

DOWN TO EARTH

JANUARY 2015

ISSUE 64

- » RELEASE OF THE NEW KOMATSU INTELLIGENT DOZER
- » NEW KOMATSU WA70-7 & WA100M-7 COMPACT LOADER
- » BOOTS ON 2014



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COMMENTS

I would like to take this opportunity to thank all of you for your business in 2014. I sincerely hope we have exceeded your expectations and we have been truly driven by your success.

I know from experience that you have very high expectations. You are deadly serious about your reputation and your business. Your drive for excellence. Of course you expect no less from your Komatsu equipment and Komatsu aftermarket support. In fact you rely on Komatsu to deliver on your own promises... now that is really serious business. So I hope you have found support from your Komatsu team to be equally serious, equally professional and equally driven to deliver results.

Komatsu's main theme globally is Quality and Reliability and I think this is exactly what you want from the equipment working in your business. Consistently delivering results you can count on. As a manufacturer we have been doing this for almost 100 years. As a Komatsu Distributor I also like to think of our support to you in terms of four values; Respect, Proficiency, Transparency and Reliability. Respect for your time and experience, and Respect for promises you have made to your customers or boss. Proficiency is about dealing with professional and serious people who know their stuff, nothing better in my opinion. Genuine successful relationships, the ones that last a long time are built on honesty and openness, this is the value of Transparency. Finally, Reliability is not just about equipment that doesn't break down, but importantly people who support it when it does, people who do what they said they were going to do.

Well I do not know how we have performed in 2014 against what I hope you will agree is a tough, but appropriate measure for your Komatsu team. From my point of view I feel the team has worked very hard towards these goals. Of course only your opinion matters, so in the next few months we are going to ask you for it. I hope you will find time to give us the feedback we need to keep improving. Apart from the detailed feedback you give we will ask you one really important and serious question; Based on your experience would you recommend Komatsu to other colleagues or friends in the industry? Your endorsement is the most important indicator to us. A score of 9 or 10 lets us know we are truly on the right track.

Once again thank you very much for your business in 2014, we never take it for granted. I wish you all the best for a safe and prosperous business in 2015 supported by Komatsu.

Sean Taylor
Managing Director & CEO

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FRONT COVER

Release of the New Komatsu
Intelligent Dozer

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NEW KOMATSU “INTELLIGENT” DOZER SETS NEW STANDARDS IN PRODUCTIVITY

Komatsu has launched the D61EXi/PXi-23, the first in a new range of “intelligent” machine control dozers, incorporating the industry’s first fully automatic blade control system.

This allows it to carry out both bulk and final trim dozing in automatic from start to finish with final grade performance, significantly increasing productivity and efficiency while reducing the cost of each metre of material moved.

Komatsu’s new D61EXi/PXi-23 intelligent dozer incorporates an integrated highly durable and extremely accurate off-blade sensor package.

According to David Small, Komatsu Australia’s General Manager, Construction, it represents the “next generation” in machine control.

“Our new D22EXi/PXi-23 can carry out not only automated finish grading – which has been a feature of dozer machine control systems for a number of years – but can also make all passes using automatic blade control, from rough dozing to finish grading, forward and reverse,” he said.

Available in conventional (EX) and low ground pressure (PX) variants, the D61EXi/PXi-23 has an operating weight range of 17.9 to 18.8 tonnes depending on configuration and is powered by a Komatsu SAA6D107-2 rated at 125kW.

David said the result was outstanding improvements in productivity compared with both

standard dozers – as well as dozers fitted with conventional machine control systems.

“Komatsu’s intelligent dozer is the first on the market to have completely integrated machine control using this innovative new technology – which includes integrated blade stroke sensing cylinders.

“And it is scalable to other Komatsu machines; this is groundbreaking technology for dozer operators, contractors and clients.

“The ease with which our intelligent dozers transition from bulk dozing to finish grading when automatic blade control is engaged is so seamless that both experienced and inexperienced operators will gain significant benefits in productivity, dozing accuracy and job completion – adding up to a lower cost of operating.

“The efficiency improvements, greater value and simplicity of operation with these new dozers are the latest examples of the innovations that Komatsu is bringing to the earthmoving equipment industry,” David said.

An additional feature of the new intelligent dozer range is the integration of Komatsu’s KOMTRAX remote monitoring system and Topcon’s construction management solutions.

This gives the potential for high-efficiency, unified management of construction work through access

to real-time online machine data, allowing fleet, site and project managers to track key work progress data, such as the amount of material moved on a site.

Fully automating blade control

David pointed out that dozers have been able to carry out high-precision finish grading with the installation of an add-on machine control system for a number of years.

“The breakthrough innovation we have achieved with these new intelligent dozers is being able to provide fully automatic blade control throughout all phases of the dozing cycle.

“We can now offer automatic blade control from initial bulk dozing, right through to final grade performance in the most popular size class of dozers for machine control application, due to our fully integrated intelligent machine control technology,” he said

In bulk dozing, the dozers’ automatic blade control system monitors blade load, constantly adjusting blade elevation to minimise track slip, and therefore ensuring dozing is done to optimum efficiency.

“As work progresses closer to the required finish grade, the automatic blade control adjusts accordingly, to provide final trim performance with high-level precision,” said David.



KOMATSU'S INTELLIGENT DOZER IS THE FIRST ON THE MARKET TO HAVE COMPLETELY INTEGRATED MACHINE CONTROL USING THIS INNOVATIVE NEW TECHNOLOGY

"Stroke-sensing cylinders measure the actual position of the blade at all times for highest-precision grading accuracy on any surface or grade."

He said that according to tests carried out by Komatsu, productivity improvement through the combination of automated bulk dozing and finish grading was up to 9-13% higher compared with add-on machine control systems – and significantly more than conventional "manual" dozing.

Integrated factory installed machine control

Komatsu's intelligent dozer concept replaces the typical "bolt-on" machine control system components mounted on the blade.

Instead, these new dozers feature unique stroke-sensing hydraulic blade cylinders, a factory-installed cab top GNSS (Global Navigation Satellite System) antenna, and an enhanced inertial measuring unit (IMU+).

These components, combined with the machine control monitor and controllers mounted inside the cab, are all installed during machine assembly, ensuring factory-quality installation for the highest level of reliability, David said.

"Our integrated sensor package is not only robust and accurate but also eliminates the daily hassles of installing and removing machine control antennas and cables from the blade, plus the wear associated with that.

"The quality, reliability and product support our customers have come to rely on with Komatsu equipment is now extended to the machine control system itself with these new dozers," he said.

Intelligent dozing: enhanced for optimised performance

The new D61EXi/PXi-23 is a completely integrated package, designed to deliver optimum performance, productivity and cost-effectiveness.

Inside the cab, customer selectable dozing modes allow system responses to be tailored to the application for optimum machine performance.

Similarly, blade load settings are adjustable between pre-sets to match actual material conditions.

Between passes, the intelligent machine control system can be left with the automatic blade control engaged, due to its ability to precisely automate the lowering of the blade at the start of a pass, then raise it at the end.

And when the machine moves around the job site, the cab-top GNSS antenna collects accurate surface data by measuring actual elevations.

"All the added intelligence features on these new machines, in addition to their innovation and integration, really drives up the value proposition of Komatsu's intelligent dozer range, both for existing and new machine control users," David said.

BRIEF SPECS OF THE NEW DOZERS ARE:

D61iEX-23:

Operating weight, 17,890 kg; engine Komatsu ecot3 SAA6D107E-2 rated at 125 kW; maximum speed, F/R, 9 km/h; PAT blade capacity, 3.4 cu m.

D61iPX-23 (low-ground pressure dozer version): Operating weight, 18,770 kg; engine Komatsu ecot3 SAA6D107E-2 rated at 125 kW; maximum speed, F/R, 9 km/h; PAT blade capacity, 3.8 cu m.

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NEW KOMATSU WA70-7 COMPACT LOADER DELIVERS SAFER, MORE PRODUCTIVE PACKAGE

Komatsu Australia has released the WA70-7 compact wheel loader, featuring a low-emission engine, safety and productivity enhancements and reduced operating costs.

It replaces Komatsu's popular and successful WA65-6.

Powered by a Tier 3-compliant Komatsu ecot3 4D95LWE-5 diesel rated at 36.9 kW and driving a hydrostatic transmission, the new WA70-7 has an operating weight of 5-5.4 tonnes (depending on configuration) and a bucket capacity range of 0.75 to 1.25 cu m.

According to Carl Grundy, Komatsu Australia's National Sales Manager, Utility, the new loader offers improved safety levels, complies with the latest emission requirements, and delivers lower operating costs.

"The design focus with the WA70-7 really has been all about providing a better operating performance, and better meeting customers' needs," he said.

"It's a very compact and user-friendly machine – even an inexperienced operator will find it easy to operate – equally at home across a variety of applications: working in confined spaces, moving material on building and excavation sites, or out on road construction and maintenance projects.

"The quiet ecot3 Tier 3-compliant Komatsu engine provides top class performances and guarantees fuel efficiency, while keeping exhaust and noise emissions well below Australian limits," said Carl.

