

# D&E

» DOWN TO EARTH MAGAZINE  
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# KOMATSU COMMENTS



**Bill Pike**  
Managing Director  
Komatsu Australia Pty Ltd

**The new financial year will present many new challenges to the staff and management of Komatsu Australia. Demand for our product has never been stronger and we must increase our efforts to ensure that our customers receive the service they deserve. New business opportunities in mining and construction continue to stretch our resources but with the dedication of all our staff, we can achieve great results this year.**

During the last quarter we significantly strengthened our organisation through key appointments in the Operations, Supply Chain, Human Resources and Corporate Planning disciplines. New expertise has been added to our organisation bringing a higher level of skill and professionalism so necessary in today's complex business environment. Resulting from this will be a stronger focus on

satisfying customer and employee needs. Stronger planning capability will ensure greater certainty of positive outcomes.

Already we are seeing changes to the way we approach key parts of our business and Komatsu Australia management commits to ongoing improvements to established service levels.

The quest to develop state of the art business processes continue as we move into the final state of phase one of the new ERP. Many employees are now involved in the exciting change management activities and all other employees are encouraged to participate eagerly and positively.

Komatsu Australia will be well positioned to deliver on its promise of superior customer satisfaction and customer fulfilment after we go "live" in October 2005. Although this

project is consuming many valuable hours from our working day, the benefits will be considerable.

New initiatives to commence this next quarter include a corporate wide continuous improvement project which will involve all employees in some way. Each and every one of us has an obligation to improve the way we do things and to provide improved performance to our customers and our company.

More details will be released by the management team and everyone is encouraged to actively participate in this very worthwhile activity.

So to all employees keep up the excellent work and to our customer's thank you for your business, we look forward to serving you again during the year.

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### Front Cover

GW Civil's PC200-7 carries out subdivision work in south east Queensland.



## MITCHELL SHIRE LOVES ITS KOMATSU GRADERS



Mitchell Shire's recently delivered GD555-3 grader has plenty of pushing power with its unique dual transmission system.

Victoria's Mitchell Shire has recently taken delivery of a Komatsu GD555-3 grader following excellent performance and operator acceptance of its GD530-2 grader.

The shire, based just north of the Melbourne metropolitan area, also has a WA450T-1 landfill compactor, which has allowed it to significantly extend the life of its landfill operation.

The two Komatsu graders are used for general road construction and maintenance grading throughout the shire's 2864 sq km.

According to Wally Currie, the shire's construction co-ordinator, the performance and operator acceptance of both graders has been excellent.

"We have a policy of involving our operators in our purchasing decisions, and their preferences were important factors in us buying the two Komatsu graders," he said.

"We bought the GD530-2 in 2002 and it now has about 4000 hours on it.

"It's performed extremely well since we purchased it, and the operator is very happy with it," said Wally.

The shire bought its latest grader, the GD555-3, early in 2005, and Wally describes its performance as "excellent".

He has been particularly impressed with its dual transmission system, allowing the operator to shift between direct drive and torque converter drive at the flick of a switch.

Torque converter transmission allows for improved control at low speeds and in final finishing.

"It's got a lot of pushing power, and is exceptionally good in ripping work," he said.

"I'm very happy with it.

"I had the chance to operate it recently, and found when ripping in direct drive mode I was getting a bit of wheelspin. I switched over to torque converter, and the difference in traction and power was unbelievable.

"This dual drive system gives

greater ability with pushing and ripping, assisting greatly with precision applications because the clutch is not required.

"It also means lower wheel spin, which of course is giving us longer tyre life," Wally said.

"We also believe the torque converter will prolong transmission life and reduce fuel consumption as we are not purely relying on engine revs for horsepower.

"Other advantages of this grader include excellent visibility from the cabin, very quiet operation, which pleases our rural residents, ground level

fuelling and dual locking pins on the saddle, rather than just one, giving greater strength," he said.

Mitchell Shire's other key Komatsu machine is a WA450T-1 landfill compactor, which it purchased used about two years ago with around 2000 hours on the clock. Since then it's notched up a total of 5000 hours.

"For many years, we'd used a crawler machine to run our landfill operation, but we found we weren't getting the compaction we needed, so we decided to switch to a specialist compactor," said Wally.

"The WA450 is ideal for the application we are doing. I've been really impressed with its performance.

"We'd looked at other makes of compactor in the past, but this one performs as well as or better than anything else.

"One aspect that adds to its performance is the paddles on the compactor wheels, which chops the material up very small as its working. The smaller you can chop your material, the better the compaction you get," Wally said.

"Overall, we've found it to be a very good machine, and it's had great operator acceptance; it's very easy to operate, very operator friendly."



Wally Currie with the Komatsu GD555-3 grader

## GW CIVIL CONTRACTING STICKS WITH KOMATSU



GW Civil's latest WB97R-2 backhoe, with one of its PC200-7s. The company opted for Komatsu backhoes based on operator preference following a competitive demonstration.

**The quality, reliability and performance of Komatsu excavators and backhoes has persuaded Brisbane-based civil contractor GW Civil Contracting to stick with Komatsu equipment since it first started buying the brand in 1998.**

GW Civil carries out primarily new subdivision works throughout south-east Queensland. This includes land clearing, bulk earthworks and roadworks as well as all pipelaying works such as stormwater, sewerage and water reticulation - rather than subcontracting this out to drainage contractors, as many other land development contractors prefer to do.

