visited Hobart, and there caught up with one of Tasmania's oldest and largest family-owned contractors, Hazell Bros Group.

Hobart, Tasmania – the second oldest city in Australia – greeted me with a sun drenched Tuesday in late April this year.

Not knowing what to expect, I was pleasantly surprised by the waterfront cafes and restaurants set against Hobart's famous backdrop of Mt Wellington.

Accompanied by Doug Fulton, Komatsu's sales representative for southern Tasmania, we set out to meet two directors of one of the largest Tasmanian contracting companies – Hazell Bros Group.

As we parked outside the Hazell Bros head office in Lampton Avenue, Derwent Park, we soon discovered that, as with many other buildings in Tasmania, this large building had an intriguing history.

During the Second World War, the building was used to manufacture ammunition for Australia's overseas troops.

After the war ended, a textile manufacturing business set up business in Derwent Park, which was bought by Sheridan Australia in 1969. However, the

manufacturing operations were moved to Adelaide and China in 2001 and Hazell Bros took up residence in Lampton Avenue.

Hazell Bros has been in business for 54 years - they are a diverse civil engineering company that employs more than 350 people. Core activities of the group are civil contracting, infrastructure management, equipment services, fleet maintenance and forestry and vegetation management.

Hazell Bros own 30 Komatsu machines, a line-up that includes PC20MRX, PC30MRX, PC35R-8, PC45-1, PC45MR, PC95R-2, PC128US-6, PC200-6, PC200-7, PC228US-3, PC228USLC-3, PC250-6, PC300-5, PC300-6, PC400-6 and PC400LC-6 excavators, along with WA180-3, WA320-1, WA380-1, WA380-3, WA420-1 and WA420-3 wheel loaders.

"Komatsu has provided Hazell Bros with equipment and support for the many diverse projects we undertake," said Robert.

"When we won an East Timor Project back in 1999, we



From left: Robert Hazell, Doug Fulton and Geoffrey Hazell next to one of Hazell Bros' PC400LC-6 excavators.

shipped our WA420-1 wheel loader over there.

"This United Nations-funded project was primarily for the rehabilitation of roads, which had not been maintained for many years and so the ground was very prone to slips, which meant the UN couldn't get supplies to the East Timorese."

"That WA420-1 wheel loader provided reliability and great performance during our 24 months in East Timor, it has since returned to Australian shores and has been upgraded to the next model," he said.

In 2001, Hazell Bros was recognised for its environmental and construction excellence, being successful in winning the Civil Contractors Federation's Tasmanian and National Case Earth Awards for that year. This award was received for the roadworks contract for emergency infrastructure rehabilitation in the Maliana Region.

More recently, Hazell Bros designed and constructed the historic ABT Railway line (now known as the West Coast Wilderness Railway).

During this project the company used a wide variety of Komatsu equipment, including PC45-1, PC120-6, PC250-6, PC30MRX-1, PC200-6, PC300-6, PC400-6 excavators, plus WA180-3 and WA380-3 loaders. It is still using the PC45-1 for on-going maintenance work on the line.

"This was a challenging project!" said Geoffrey.

"With harsh weather conditions as well as difficult site access, this remote location required reliable and high-performance machines.

"Our mix of excavators and wheel loaders enabled us to carry out the restoration work to the high standards required for this project," he said.

Following our interview, I commented to Geoffrey and Robert on the beauty of Hobart – the two brothers made me promise not to let the secret out of how enchanting Hobart is – but some promises are meant to be broken!

And I recommend you all take a journey to an English-style city at the south of Australia that will delight you with its history and scenery.



Hazell Bros PC128US-6 excavator at work

LOADER, SHORT-TAIL EXCAVATOR PERFORM WELL FOR PERTH COUNCIL

Two utility-sized **Komatsu machines** – a **WA75-3** fitted with a specially designed bucket and a **PC20MRX** short-tail excavator – have been delivering high productivity and reliability for a Western Australian council.

The City of Gosnells, situated 18 km south of Perth, is the fifth biggest council in the state and continuing to grow rapidly.

One of Western Australia's leading councils, Gosnells is the population centre of the South East corridor of metropolitan Perth, with more than 86,000 residents in an area of 127 square kilometres.