As with its Dash 6 predecessor, the WA70-7 is fitted with Komatsu's "Easy Fork" bucket linkage

system, which combines parallel lifting movement of heavy payloads using forklift attachments with the high breakout forces of Z-bar type systems for digging and material shifting.

"We have designed the WA70-7 to be able to perform an unrivalled variety of tasks with the highest levels of productivity and reliability," he said.

"It comes as standard with a Komatsu quick coupler and third auxiliary hydraulic line for the quick and easy changeover of attachments, such as a 4:1 bucket, sweeper unit, or pallet forks."

Carl said that safety and operator comfort and ergonomics had been significantly improved on the WA70-7.

"Standard safety features include an engine shutdown secondary switch, seatbelt caution indicator, backup alarm and reversing light.

"And as with all Komatsu compact wheel loaders, it's been designed for maximum comfort and ease of operation, for increased productivity," he said.

"The roomy cabin is the largest available for this class of loader, with standard features including an adjustable steering column and seat, a heated rear window, 360° visibility and ample storage room for personal belongings.

"We've also improved maintenance and serviceability, particularly with our unique tilting cab that gives quick and easy access to all major components – allowing service to be performed safely, easily and quickly."

Electrical equipment and components are protected behind a maintenance cover inside the cabin, while a wide-core radiator for additional cooling capacity is available as an option.

Another standard element of the WA70-7 loader is KOMTRAX, Komatsu's exclusive remote monitoring system.

KOMTRAX constantly monitors critical operating parameters, and alerts Komatsu service personnel and the machine owner's management team of any potential issues – before they can result in expensive downtime.

"In addition, our KOMTRAX system transmits data via GPRS for a more stable communication, especially in urban areas or when working inside buildings," said Carl.

"At the same time, the machine's location is still being detected using GPS, with all data generated by a customer's KOMTRAX-equipped Komatsu machines available on a secure web interface.

Brief specs of the WA70-7 wheel loader are: Operating weight, 5.035-5.38 tonnes; engine, Komatsu ecot3 4D95LWE-5 diesel rated at 36.9 kW through two-speed hydrostatic transmission; bucket capacities, 0.75-1.25 cu m; bucket breakout, 4100 kgf (0.85 cu m universal bucket); static tipping load, full turn, 3650 kg; maximum speed, 20 km/h.

KOMATSU LOW-EMISSION TIER 4i-COMPLIANT WA100M-7 LOADER DELIVERS 10% LOWER FUEL CONSUMPTION

Komatsu Australia has launched the WA100M-7 compact loader, powered by an ultra-low emission Tier 4i-compliant engine that also delivers a fuel consumption reduction of around 10% compared with its predecessor, the WA100M-6.

The new WA100M-7 loader is powered by an EU Stage IIIB/EPA Tier 4 Interim emission-certified Komatsu SAA4D95LE-6 engine rated at 66 kW through a two-speed automatic hydrostatic transmission.

With an operating weight range of 6.9-7.2 tonnes and bucket capacities of 1.05-1.8 cu m, the WA100M-7 also features improved operator comfort, visibility, safety and upgraded product specifications.

According to Carl Grundy, Komatsu Australia's National Sales Manager, Utility, the new loader's Tier 4i-certified engine is built upon Komatsu's proven Tier 3 engine platform.

"With this new engine, we have leveraged our leadership in technology and innovation to design an environmentally friendly engine that decreases fuel consumption by approximately 10%, compared to the WA100M-6, while significantly lowering diesel emissions," he said.

The engine features an advanced electronic control system which manages air flow rate, fuel injection and combustion parameters, while after-treatment functions optimise performance, reduce fuel consumption and emissions, and provide advanced diagnostic capabilities.

"Our Stage IIIB system includes Komatsu's Variable Flow Turbocharger (KVFT) and an EGR (exhaust gas recirculation) valve, resulting in better precision and air management as well as longer component life," said Carl.

"Optimised for tough construction applications, the WA100M-7's powertrain delivers high torque even at low engine revs, has high rimpull and has plenty of power in reserve for the most difficult ground conditions."

For additional tractive force, an optional 100% differential lock can be applied to the loader's two LSD (limited slip differential) axles.

A fully automatic, hydrostatic transmission sends power to all four wheels, while a large 132 litre fuel tank ensures long and uninterrupted working hours.

Carl said the WA100M-7 is designed to be a highly versatile and flexible loader, suitable for a wide range of utility, earthmoving, construction, building and maintenance applications.

"It features a hydraulic quick-coupler and delta-style boom for optimum visibility to the quick coupler



pins and across a wide range of attachments, as well as Komatsu's "Easy Fork" bucket linkage system – which combines high breakout forces when digging with full-lift parallel movement during forklift operations."

Operator safety, comfort and ergonomics have been significantly improved through an enlarged new two-door enlarged cab, with improved headroom and additional steps for easier access.

The doors incorporate large glass surfaces, plus a heated rear window for excellent all-round visibility and increased worksite safety.

All machine functions are via a PPC multifunction lever, including electronic proportional control for the optional third hydraulic circuit – for simple and intuitive attachments control, while a forward-neutral-reverse switch ensures quick and easy travel control.

A new in-cab monitor with an easy-to-read screen gives immediate access to all machine data.

Optimal noise insulation, easy-to-reach buttons and adjustable vents further contributed to a comfortable work environment.

A lower centre of gravity – in part due to the new cab – contributes to a stable, comfortable and quiet work environment designed to ensure operators maximise productivity.

Maintenance and serviceability on the WA100M-7 have also been improved, due to Komatsu's unique tilting cab, which now features an upgraded fixing system for safer and faster servicing.

A redesigned engine hood opens wide for quick daily inspections, all electronic equipment is

protected behind a maintenance cover inside the cab, while the easy-to-clean radiator is conveniently accessible.

A wide core radiator with an optional reversible fan is now standard, and dramatically reduces maintenance and cleaning time in industrial applications.

Also standard on the WA100M-7 loader is KOMTRAX, Komatsu's exclusive remote monitoring system.

KOMTRAX constantly monitors critical operating parameters, and alerts Komatsu service personnel and the machine owner's management team of any potential issues – before they can result in expensive downtime.

"In addition, our KOMTRAX system transmits data via GPRS for a more stable communication, especially in urban areas or when working inside buildings," said Carl.

"At the same time, the machine's location is still detected using GPS, with all data generated by a customer's KOMTRAX-equipped Komatsu machines available on a secure web interface.

Brief specs of the WA100M-7 wheel loader are: Operating weight, 6.925-7.23 tonnes; engine, Komatsu SAA4D95LE-6 engine rated at 66 kW through two-speed automatic hydrostatic transmission; bucket capacities, 1.05-1.8 cu m; bucket breakout, 7420 kgf (1.25 cu m universal bucket); static tipping load, full turn, 5030 kg; maximum speed, 30 km/h.

KOMATSU LAUNCHES LATEST GROUNDBREAKING TECHNOLOGY AT 2014 BOOTS ON CUSTOMER EVENT



In late November, Komatsu Australia used its fourth BOOTS ON customer day at the HPOTS Training facility in Cessnock, in the NSW Hunter Valley, to introduce customers to its latest groundbreaking technology innovations.

More than 80 customers from around Australia, as well as from New Zealand and New Caledonia, were hosted by Komatsu, with highlights including the customer field day, some spectacular jumps over an HM400-3 dump truck by motocross champion Jackson Strong, and a gala dinner following the field day.

BOOTS ON 2014 was an opportunity to give the first public showing of three new product lines:

- Its new D61EXi/PXi-23 range of "intelligent" dozers, which feature fully integrated machine control systems, for significantly increased productivity, accuracy and efficiency compared with "bolt-on" machine control systems.
- Its recently released HM400-3 articulated dump truck, offering a number of advances over its predecessor models, as well as other ADTs on the market.

- Two new low-emissions utility wheel loaders, the WA70-7 and WA100M-7, giving significantly reduced fuel consumption and operating efficiency.

Customers were able to see all these machines – as well as a full line up of other equipment in Komatsu's construction and utility product ranges – in operation at the HPOTS Training site. They were also able to jump into the cabs and operate equipment.

David Small, Komatsu Australia's General Manager, Construction, said that the BOOTS ON concept was specifically targeted at introducing customers, and potential customers, to the latest new technology developments from Komatsu.

"We deliberately don't host a BOOTS ON event every couple of years, but only when we feel we genuinely have something new and innovative to offer our customers," he said.

"For example, at previous BOOTS ON events, we have introduced our market-leading KOMTRAX remote monitoring system, our first Dash 8 Tier 3 excavators, our Dash 6 loader range, our new PZ

loader linkage system, and – most recently in 2011 – our unique Hybrid excavator range.

"And this year, we wanted to take the opportunity to launch our groundbreaking intelligent dozer range, which has the potential to completely change the way dozer operations and capabilities are perceived across construction applications," he said.

"The response from our customers attending this year's event has been that they are very excited by the new technologies we are introducing, and they certainly appreciate the chance to try out a full range of Komatsu equipment in actual operating conditions.

"From our point of view, the concept works very well for us, letting us talk directly to our customers about our latest innovations, and giving them an opportunity to provide us with feedback on the sorts of products and services they are looking for from Komatsu," said David.





KOMATSU'S KTEC FACILITY: THE FUTURE OF TECHNICAL TRAINING

Fifteen months ago, Komatsu Australia opened its KTEC facility in Brisbane – one of the most advanced technical training facilities for mining, earthmoving and utility equipment in the region.

Since opening in May 2013, KTEC (Komatsu Technical Education Centre) has become the primary training centre for Komatsu's technicians in Australia and New Zealand. To date KTEC has delivered over 85 training programs and increased Komatsu's technical capability for more than 300 service technicians.

Based at Komatsu's Sherwood site in western Brisbane, the facility sits on more than 3 ha of land, offering over 2600 sq m of dedicated training area, including seven classrooms, seven technical laboratories, a large machine operations workshop area and three meeting rooms. The facility incorporates a number of simulators and has the ability to work on large scale machines with our largest machine training being for a WA1200 and the ability to train up to a 830E Dump truck.

The courses available through KTEC cover a variety of mining, construction and utility machines including backhoe/loaders, dozers, crushers, dump trucks, excavators (including hybrids), graders, and wheel loaders – as well as general systems and technologies.

In addition, Komatsu is the only RTO (Registered Training Organisation) with registration to deliver training compliant with UEENEEP022A Disconnect and Reconnect 3.3KV Electric Propulsion Components of Self Propelled Earth Moving Vehicles, to satisfy the requirements for obtaining

a restricted electrical permit/license in Western Australia and Queensland.

According to Komatsu Australia's General Manager People & Strategy, Colin Shaw,

"KTEC has been designed to significantly increase the technical capability of our workforce to the benefit of our customers in locations where our customer's machines are located. We can also offer at KTEC or on a customer's site technical or operator training designed to ensure our customers can maximise their production and minimise downtime"

All machine-specific training courses offered at KTEC are built around the Komatsu Skills Competency Map, which covers four levels:

1. Introduction and general service
2. Structure and function
3. Testing and adjusting
4. Troubleshooting.

"Each level develops and builds the skills and knowledge in the participants, and each level is a pre-requisite to the next," said Colin.

At KTEC, Komatsu service technicians go through the company's Certified Technic Accreditation System which consists of two components: the Learning component and the Accreditation component.

"In the learning component, attendees sit through their four levels of training according to our skills competency map," he said.

"In the accreditation component, they then gain the required amount of on-the-job experience, then

following an on-site assessment will be given the relevant Certified Technic accreditation.

"As a result, our customers can be assured that our service people are fully competent in the maintenance and repair of Komatsu machines," said Colin.

Dean Gaedtke, Komatsu Australia's Queensland Regional General Manager, said that KTEC had resulted in a significant improvement in service technician's training and skill levels – something that had been noticed not only by those participating, but also by customers and other Komatsu people.

"On my travels around the branches, I am constantly receiving positive feedback on the improvement in our training since KTEC has been established," he said.

"There is special mention of the purpose-built classrooms, the dedicated workshop bay, as well as the specific laboratories.

"The content of the courses has also received good feedback, because it combines classroom and workshop activities on actual machines.

"And the fact that we can now offer CT (Certified Technic) competencies tailored to each individual branch's specific models is something that has really been welcomed by branch managers.

"KTEC has become an important part of our total customer satisfaction experience, ensuring we provide the best-trained OEM support in the industry," said Dean.

THE KOMATSU EXCAVATORS BUILDING SYDNEY'S ICONIC NEW BARANGAROO POINT

Currently nearing completion – and due to open in 2015 – is Sydney Harbour's iconic new Barangaroo Point, which involves the transformation of one of Sydney's oldest industrial sites into a six-hectare harbour foreshore park.

Barangaroo Point is located at the northern end of Barangaroo where it meets Millers Point.

Named after Cameragal woman Barangaroo, an influencing voice in the early days of colonial Sydney and the second wife of cross-cultural Bennelong, the area is rich in history and symbolic for Australians across all cultures.

An international tender process was held for the park's design in 2009/2010 with Johnson Pilton Walker in association with Peter Walker and Partners Landscape Architecture, winning the contract.

The winning design juxtaposes a rugged sandstone topography inspired by the naturalistic pre-1836 shoreline of the historic Port Jackson area, against a flourishing and modern CBD.

In the process, it transforms a disused shipping container yard into one of Sydney's most stunning green headlands, visually linking the headland archipelagos of Balls Head, Goat Island and Ballast Point.

Incorporating native Sydney plants such as large Angophoras, Banksias and Port Jackson and Moreton Bay fig trees, the vegetation element is very similar to the natural bush when the Aboriginal Gadigal people were living there.

In line with Barangaroo's commitment to sustainability, the Barangaroo Point foreshore edge and the northern cove has been created from sandstone extracted from the site. Up to 37,000 cubic metres of Sydney's iconic Hawkesbury sandstone is a key feature, reminiscent of the



naturally occurring sandstone foreshores throughout Sydney Harbour.

And from when construction started in August 2012, Komatsu excavators have played a key role in transforming this site.

According to Rueben Newnham, Komatsu Australia's Sales Manager, NSW, over the nearly three-year construction program, multiple Komatsu customers – plant hirers and contractors – have made Komatsu excavators the machine of choice on the project.

"At least 20 Komatsu excavators have been on site at any one time and at certain times every single excavator on this busy site has been a Komatsu," said Rueben.

"Machines on site have ranged from PC138US-8s, up to a PC1250-8 fitted with a ripper, along with multiple sizes in between.

"These excavators have been used for a wide variety of tasks, including general excavation – both digging and hammer work, grinding using twin headers and rock placement using grabs."

Rueben said a key role for the Komatsu machines has been in rock saw work on the project.

"Komatsu's HydrauMind hydraulic system has proven ideal for rock sawing, due to the system's unique ability to combine optimum hydraulic power with precision control while multiple hydraulic functions are actuated.

"Precision rock sawing has been a critical element of the project; sandstone from the site has been carefully excavated using larger Komatsu excavators such as PC600-8s fitted with rocksaws.

"It was then transferred to a 'rock factory' where the rock is cut into precisely sized blocks using smaller machines such as PC138US-8s and PC228US-8s," he said.

Each piece of cut rock is then numbered, barcoded and stored in a "rock warehouse" for placement using GPS co-ordinates according to a carefully developed site design – with the end result being a rocky foreshore that closely resembles the original foreshore of over 200 years ago.

When complete, Barangaroo Point will provide a new vantage point for Sydneysiders and visitors alike to soak up the action on Sydney Harbour while revelling in lush naturalistic parkland.





1965: One of the first Komatsu Dozers to arrive in Australia.

KOMATSU CELEBRATES 50 YEARS IN AUSTRALIA

During 2015, Komatsu Australia will celebrate 50 continuous years of selling, servicing and supporting its equipment in Australia.

In August 1965, Le Tourneau Westinghouse (later known as Wabco Australia Pty Ltd and with the co-operation of C Itoh) was appointed nationwide distributor, and sold the first Komatsu dozers to customers around Australia – some whom are still customers today.

Komatsu products quickly developed widespread industry acceptance for their quality, reliability and productivity, which saw the brand – and the range of products available – expand quickly.

As part of our celebrations of this significant milestone, we'll be reviewing the history of Komatsu in Australia, from these earliest days selling just a few machines, to where we are today, as one of the largest suppliers to the country's construction, mining, quarrying, utility, local government and related industry sectors.

We'll also be highlighting some of the earliest machines sold in Australia, some of which are still operating, as well as recognising some of our oldest and most loyal customers.

Please contact Wafaa Ghali wghali@komatsu.com.au if you own or know of the whereabouts of any old Komatsu machine owners.

KOMATSU APPOINTS NATIONAL BATTERY SUPPLIER



Exide Batteries will supply batteries to all of Komatsu's Australian and New Zealand branches, with a supply agreement to be finalised in the first quarter of 2015.

The agreement will see leading stored energy solution provider Exide batteries supplied to suit Komatsu's full range of equipment, from utility and construction through to mining.

The finalisation of the supply agreement will mark the first time Komatsu Australia has had a uniform national battery supplier. Yuasa Batter Inc. products remain as the factory-fitted battery for Komatsu machinery.

The full Exide catalogue, including batteries for cars and motorcycles, will also be available for resale for the convenience of Komatsu customers.

Komatsu National OEM Product Manager, Aftermarket, Stuart Moffitt said the quality of Exide Batteries makes them an ideal fit with Komatsu's reputation for quality.

"Komatsu is renowned for its machinery quality, and Exide Batteries are a quality product with a design philosophy that fits perfectly with Komatsu's offerings in the utility, construction and mining industries," Stuart said.

"Exide utilise leading edge technology and provide ultimate durability, which delivers consistency in performance."

With close to 80 years of history in Australia, Exide products are designed with extensive knowledge of Australian conditions.