Its **WA75-3** is used daily for council kerbside waste

collection, while the **PC20MRX** is used for water, sewerage and drainage connections on new housing developments.

Gosnells' **WA75-3** is fitted with a hydraulic grab bucket designed by the Council, which has developed a reputation for innovation. The bucket was supplied through Komatsu Australia to handle large waste items, including refrigerators and other white goods and green waste such as tree cuttings, branches, etc.

The loader, which has been with Gosnells for about 18 months, works in conjunction with two trucks.

"It's working every day, and we've never had any trouble



WA75-3 fitted with a hydraulic bucket.

with it," said Ross Owen, City of Gosnells' workshop supervisor.

"We've been very happy with its performance."

Ross described the council's Komatsu **PC20MRX** short-tail machine, which it has owned for about three years, as "going brilliantly".

"We've never had to do



PC20MRx working non-stop for Gosnells.

anything to it – just a couple of pins and bushes," he said.

"It's used as a drainage machine, along with our full-time drainage crew, working most of the time in fairly tight spaces around the back of houses.

"It's working all day, every day pretty much non-stop, and our guys are really happy with it."

THREE OF THE BEST FOR ALCOA

Alcoa in Western Australia – already a major user of **Komatsu mining equipment** – has recently taken delivery of **three WA900-3 wheel loaders** which are used for loading **bauxite ore** at its two mines.

Two of the loaders are working at Alcoa's Huntly mine, and the other is working at its Willowdale mine. Both mines are about 100 km south of Perth.

The loaders at both mines work in conjunction with 160 and 230tonne excavators loading blasted or ripped material from the face into Komatsu **HD785** (Willowdale) and **HD985** (Huntly) dump trucks.

Ripping at both mines is carried

out with Alcoa's two **D575A-2** dozers.

In addition to the three **WA900-3** loaders and the two **D575A-2** dozers, Alcoa's fleet at the two mines includes 10 **HD785-3** dump trucks, 19 **HD985-3** and **HD985-5** dump trucks, two **PC1600** excavators, and a **D475A-3** dozer.

According to Ian Cardilini, Alcoa's Huntly production manager, the two loaders work as backup machines to the excavators – either to increase production or when the excavators are not available – along with carrying out clean up work and surge loading in the stockpile areas.

Both are fitted with 13 cu m

spade buckets. They replaced a Komatsu **WA800-3** loader that had notched up more than 50,000 hours, and a loader of another make.

"Our operators certainly prefer these new loaders," said Ian. "They've found the stick control very easy to learn, and it's a lot

easier on them over a shift.

"In terms of production, they are certainly outperforming the machines they replaced."

"We've also found them so far to have good reliability, with availability the same as or even better than the **WA800**."



Alcoa's new WA900-3 loaders are preferred by its operators.

GEELONG CONTRACTOR ADDS ANOTHER KOMATSU EXCAVATOR

Geelong-based Drapers Civil Contracting has recently added another Komatsu excavator, a PC200-7, to its fleet of Komatsu excavators.

Drapers Civil Contracting is a privately owned company that has been in operation since 1973.

Main areas of activity include road, drainage, sewer, water and gas reticulation within new subdivisions. The company also undertakes major pipeline infrastructure for service authorities, as well as civil works for local councils and private developers.

Areas of operations include City of Greater Geelong, Surfcoast Shire, Bellérine Peninsula and surrounding areas.

In addition to the new PC200-7, its Komatsu fleet includes a PC35R-8, a PC120-6, two PC220-6 and two PC300-6 excavators, plus a 93R backhoe/loader.

The excavators are used predominantly for pipeline construction and civil works associated with road construction.

Since taking delivery of the PC200-7 about six months ago, replacing a PC220-6, operations manager Vic Draper said it had proved itself a very operator-friendly machine.

"We've been very pleased with its performance," he said.

"Because it's replacing a larger machine, it's difficult to do an exact performance comparison,



but the operators certainly like it and we're very happy with the purchase.

"Its performance is very much in line with our expectations," said Vic.

More information about Drapers Civil Contracting can be found on the company's soon-to-be-launched website at www.draperscivilcontracting.com.au.

OPERATOR NOTCHES UP 31,000 HOURS ON THE ONE LOADER!