"Exide Batteries' Australasian heritage dates back to 1935 and the brand continues to be a market leader through the implementation of specifically designed products and programs for our local market," Stuart said.

"More information will be provided to the regional management team in the coming weeks to enable the local Exide Batteries representatives to build relationships locally with each of our branches."

Batteries and point of sale material will be rolled out under an existing memorandum of understanding between Komatsu and Exide.

In coming months Exide Batteries will also make training available to the technical and sales teams. Training will be conducted online and at Komatsu branches, covering battery testing, selection and fitment.

"It's about offering our customers the best service we can. Exide Batteries are an excellent partner and will deliver value to Komatsu customers," Stuart said.

“IT IS ALWAYS EASIER TO SELL QUALITY EQUIPMENT THAT YOU BELIEVE IN, AND KOMATSU IS UNPARALLELED IN THE WAY THAT THE PRODUCT IS SUPPORTED.”

PAUL CHENERY

**KOMATSU AUSTRALIA MAJOR ACCOUNTS MANAGER NSW –
CONSTRUCTION AND UTILITY**

We shine the spotlight on Komatsu Australia Major Accounts Manager NSW – Construction and Utility, Paul Chenery.

Charged with sales of new, used and rental construction and utility equipment, Paul Chenery is the central point of contact for joint business relationships and national major account customers based in NSW.

A specialist in creating solutions for customers, many of his clients are National Key Accounts for Komatsu Australia.

Starting a career dedicated to heavy machinery at age 17, Paul began a diesel mechanics apprenticeship with the International Harvester Company in his native New Zealand.

He entered the trade and worked on the ground for various Mining and Construction equipment businesses as a field service mechanic and in technical roles.

Arriving in Australia, Paul's managerial abilities were quickly recognised, seeing him promoted to Field Service Supervisor for Force Power in Victoria in 1986.

In 1988 Force Power became A.N.I Komatsu. This is where Paul began his career with Komatsu.

A knack for marketing, depth of technical expertise and a habit for exceeding budget expectation saw Paul quickly moving from product support to sales to a territory manager position as A.N.I Komatsu became NS Komatsu.

After a spell with a competing OEM dealer in Victoria, managing their blue chip area and accounts, he returned to Komatsu Australia NSW in 1999 and was recently recognised for 15 years' service.

Re-entering the company as Used Equipment Manager – NSW, Paul was charged with managing the Used Equipment business, including rental.

In seven years, Paul successfully drove the used equipment /rental business to growth of staggering 240%. In the process, Paul earned himself a reputation, and subsequently his current major accounts management role in 2008.



Now based in Fairfield, Paul has been in his current role for over six years.

He has been successful in achieving the National Sales Excellence Awards for Key Accounts in 2010, 2011 and 2013, and winning the Grant Menhennett Perpetual Excellence Award in 2013.

With over 39 years of experience working on and around construction and utility equipment, Paul believes that construction equipment sales is all about relationships; being able to offer genuine solutions to fit a customer's business models.

"Komatsu has been very good to me," he said. "It is always easier to sell quality equipment that you believe in, and Komatsu is unparalleled in the way that the product is supported. We take great pride in exceeding expectations."

BARRY CAMPBELL TO RETIRE



Left, Lee Shillam, Technical Support Manager WA & Barry Campbell

After nearly three decades of service to Komatsu, Supervisor of the Construction Utility team in Technical Support – Western Region, Barry Campbell has watched Komatsu grow while playing a vital part in its growth.

Barry Campbell entered the Komatsu business in 1982 as a workshop technician, following a career in the military.

Performing machine maintenance and repairs and building new equipment for several years, Barry departed Komatsu in 1985. Following an instinct to help others, he left to pursue training in nursing.

"I finished general training and was offered a job at Royal Perth hospital. I took a holiday and was coincidentally in touch with a friend at Komatsu. He said 'I have a job for you', and that was that," says Barry.

Picking up where he left off, Barry re-joined Komatsu as a workshop technician in 1988, before joining the Western Region's Technical Services division shortly afterwards.

Barry moved from Perth to begin a role as Service Manager of the Boulder branch in Kalgoorlie between 1989 and 1990, transitioning the Boulder branch into the current Kalgoorlie branch.

In 1990 Barry returned to the Perth workshop and moved back into Technical Services as a Tech Representative where he worked for 10 years. He was promoted to his current position of Supervisor of the Construction and Utility team in Tech Support in the early 2000's.

"In our department here we are divided into mining and construction teams, under Lee Shillam. I look after the construction side. There are four of us

in construction. Most of our work is with smaller contractors, doing big land development and residential projects."

Barry has travelled to Japan and to Texas in the USA during his career.

"I went to Japan to learn about the HD785-3 before it was shipped to Alcoa in Western Australia. It was an exceptional truck and the very first into Australia. New models come and go but the 785-3 was something special – operators and maintenance staff both liked it. It was a leap forward, technically.

"I also went to the Ingersoll-Rand factory in Texas in late 1994 when Komatsu bought the franchise; we put drill rigs into BHP at Newman, and prior to that we went over there to learn all about them."

Over the course of his career, Barry has observed Komatsu's rapid growth.

"We started off as Mitchells Cotts Engineering in a fairly small way, under GM Ron Bradbury. To see the company grow and become Komatsu and the expansion over the years to what we have today is amazing."

"Things have changed and grown so much. Like every company there have been growing pains, but when I reflect back on the time, Komatsu has been very good to me.

"I can only see good things when I look back."

The roles Barry has occupied require constant education and training, a challenge he thinks is responsible for the level of job satisfaction he has enjoyed from his time with the business.

"I am always learning, even today. I have enjoyed the challenge of it. It keeps you on your toes and you never get bored."

Technical Support Manager – Western Region, Lee Shillam, has worked with Barry for nearly five years.

"Barry is a very meticulous man, which I think comes from his time in the Air Force prior to working at Komatsu" says Lee "He is really a true gentleman, he has an approach and natural temperament that is rarely found within our industry."

"Barry's career is a true testament to his commitment and dedication to Komatsu over the years. He is a well trusted and respected member of the Komatsu team over here in the West. He will be sorely missed by my department and by the company as a whole. We wish him all the best in his well-earned retirement."

Barry's last day at Komatsu is Friday 28 November. His family, friends and colleagues will celebrate a well-deserved retirement with a luncheon at a local tavern.

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Left to right: Libby Baker (Wife), Geoff Baker - MACA Operations Director, Grant Menhennett - Komatsu Business Development Manager, Emma Adams, Bryce Munro, Brett Baker



Back L-R: Jamie Murdoch - Key Account Manager & Brian Race - Parts Inventory & Planning Manager. Front L-R: Richard Edmiston - Regional Service Manager, Anthony Crofts - Maintenance Planner, Key Accounts, Teddie Santos - Maintenance Planner, Key Accounts

“THIS IS OUR THIRD YEAR OF DOING THE RIDE. I AM REALLY PROUD TO WORK FOR KOMATSU”

\$5.2 MILLION RAISED FOR CANCER RESEARCH IN W.A'S RIDE TO CONQUER CANCER

KOMATSU STAFF WHO TOOK ON THE TWO-DAY, 200KM RIDE WERE:

Jaime Murdoch, Troy Brown, Anthony Croft, Assha Corry, Teddie Santos, Vijay Santos, Ferdinand Manding, Brian Race, Richard Edmiston, Grant Menhennett

Team Komatsu has played a vital role in a major fundraising accomplishment for the third annual Ride to Conquer Cancer.

Held over the 18th and 19th of October, the Perth leg of the nation-wide Ride to Conquer Cancer is a gruelling two-day, 218 kilometre cycling challenge that saw a total of 1,311 riders saddling up and cycling from McCallum Park to Pinjarra and back again.

Through the tireless efforts and generosity of sponsors, supporters, volunteers and participants \$5.2 million was raised. The proceeds will benefit the Harry Perkins Institute of Medical Research, supporting cancer research initiatives, clinical trials and new treatments.

Riders pumped their fists and held hands as they came home to crowds that turned out, applauding participants as they crossed the finish line.

Komatsu fielded a team of 16, joining 294 staff from event sponsor MACA Mining Limited as part of Team MACA.

Team MACA set out with ambition and a goal of recruiting 300 riders to best the team's contribution of \$1.2 million in 2013.

On the 18th, 310 Team MACA riders climbed into the saddle, having contributed a whopping \$1.4 million for 2014, making the team the top fundraisers for the event.

Komatsu Major Accounts Business Development Manager Grant Menhennett topped the Team MACA and the Perth events fundraising leader board, raising over \$39,000 for his own efforts and personally contributing over \$15,000 to members of other teams.

“This is our third year of doing the ride. I am really proud to work for Komatsu, who are actively encouraging staff and customers to get behind this great cause.”

“Cancer touches so many people; everybody knows someone who has been affected by it. I am happy to put my time and money into this because it benefits everyone.

“This whole experience is all positive; it encourages people to get healthy and fit and challenges them to find out how much good they can do when they put their hearts into it.” Grant said.

The work of The Harry Perkins Institute of Medical Research continues to improve the prognosis for cancer patients. Survival rates for cancer sufferers are significantly higher because of medical research.

Perkins Director, Professor Peter Leedman emphatically thanked ride participants.

“We extend our gratitude to the riders, volunteers, crew members, donors and sponsors who are supporting ground-breaking cancer research”

“Funds raised through The Ride ensure sustainability for our research, along with supporting new cancer research projects, purchasing new equipment and supporting our cancer research teams.

“With community support, the Perkins will continue to accelerate the delivery of the latest breakthroughs to Western Australians and this will result in improved health,” Professor Leedman said.

The Perkins is WA's leading adult medical research institute; recruiting and building research teams to work together with cutting edge technologies and translating new knowledge into treatments and cures.

As the beneficiary of the ride, The Perkins is dedicated to a vision of Western Australia as a world leader in medical knowledge and research.

You can learn more about getting involved with the Ride To Conquer Cancer in 2015, Team MACA and The Harry Perkins Institute of Medical Research by visiting the websites listed below.

- » www.conquercancer.org.au
- » www.maca.net.au
- » www.perkins.org.au

**KOMATSU TOOK A VERY REALISTIC APPROACH; NO
OVER-PROMISING OR UNDER-DELIVERING, AND IT'S
ALWAYS BEEN A VERY GOOD RELATIONSHIP**



KOMATSU SUPPORT PACKAGE WINS MAJOR ALINTA ORDER



RED BULL VISIT MINE SITE

Red Bull drivers Jamie Whincup and Craig Lowndes made a special visit to the Alinta Energy's Leigh Creek Coalfield site in August 2014.

The staff at Leigh Creek were excited and greeted the drivers with great enthusiasm and admiration. Both drivers took time out to sign posters and merchandise during the visit and also chatted with the staff about how they plan to win their next race.

Jamie & Craig included a visit to Leigh Creek's Township Community Centre interacting with the staff and their families.

Caption: Far left, Jamie Whincup & Craig Lowndes signing Leigh Creek staff merchandise.

A major coal mining operation in the outback of South Australia has standardised on Komatsu mining equipment largely due to the service and support package on offer to achieve the required availability and production requirements.

Alinta Energy's Leigh Creek Coalfield (LCC) currently operates a fleet of Komatsu equipment for its extraction, hauling and stockpile operations, including a PC4000-6 (400T) Excavator, a PC5500-6 (550T) Excavator, three 830E-1AC 220 tonne capacity electric drive Dump Trucks, a WA1200-6 Wheel Loader and an HD785-7 Water Cart. LCC have also recently purchased an additional PC4000-6 excavator and are trialling our D375A-6 bulldozer with additional replacement equipment scheduled over the next few years.

The Leigh Creek coal mine – operated by Alinta Energy's Flinders Operations Division – is a unique mining operation, extracting coal and then railing it 250 km south to Northern Power Stations located in Port Augusta, which supply up to 40% of South Australia's electricity requirements.

The town of Leigh Creek is leased and operated by the mine, as is the rail link to Port Augusta – and

most days, a trainload of around 11,000 tonnes of coal leaves Leigh Creek and is railed to Port Augusta.

However, over the next three years, the Leigh Creek mine will change its mining operations significantly, operating from three new pits within the mine.

Currently Leigh Creek has an annual output of 2.5 million tonnes of brown coal, but with the opening of the new pits, this can rise to around 4 million tonnes if market conditions suit.

Peter Kelly, Alinta Energy's Manager at Leigh Creek, said the new mine would have a life of around 15 years, "so it's really our future."

"We are currently in transition from Leigh Creek to our three new pits, and our entire mining and support functions will move to the new site," he said.

"At the same time, we are engaged in a process of revamping our operations and 'refleeting' our equipment.

"Within the next three years, we'll be refleeting our digging units, our trucks and our ancillary equipment, in what will involve a substantial amount of work and cost," said Peter.

"As part of this, 18 months ago, we purchased the Komatsu excavator, trucks and loader, and there is potential for a further 9-10 trucks.

"Refleeting is an expensive undertaking, but it's vital, because we need to move from rope shovels to hydraulic excavators to suit our future mining operations," he said.

"The electricity market is highly volatile; there are huge fluctuations in demand, and the accompanying uncertainty, so we need to keep tight controls on our costs.

"The reason we went for Komatsu was the support," Peter said.

"Basically, we feel all makes of machines do the same thing, and the costs of each were very much the same.

"But because we are so isolated here, the support package we got from Komatsu was critical for us.

"Komatsu took a very realistic approach; no over-promising or under-delivering, and it's always been a very good relationship," he said.

HAVING A FLEET OF MACHINES THAT I CAN COUNT ON TO PERFORM, DAY IN DAY OUT IS SOMETHING THIS BUSINESS DEPENDS ON AND OUR CUSTOMERS DEPEND ON US



explained Mark. "We also offer our vast listing of earthmoving equipment to our clients on either a wet or dry hire basis."

"We are operating a fleet that includes an average of 20 late model Komatsu's; from five tonne up to 45 tonne."

Running long hours, in sometimes hard, rough conditions with different operators, Haines Bros knows that consistent, reliable operation and a reputation for getting the job done right, on time, are critical in the earthmoving industry.

"Our Komatsu gear has always been good and very reliable, utility machinery is essential to the daily operation of our business. That's why I keep going back to them when I need new equipment" said Mark.

Komatsu also holds a sentimental place in Haines Bros. history. A 20-tonne PC200-6 excavator bought in 1998 was the first 20T Excavator Haines Bros purchased, representing a significant milestone for the business. So much so, Mark recently had the unit refurbished.

"The dash six is one of the best machines, and it was the first 20T we bought. It has a lot of sentimental value; we have had it for that long. After all these years its proven durable and still working onsite, with 15,000 hours on it, once it was fixed up it was put back to work."

With Komatsu a significant part of the Haines Bros story, Mark is assured that his purchase will ensure the business continues to grow and offer superior service to its customers.

"I am confident in the ability of the new machines to deliver for Haines Bros. We have relied on Komatsu for a long time, you only need to look at the freshened up dash six to know that." Said Mark.

"Having a fleet of machines that I can count on to perform, day in day out is something this business depends on, and our customers depend on us."

DEMAND MATCHED: NEW DIGGERS FOR HAINES BROS

A major NSW earthmoving company has purchased several new Komatsu excavators

A family owned company that has been servicing Sydney's surrounds from their main yard on the outskirts of the city Bringelly since 1996, Haines Bros operates a large fleet of excavators and associated earthmoving equipment.

Experienced specialists in earthmoving, road work, Industrial and subdivisions as well as plant hire, Haines Bros have recently faced a steadily increasing volume of road work jobs and subdivision work in the surrounding areas.

Additionally, the prospect of a new airport proposed for construction in the Bringelly area could bring with it growth in the area and for local business.

The influx of work has seen Haines Bros make the purchase of several new Komatsu excavators over the last three months, on top of the several pieces of Komatsu equipment purchased in 2013.

The factory fresh PC138US-8, PC200LC-8 and PC300LC-8 excavators represent the diversity of applications and works performed by Haines Bros, as well as the strong growth Haines Bros has seen in recent years.

Business owner Mark Haines has a long standing history with Komatsu and a preference for the reliability of the machines and the industry recognition that comes with the Komatsu brand.

"We do a variety of contract works within the commercial, industrial and residential fields,"



ANGLO AMERICAN'S CALLIDE MINE SPEARHEADS CANCER FUNDRAISING



Left to Right: Jason Wagner - Managing Director, Civil Australia. Jason Penny - Managing Director, Civil Australia. Brett Thompson - Anglo American's Callide mine General Manager. The honourable Jeff Seeney - Member for Callide, Deputy Premier of Queensland and Queensland Minister for State Development, Infrastructure and Planning. Michael Kelleher - Operations Manager, Civil Australia.

Two Komatsu customers in Queensland have recently pooled their resources to raise significant funds for cancer awareness, research and support programs.

The two customers are Anglo American's Callide Mine in Central Queensland, which operates a WA1200-3 wheel loader and a WD900-3 wheel dozer at the mine, and contractor Civil Australia, which has recently purchased the first two Komatsu 35 tonne Hybrid excavators in the state.

In mid-October, Anglo American hosted an event at Callide, where it handed over a cheque for \$10,000 to the Cancer Council Queensland.

The mine had painted two of its haul trucks – one in pink, one in blue to highlight men's cancers – to promote cancer awareness, health checks and early detection for breast and prostate cancer.

It then made a donation of \$5000 to the Cancer Council for each truck, representing the 5000 hours each had logged in these colours.

The event was hosted by Callide Project Manager Brett Thompson, and was attended by Jeff Seeney,

Queensland Minister for State Development, Infrastructure and Planning, Member for Callide and Deputy Premier, by Natalie Wust, Cancer Council Queensland's Corporate and Community Partnerships Coordinator.

The morning tea for the function was sponsored by Komatsu Australia.

In presenting the cheque to Natalie Wust, Brett Thompson said the mine's participation in this event had raised awareness of the importance of early cancer detection across the site and raised valuable funds for key research to combat the awful disease.