This month's Hall of Fame feature is a Komatsu WA470-1 wheel loader that's done 31,000 hours – and its owner and operator has done every one of them!

The loader is owned by Frank Vella Sand Supplies, based in Cranbourne, in the south-eastern suburbs of Melbourne. It was purchased in 1989, and Frank Vella himself has operated it since new.

It is used for mixing various sand grades, loading trucks and for general stockpile work at Frank's sand pit operation in

Cemetery Road, Cranbourne.

"It's been a very good loader," said Frank. "We reconditioned the engine a few years ago, but apart from that, we've barely touched anything. The hydraulics, transmission and loader frame are all original, while I've only changed the pins and bushes once.

"We've never had any major problems with the loader, and I operate it every day. It's also a very comfortable machine, very easy to operate."

Frank's in the loader 10 to 11

hours every day, five and a half days a week. That's down from six and a half days a week for the first eight or nine years of the loader's life.

"We're working the loader pretty hard; it's on the go all day," he said.

"However, we also look after it pretty well; we do the 250 hour services as soon as they are due, which is every few weeks. Over that time, we've also found the service we've had from Komatsu has been pretty good over the years."



Frank Vella with his Komatsu WA470-1 loader.

MAXIMISING THE RESALE VALUE OF YOUR EQUIPMENT

Proper care and maintenance of your equipment throughout its working life, combined with the right presentation at sale time, can ensure you get those extra dollars for it. Komatsu Australia's national used equipment manager, Bill Capell, gives a few tips.



Bill Capell.

When it comes to selling a piece of earthmoving equipment, either as a trade or as a straight sale, the price you'll get for it will depend on a whole host of factors — many of which are outside your control.

These include:

- market conditions at the time
- the general state of the industry
- the type of machine you are offering
- the make (is it a well-accepted make, or is it somewhat of an orphan?)
- age of the machine, and how many hours it's done
- the nature of the work it's been engaged in.

However, there are some things you can do to ensure you will get the best possible price for the unit at sale time.

The two key points are appearance and history.

Appearance

We all know how important first impressions can be — in all

aspects of life! Earthmoving equipment is no different.

As a start, the machine's overall appearance should be kept clean, with minimal panel damage and no broken glass.

If you take pride in a machine's appearance from the start, it'll pay off when you come to quit it. If a machine has been well looked after all its life, it shows.

The undercarriage or tyres should be in reasonable condition, with at least 50% remaining. If there is less life remaining, that will be reflected in the price you are offered.

The cabin should also be clean and well maintained, with all controls and gauges working properly.

Warning devices and safety equipment (such as seatbelts) should also be in good working order. The seat should be fully adjustable, with no rips and tears.

If a machine doesn't have a ROPS cab (where applicable) or the ROPS has been damaged, that may have a drastic effect on the resale value.

Most construction sites these days won't accept a machine without a certified ROPS. Any buyer of a machine without ROPS will have to factor that into their price.

The first question asked by most customers when they

inspect a machine — especially when it gets up in hours — is: "Do you have a service history?"

Particularly with larger machines, component history will dictate the sale price.

Understanding a machine's history is the key to being able to put a true value on it.

Any machine with a well-documented record of scheduled maintenance, carried out by the dealer or the contractor's workshop staff, will be worth more than one which has no evidence of regular maintenance.

Also ensure that daily greasing and regular oil changes — which are important for extending component life — are carried out, and documented.

Always keep receipts for parts and labour for any repairs carried out.

You should be having regular oil sampling; make sure you keep all the results. The true value of oil sampling is the trends it shows up — not the one-off sample at the time of purchase.

If you have opted for a full



repair and maintenance contract from your dealer when you bought the machine, you will have done a lot to maximise its resale value.

Repair and maintenance contracts not only reduce operating costs, but also provide an accurate machine history.

In summary, if a machine is well looked after, with a history of regular servicing and full documentation of any repairs carried out, you will generally receive a much better resale price.

Optimum change-out period

We are often asked what is the best time to change a machine over and replace it with a new one.

This very much depends on individual circumstances and requirements. The optimum change-out time will depend on application and operating conditions, any contracts you may have coming up, your work levels, etc.