"This was a constant reminder about cancer detection and prevention that couldn't be missed," Brett said.

"Tragically cancer has touched many Callide employees, their families and friends, and we all recognise funding cancer research is the key to understanding and finding a cure".

"Anglo American is proud to continue our support for the outstanding work Cancer Council Queensland does," he said.

At the event, Civil Australia provided a presentation on its new Komatsu HB335LC-1 Hybrid excavators, and the fuel savings these machines were achieving while working on environmentally sensitive projects at Callide.

Civil Australia's Managing Director Jason Wagner also announced that the company would be donating \$2 for every machine hour the two excavators worked on Anglo American and other mining house sites around Australia.

"Civil Australia is proud to support the wonderful work of the Cancer Council Queensland," said Jason.

"We could not think of a more worthy cause to support. Inspirationally, their vision is to eliminate cancer and diminish patient suffering from this disease – and which is aligned to our vision of Zero Harm.

"Over the next 12 months and from a zero base, we expect to achieve a minimum of 1200 hours from each excavator – resulting in a \$4800 donation to the Cancer Council Queensland – and we'll certainly be doing our best to exceed expectations," he said.

PREVENTING ARDNOX FROM TAKING HARD KNOCKS

A major Queensland earthmoving company dedicated to regional communities tenders council contracts with confidence inspired by Komatsu Komplimentary Maintenance and Scheduled Servicing.

With over 25 years' experience in civil construction, the Ardnox Group are the largest earthmoving company in the Brisbane Valley and Somerset Region.

Australian owned and operated, Ardnox Group works primarily on council and government contracts specialising in regional road works, gravel roads, culvert works and floodways, alongside boulder and block wall building, landslip remediation and agricultural projects.

Based in Harlin, 130 kilometres northwest of Brisbane, the company services an area within a three-four hour travel radius of their depot. In tendering council and government contracts, the company has noted a distinct preference for businesses with fleets of equipment that are demonstrably reliable.

With a large fleet of utility equipment comprised mostly of Komatsu machines, Craig believes that a name for reliability is the key to winning work.

"Komatsu gear's reputation means councils respond better to tenders because they know you can get the job done reliably with the machinery you have."

"Komatsu do an unreal job of looking after the gear, my maintenance is always done exactly to the hour; 250, 500 and 1000 hours under Komatsu's Komplimentary Maintenance program for the majority of the gear."

Komatsu resident fitter Todd Pradella does the majority of work on Ardnox Group's fleet.

"We are vigilant with servicing because oil and grease is a lot cheaper than spare parts."

"Todd is a good and thorough fitter. He always takes the time talk everything through with me as assess individual parts. We are very lucky to have him"

With much of Ardnox Groups success attributed to Komatsu utility equipment, service and support, Craig only complaint is that he cannot replace his entire fleet with Komatsu products.

"Komatsu has made me, really" said Craig.

"Being able to rely on the backup has helped us to grow this business. They have the right people, you ring one person and say 'we need this this and this', they order it and they get it out here, and away we go."

"The Ardnox Group and in turn our customers have truly benefitted from being able lean on Komatsu's knowledge, expertise and reliability."

THE ARDNOX GROUP AND IN TURN OUR CUSTOMERS HAVE TRULY BENEFITTED FROM BEING ABLE LEAN ON KOMATSU'S KNOWLEDGE, EXPERTISE AND RELIABILITY

Employing 25 staff and operators on permanent and permanent casual basis', Ardnox Group maintains a distinct set of three corporate values; Integrity, Reliability and Service. The business has a unique focus on supporting regional communities and growing local employment and services.


Craig Eastment, the owner and Managing Director of Ardnox Group said that the company aims to boost the economies of the communities in which they operate.

"We try to help people and help keep money in the communities that we go to" he said. "We stay in local hotel and pubs, we donate money to local schools, and we get employees from local areas rather than flying them in. We fill up our cars with local fuel, fit local parts and eat local food."

"We like to give something back, and the various councils we work for appreciate that we aren't just coming in solely for our own benefit"



Left to Right: Bill, local policeman. Craig Eastment, Ardnox owner



I HAVE HAD A VERY GOOD RUN OUT OF MY KOMATSU EXCAVATORS. I THINK THEIR MACHINES ARE PROBABLY THE BEST YOU CAN BUY

SERVICED FOR SUCCESS

Boss Logging has relied on Komatsu excavators and servicing to support its operations over the last 12 years.

Based in the Victorian town of Bairnsdale, forestry and harvesting contractor Boss Logging has been working in native hardwood forests since the business was founded in 2003.

Engaged by VicForests for the majority of its business life, Boss Logging now has a long-term contract with the Forestry Corporation of NSW and actively works in woodlands along the state's south coast.

The company performs a broad range of services, including clear-felling, harvesting, seeding and habitat retention.

Boss Logging currently uses several Komatsu excavators: a PC300-5, a PC300-6 and a PC300-7.

While Boss Logging is busy, the last 10 years has seen the forestry industry become a tough game to be in.

With restricted markets and a heightened public sensitivity to environmental issues resulting in greater levels of scrutiny, it has never been more important for forestry contractors to deliver their services on time, efficiently, and to the letter of the law.

With the pressure always on, the machines in the Boss Logging fleet are offered no respite and expected to perform in tough and constantly variable conditions. Temperamental or unreliable

equipment is not offered a second chance, and machine failure is not an option.

"The excavators are working, day in day out," explains Boss Logging manager Matthew Van Dam. "Our dash five [PC-300-5] has over 32,000 hours on it."

No utility equipment is able to take a non-stop beating, so the constant nature of Boss Logging's operations means regular professional maintenance is non-negotiable.

Komatsu scheduled servicing has prevented Mr Van Dam from ever losing a minute's productivity due to equipment failure.

"I have always contracted my maintenance. We do a bit of it in-house ourselves but anything major is contracted out.

"I have always dealt with Komatsu in Morwell and have had a pretty longstanding history with the dealership.

"Komatsu's Shannon Barnes is probably one of the best field service blokes in Australia and he has done field service work on our machines since he started his career.

"Every time he has done jobs for us I speak to the Branch Manager and commended Shannon on his conduct and his professional ability. When he pulls on the overalls for Komatsu, the company is represented in the highest standard possible."

When it comes to a longstanding relationship and service, Matthew rates Komatsu as a notch above the rest.

"I have had a very good run out of my Komatsu excavators. I think their machines are probably the best you can buy," he said.

"All the brands are pretty good, but if you look at the backup side of it, Komatsu provides the best.

"Their machines are built for longevity, and I have been very happy with the support I have had from Komatsu."

The proof is in the pudding for Matthew, who is in the process of planning a major upgrade to Boss Logging's plant in NSW. The first machine on his radar? A Komatsu excavator.



JACK OF ALL TRADES

With interests in a vast array of civil construction, consulting, cartage, transportation and agricultural infrastructure work, the Rooney Group Ltd place a lot of trust in the flexibility and reliability of their machinery. That's where Komatsu comes in.

Ask how crucial Komatsu is to the many divisions of South Canterbury-headquartered Rooney Group Ltd and General Manager Colin Dixon is unhesitating in his response.

"Komatsu is an integral part of what we do. We've been utilising Komatsu gear since the early 1980s and, as company founder Gary Rooney says, it's companies like Komatsu that make our business."

That's no empty platitude either. Look at the huge line-up of equipment relied upon by this trusted multi-disciplinary operator and you'll see the Komatsu nameplate featuring highly.

With interests in civil contracting, consulting, cartage and transportation, irrigation scheme and waste-water pond development, the Rooney Group requires a vast array of machines for myriad tasks, all maintained by 22 technicians spread across two workshops.

"Three of our mechanics are set up to operate remotely too, so we can address any issues in the field as they arise," says Colin.

"With regard to our Komatsu gear, we find the technical support offered by the distributor to be very comprehensive. Often one of our team may just require some advice on solving an issue; the information they require is generally just a phone call away thanks to the Komatsu support desk."

What started with one man and one machine nearly 40 years ago has grown substantially, now employing over 250 personnel across five regional offices. Rooney Group's varied interests means it operates a lot of different equipment too; 18 bulldozers, 27 motor graders, 28 rollers, 22 articulated and rigid dump trucks, 50 motor scrapers, 19 loaders, a whopping 120 excavators and around a hundred truck and trailer units. The list goes on.

Komatsu equipment features highly among the Rooney Group roll-call; of those bulldozers, 12 are Komatsu. The lion's share of the excavator fleet – 85 in all – is supplied by Komatsu. The company's latest acquisition is a new 196hp Komatsu GD555-5 motor grader, featuring the new Power Shift non-stall transmission, 12-foot blade and Komatsu's signature versatile moldboard geometry.

"This is the second 'triple five' we've purchased. The model offers a good foot print and plenty of power for what we need it to do. It's versatile too, and works just as compliantly whether its placed in an agri environment, such as the boarder dyking projects we have here in South Canterbury, or if it's tasked with civil work on a sub-division."

"There's a range of reasons why we look to Komatsu gear," continues Colin. "They offer good value-

for-money over their lifetime. And believe me; we get a long life out of all our gear. We don't buy equipment because we want to sit and look at it, that's for sure.

"Across the board they're very reliable machines and economical too. From an operator feedback point-of-view, I subscribe to the theory that the less you hear about a machine the better; if our team members are happy with their gear then the work gets done a lot quicker. We don't hear anything back about Komatsu plant, so to me that speaks volumes, that's why we intend to have ongoing orders in place with Komatsu"

Of course, while silence might be golden in this instance, Colin says the Rooney Group has also seen huge benefits in utilising data gleaned from the Komatsu KOMTRAX wireless remote reporting system.

While the KOMTRAX system offers a vast catchment of data, such as service meter readings,

**IT'S COMPANIES LIKE
KOMATSU THAT MAKE
OUR BUSINESS**



geo-tagged location information and operational activity logs, it is crucial data concerning machinery running costs that Colins's team keep a watchful eye on.

"If we were to look at one machine against an identical machine and discover one is using more fuel than the other; that gives us a baseline to work against and solve an individual issue.

"But analysing that same running cost data across an entire project gives us crucial information that we can then utilise during the tendering process. KOMTRAX is a great tool in this regard; helping to ensure we're budgeting future work precisely and realistically."

The versatility and robustness of Komatsu gear means the Rooney Group will continue to exceed expectations in a variety of disciplines and get the most out of the many machines on their fleet.

KOMATSU RENTAL MACHINES IMPROVE LIDCOMBE LINKS

A western Sydney golf club has completely redeveloped a significant green area, under budget and on deadline, with the help of Komatsu Rental machines.

Carnarvon Golf Club in the western Sydney suburb of Lidcombe has seen its share of change since the first game was played there in 1927.

In the early days members would spend weekends mowing the naturally grassed greens. The holes were jam tins and the clubhouse, known as 'The Shack', was exactly that.

The club has since been updated countless times into the modern facility it is today. The most recent was the redevelopment of the green and surrounds on the first hole.

"The existing green had a few issues that had to be addressed, including poor growing media, inappropriate contouring that didn't shed surface water and the proximity to the next teeing ground was creating some safety concerns," Carnarvon Golf Course Manager Steven Jacobsen says.

With 115m of concrete pathway to be installed, the total area of works covered around 2000 square metres. The existing green needed to be removed and taken back to its original soil level. Fill would then need to be brought in to build up the area for new contours.

The redevelopment works occupied a central and high traffic area on the course, so the timeline was tight. Working in and around trees, the job required a machine big enough to efficiently handle the volume of work and small enough to work within confined spaces.

Flexibility was another priority. Steven and his team had no idea of the true depth of the material that would need to be removed, or what awaited them beneath the surface.

I BELIEVE WE ACHIEVED A BETTER RESULT FOR A LOWER COST BY USING KOMATSU

"When we were going through the budget for the project and delivering the breakdown I originally looked at hiring a machine with an operator," Steven said.

"However, this would have put us at the mercy of the operator in relation to hours worked and potential downtime due to factors beyond my control.

"We have qualified operators on site, so I figured if we could get a machine on site it would give us a lot more flexibility through the project, especially if things didn't go as planned – which was possible as we couldn't excavate the site prior to commencement of the project."

Steven sought a quote to rent a suitable machine from Komatsu.

With Komatsu's quote halving the costs of the project and doubling the rental period, the approval of Carnarvon Golf Club's board was sought and a Komatsu PC130-8 Hydraulic Excavator was leased and delivered.

"The existing green site is 35 years old, and had a few surprises for us," Steven said.

"As we removed the layers we found the remnants of the original green from 65 years ago. This meant we had to remove even more layers of drainage material, ash and waterlogged clay until we reached the original ground level that would provide a good base for the new green."

The flexibility of having a rented PC130 on site meant the Carnarvon Golf Club team was able to meet its deadline on schedule and on budget.

"Having the machine from Komatsu allowed us to push on and work later into the day or night and over weekends at times that were appropriate for us," Steven said.

"We were also able to get a few other jobs completed around the course when the machine wasn't required on the new green construction. This gave us greater efficiency and a better return for our money."

A smooth, hassle-free transaction meant it was back to business as usual within three weeks, with the team noting that in comparison with similar projects in the past the redevelopment of the first hole was a much easier process.

"Komatsu delivered and picked up the machine as scheduled and we were charged exactly the quoted price. The machine they delivered was virtually brand new, so it was in great condition and had all the latest and greatest bits on it. It was a pleasure to operate," Steven said.

"We got better value for money than from hiring from anyone else and we're certainly very happy with what we got for the price. What we paid for three weeks use was probably equivalent of having someone else in there for a week to a week-and-a-half.

"Overall, I believe we achieved a better result for a lower cost by using Komatsu for this project and wouldn't hesitate to use them again."



WA FAMILY BUSINESS RECOVERS LOST EXCAVATOR

A plant hire and earthmoving business in WA has thanked KOMTRAX for the return of stolen equipment

With the theft of expensive and essential utility equipment seemingly on the rise, Stretch Industries have recently recovered their PC18MR-3 excavator thanks to Komatsu's KOMTRAX tracking and monitoring system.

Stretch Industries are a nine year old family business, operating from Melville in Western Australia. The company is managed by Director James Stretch and his father Anton Stretch.

Primarily specialising in earthmoving and plant hire, Stretch Industries operates a small fleet of utility equipment. The company services the Perth Metropolitan region and regional areas of Western Australia, where the machines work against some of the country's toughest earth.

In May 2014, one of Stretch Industries operators had the company's PC18MR-3 excavator parked at his house in Applecross, WA. Locked and secured, the machine was due on site in the morning to begin a large job that the company had been contracted to undertake.

When the operator walked outside, the excavator was gone, and no clue was offered as to its new location.

James Stretch explains that the company felt the impact of the theft from the second the machine was noticed missing in action.

"My immediate thought was obviously about that days' work. Then I considered the flow on from that as well. It had the potential to hugely impact on our business adversely, and I straight away knew I needed to track it down"

Having purchased the machine second hand, James was unaware that KOMTRAX was standard equipment. As word spread about the machine

going missing, the previous owner made contact to inform him that recovery could be as simple as a phone call.

"Initially I didn't realise KOMTRAX was installed. I had given up all hope of tracking it down; reporting it to the police had gone nowhere."

Contacting Komatsu and alerting them to the theft, the KOMTRAX team were quickly able to identify trends in the locations and use of the machine.

"I got onto Mary-Jo at Komatsu, and we started following a trail." He said.

Resisting an urge towards vigilantism, James notified police and after giving them the appropriate ownership documentation to prove it was his, rightfully repossessed the PC18MR-3.

"Excavators and utility machines are our businesses life blood, and it is where we derive our livelihood. Without the machines Stretch Industries wouldn't exist." Explained James.

"While the machine was missing, we had to sub contract a lot of work out which was a direct impact financially. I also lost time running around trying to follow the trail. Both ends financially suffered from being a machine down and we noticed the impact immediately."

"We repossessed the excavator on a Thursday and had it back working Monday. I can't thank KOMTRAX enough for the service they provided; we wouldn't have found it without them."

"That machine is very important to us and it is good to have it back and working hard for us".

WA Police are continuing enquiries with key parties regarding the initial theft and resale of the stolen excavator.

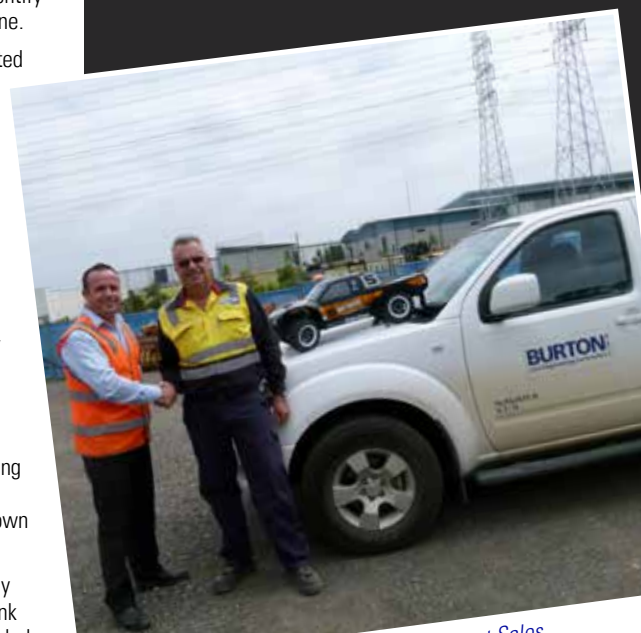
KOMPLIMENTARY MAINTENANCE PROGRAM WINNER

Komatsu's Complimentary Maintenance Program provides customers with free servicing for the first 3 years or 2,000 hours (whichever occurs first). This program is available for all new construction and selected utility models, at time of purchase.