If you are looking to buy a new replacement machine, the trade-in option is generally the best.

KOMATSU KIDS CORNER

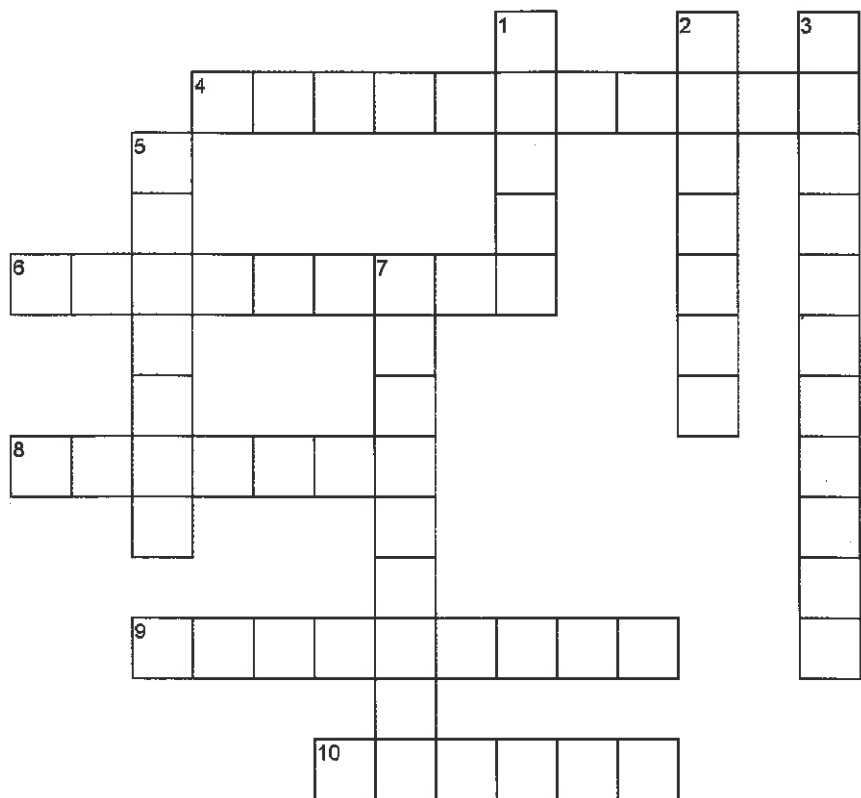
KOMWORDS !

ACROSS

- 4 SENSIBLE
- 6 SEEN ON PAGE 15 OF D2E
- 8 SOIL RECYCLING MACHINE
- 9 A TRUCK THAT TILTS BODY TO EMPTY LOAD
- 10 MACHINE USED FOR GRADING ROADS

DOWN

- 1 TRACTOR WITH FRONT END BLADE
- 2 MACHINE LAUNCHED INTO NZ MARKET
- 3 RUBBER TYRED MACHINE WITH HYDRAULIC SCOOP
- 5 USEFUL SMALL MACHINE
- 7 A DIGGING MACHINE



**AND FOR ALL OF YOU WHO
ATTEMPTED THE KOMATSU MINE
MAZE IN THE LAST D2E - HERE'S THE
WAY TO COLLECT YOUR GEMS!**



Montabert "Strata Sense" drilling automatics provide:

- ▶ achieve higher drilling rates
- ▶ significantly increase fuel economy
- ▶ achieve a higher number of straighter holes
- ▶ increase drifter & drilling accessories life by 200% - 300% over standard systems



DRIVE YOUR DRILLING COSTS DOWN. AUTOMATICALLY.

"STRATA SENSE" DELIVERS BETTER, MORE COST-EFFECTIVE RESULTS WITHOUT EVEN TRYING.

When drilling through variable rock hardness or when using high powered hydraulic drifters, traditional drilling can result in hole deviation and stuck drill strings.

However the Montabert system, incorporated in Ingersoll-Rand hydraulic rock drills, senses hydraulic and air pressure changes and makes any essential drilling adjustments automatically.



Benefits include:

- ▶ increase drifter & drilling accessories life by 200% - 300% over standard systems
- ▶ significantly increase fuel economy
- ▶ achieve higher drilling rates
- ▶ achieve a higher number of straighter holes

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