In September 2014, Komatsu introduced EXTENDED CARE, a product specifically developed for machines who have completed their Complimentary Maintenance program. Upon completing our Complimentary Maintenance Program, Komatsu provides customers with the opportunity to continue with the same level of support for substantially discounted rates. EXTENDED CARE allows customers to extend their factory scheduled servicing for an additional 1 year/2,000 hours OR 2 years/4,000 hours.

To help launch our EXTENDED CARE program into the market, Komatsu ran a promotion whereby any eligible customer to sign up to EXTENDED CARE between 8th September - 30th November 2014 went into the draw to win a HPI RTR 1/5 Scale BAJA 5SC Radio Control Truck, valued at \$1600.

Komatsu is pleased to announce that the winners of this promotion was Burton Civil Engineering Contractors, based in Homebush NSW.



Left: Phil Gibson - Komatsu Customer Support Sales Representative, Jim Fahey - Burton Contractors Plant Manager

PROJECT PLUMBING: ON TIME, EVERY TIME, WITH KOMATSU

A Northern Territory plumbing business' confidence to pitch for, and complete, two massive jobs comes off the back of a reliable and high-performing fleet of utility machines.

Project Plumbing has been operating from its Darwin base for the past 12 years, and in the Northern Territory region for more than 20 years.

An Australian-owned and operated business, the primary services offered by Project Plumbing are commercial and industrial plumbing and drainage, and civil pipelines. Working predominantly in Darwin and around the NT, the company has extensive experience across private developments, community infrastructure, and government and defence contracts.

Project Plumbing is also long-time user of Komatsu equipment. It currently owns PC138 and PC200 excavators, a PC55MR-3 crawler excavator, a WA200 loader and two WA65 wheel loaders.

Over the last two years Project Plumbing has been engaged as a hydraulic services contractor on two of the largest construction projects seen in the Northern Territory in recent memory.

The first is the construction of the \$400 million Manigurr-ma Accommodation Village at Howard Springs, providing housing for up to 3,500 fly-in fly-out workers involved in the construction and operation of the US\$34 billion Ichthys LNG Project – an enormous joint venture that is poised to enhance regional and social infrastructure while offering employment and training opportunities for the region.

The second is the hydraulic services contract for the construction of the Northern Territory New Secure

Facilities (NTSF) – a \$495m project comprising a 1048-bed multi-classification male and female prison that will focus on work programs with the intention of reducing recidivism.

Project Plumbing business administration manager Tanya Reynolds believes that in order to effectively tender for these massive projects businesses must have confidence in their resources and their ability to get to work fast when the order comes through.

"When you are tendering for projects, there is a lot of to-ing and fro-ing, but once you are awarded the job you need you to be able to start immediately," Tanya says.

That confidence was instilled by Komatsu scheduled servicing, performed by Komatsu Darwin. The servicing ensures Project Plumbing's utility equipment is operating at full capacity, despite unique conditions that make tough demands of both human and machine in the top end.

"In the Territory, it has to be durable or it won't sustain the hard digging conditions and the temperature. We go from extremes of dryness, with torrential red dust and winds, to the wet season where everything becomes a dam and you are dealing with extremes of humidity," Tanya says.

"Komatsu is our primary supplier of machines for those reasons."

After being awarded the two tenders, Project Plumbing was forced to recruit multiple plant operators to cope with the demand from two massive job sites, each with its own individual set of complications. The company grew from 50 to 120 staff almost overnight.

In this environment Komatsu's user-friendly operations and KOMTRAX mobile application were a great benefit to the Project Plumbing team. Activity on the sites became frenetic and unfamiliar operators (not necessarily interested in the ongoing health of its machinery) got behind the controls.

The KOMTRAX app allowed the company to stay on top of maintenance schedules, keeping close track of vital information and ensuring machinery was running smoothly. This consistency allowed the Project Plumbing team to meet all their construction timelines.

"Having reliable machinery in-house is one of our key points of difference against other operators; it is a distinct benefit to have access to reliable plant equipment at our fingertips. That is what enables us to meet our timeline commitments," Tanya says.

"Komatsu's reliability is an advantage that we are able to pass on to our customers."

As Project Plumbing returns to normal staffing levels and scale of projects, Tanya reflects on the company's relationship with Komatsu.

"It has been longstanding and ongoing; we've never had any issues. We are extremely happy with the level of customer service we receive and the account managers that keep us in touch with what's happening – especially over the last few years when things have been pretty crazy."

**KOMATSU'S RELIABILITY
IS AN ADVANTAGE THAT WE
ARE ABLE TO PASS ON TO
OUR CUSTOMERS.**

SMARTER MAINTENANCE MANAGEMENT LETS COUNCIL EXTEND SERVICE INTERVALS, REDUCE OWNERSHIP COSTS



Pro-active use of regular Kowa (Komatsu Oil Wear Analysis), combined with Komatsu's KOMTRAX remote monitoring system, is allowing Tasmania's Huon Valley Council to extend maintenance intervals on its Komatsu machines – and cut its ownership costs.

The council, located in southern Tasmania – it is in fact the southernmost local government area in Australia – services a population of around 15,000; its responsibilities include maintaining about 700 km of road, of which only 180 km is sealed, while the rest are gravel roads.

And not surprisingly, it is a very high rainfall area.

In late 2012 and early 2013, it took delivery of two new Komatsu GD655-5 graders – Huon Valley's "third generation" of Komatsu graders, replacing two GD655-3s, which themselves had replaced two GD650-3s some years earlier. It also owns a PC88MR-8 which it bought in December 2013, and a WA200-5 which it has owned for 9 years.

According to Malcolm Russell, the council's manager of works, it has been able to significantly extend its service intervals – particularly on the two graders – from the standard 250 hours to 500 hour intervals, through careful Kowa oil analysis and continuous KOMTRAX monitoring.

"We've been able to bump our service levels out as per the recommendations from Komatsu based on our oil sampling – and if anything pops up with subsequent samples or on KOMTRAX, Komatsu will let us know and we will have a look at it straight away," he said.

"That saves us money not only in downtime, but also the cost of servicing – and downtime in particular costs money.

"Over the life of our machines, that will all add up quite significantly," said Malcolm.

It was Komatsu's backup service and support, along with machine reliability that was behind Huon Valley Council's decision to purchase its third generation of Komatsu graders.

"The overall reliability, the backup service, the operator comfort and feedback, has all been excellent," he said.

"And since we've had these machines, they have had minimum downtime."

In the case of its PC88MR-8 excavator, Huon Valley Council was looking to replace an existing machine with an alternative make.

"We had a few issues with our previous machine, particularly in regard to smoothness of operation; it

was a bit jerky in the hydraulics, so it wasn't a good finishing machine," said Malcolm.

"We looked at a few machines, and opted for the Komatsu because it came fully fitted with check valves and other things, which were extras with other brands.

"This was important to us, because we work with what we call a 'man workbox', which is something we developed to fit on an excavator – and in fact won an award for," he said.

"It's been approved through Workplace Standards, but part of operating it is that you've got to have check valves on the excavator, so if you have an oil leak, it just seals off straight away – and that comes as standard on a Komatsu excavator.

"Also, the plumbing for the thumb, which we got fitted on the Komatsu, was standard, as was the plumbing for the tilt hitch and the rock breaker – so it all came fully fitted and ready to go," said Malcolm.

"We use this machine for a wide range of tasks; we build all our own bridge abutments, so it could be excavating out a bridge abutment, we put all our own stormwater line in, we do a lot of our own road widening, footpaths, right across the activity of roadworks, as well as general infrastructure works."

In addition to these newer machines, the council also operates a WA200-5 wheel loader, which is now close to 10 years old.

Originally purchased for face loading, it's now used for loading materials coming out of the contractors own mobile crusher.

"We've had that machine for a fair while now, and it's given us an excellent run."

Malcolm said a key element of the Komatsu relationship was its regular contact with the council.

"We find Komatsu keeps in contact with council by calling into our depot at least once a month and having a talk to our mechanic, to check that everything is running OK and that there are no issues.

"The parts and service back up over the years has always been excellent – plus we also purchase spare parts from Komatsu for our other plant because they are competitive on price, and supply is overnight.

"Overall, Council has had a good working relation with Komatsu over many years, which has resulted in minimum downtime for the plant, and which improves productivity," said Malcolm.

Fun and Fruity Ice Pops to Beat the Summer Heat



INGREDIENTS

- » 1 peach, cut into 1/2-inch slices (1/2 cup)
- » 2 kiwis, peeled and sliced into 1/4-inch rounds
- » 3/4 cup strawberries, finely chopped
- » 1/2 cup blueberries
- » 1/2 cup raspberries
- » 1 1/2 to 2 cups of fruit punch or 100 percent white-grape juice

There's nothing better than a fruity cold treat on a hot Summer day. They're so easy to make that you'll enjoy making them as much as you'll enjoy eating them!



DIRECTIONS

1. Combine fruit in a mixing bowl and arrange the mixture into eight 3-ounce popsicle molds.
2. Pour enough juice into each mold to just cover fruit.
3. Insert popsicle sticks and freeze until solid (about six hours).

Servings: 8



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