This preference for carrying out its own pipelaying works stems partly from the fact that co-owner Tony Watt was a specialist pipelaying contractor for 25 years, so the firm has plenty of expertise in that area.

It runs three pipelaying crews, working with two PC200-7 excavators, purchased in June and November last year, plus three WB97R-2 backhoes bought over the past 12 months,

with the two most recent arriving earlier this year.

Both Tony and his business partner Lindsay Gordon have visited Komatsu premises in Japan; having seen the quality and the company's dedication to building industry-leading machines, they have opted to stick with Komatsu products.

"We've been buying Komatsu

since we started this business in 1998," said Lindsay.

"Our two latest WB97Rs replaced two existing Komatsu backhoes which we believe were among the first sold in Australia, while our first PC200-7 replaced a PC200-6 which we'd bought in October 1999 - and that replaced a PC200-3 which we'd had for a few years before that.

"We're very happy with our new Dash 7 excavators; we find them a lot more fuel efficient than the Dash 6s, and our operators are wrapped in them. They appreciate the comfort, the fact they've got power to burn, their quietness and the excellent visibility from the cab."

When making the decision to purchase a new backhoe, Tony and Lindsay trialled a WB97R against a competitive machine.

"It was our operator's decision to go for the Komatsu," said Lindsay. "He found the visibility far superior, the ride control much better, and it had a better bucket rollback, which enabled him to fill the bucket more efficiently.

"We've been very pleased with that machine, and as a result of its performance recently purchased two more. These are the later versions, with the excavator-style hydraulics and control systems.

"The support we get from Komatsu Australia is also great. If we have any problems, and they've only been minor, they are out there to sort them very quickly," he said.



One of Queensland-based GW Civil's two PC200-7 excavators; these have proved far more fuel-efficient than their Dash 6 predecessors.

## HD465-7 EXCELLENT PERFORMER AT BORAL WHITESIDE

**A Komatsu HD465-7 rigid truck delivered to Boral's Whiteside Quarry in northern Brisbane has had excellent operator acceptance for its improved balance, stability and "feel" compared with the previous trucks being used.**

The quarry extracts greenstone for use as concrete and asphalt aggregate and roadbase materials for use in construction applications throughout south-eastern Queensland, with an output of around 700,000 to 800,000 tonnes a year.

The HD465-7, which was delivered in February this year, is loaded by a Komatsu PC800-7 excavator purchased in October last year, transporting blasted material from the quarry face to the crushing plant. The plant is fed at a rate of 400-450 tonnes per hour.

The operation works five and a

half days a week in 12-hour shifts, including a weekly maintenance shift.

Boral Whiteside purchased the HD465-7 as a replacement for one of two ageing trucks of another brand.

According to quarry manager Andy Stuart, since being delivered, the new Komatsu truck has put in an excellent performance with no issues at all, and availability of 100%.

"Our operator is very happy with the Komatsu," he said. "He really likes the feel of the truck, its firmness and its low centre-of-gravity, so he feels more in touch with the road. The older trucks we have here are a bit top-heavy in comparison.

"We've also been very impressed with the safety equipment fitted to the truck. The braking and retardation is excellent and very operator friendly."

Also fitted to the machine to Boral's specifications was a package of optional safety equipment, including fire suppression, an auto greasing unit and a rear-view CCTV system.

"We opted for the HD465 on this site because it gives us an

extra 10 tonnes of payload and it's very well suited to the site in terms of size," said Andy.

"On top of that, we went for this on the basis of Komatsu's reputation, and the fact that the PC800 has also been a very good machine for us. It's given us no trouble at all," he said.



This HD465-7 at Boral's Whiteside Quarry in Brisbane has impressed with its performance, reliability and balance.

## THE BEST EVER TRUCK SHOW

**The Queensland Truck and Machinery Show is a biennial event which was held at Brisbane Showgrounds on May 12- 15, 2005.**

According to the Commercial Vehicle Industry Association of Queensland, there was an 18% increase in attendance compared with the 2003 event. Over the four day show 44,157 visitors attended this premier show.

Komatsu Australia displayed the PC200-7, WB97R-3, WA150-5, PC50MR-2, PC78MR-6, PC35MR-2, PC20MR-2 and SK1020-5.

Dean Gaedtker, Queensland sales manager stated that the Truck and Machinery Show

was the best well attended show with a significant number of industry decision makers.

Komatsu will definitely be attending the 2007 show!



Part of Komatsu Australia's stand at the truck show.



Michael Brock and Robert Warner from Bulloo Shire council were among many visitors to the Komatsu stand.

# DARACON OPERATOR LIKES SPEED AND COMFORT OF NEW PC600-7



Daracon PC600-7 excavator very quick and productive, with high levels of cab comfort.

**Newcastle-based Daracon Group's recently purchased Komatsu PC600LC-7 excavator, the first of these sold in NSW has been praised by its operator for its speed of operation and comfort.**

It joins a PC600SE-6 bought by Daracon about two years ago, and which has delivered excellent production performance and fuel efficiency.

Founded in 1983, Daracon has built an industry reputation for providing the highest quality services to its clients, and is now one of the largest earthmoving contractors in NSW. Its clients include state government construction agencies, including the RTA, along with local government and major industrial and commercial developments.

It offers a range of services including civil engineering, plant hire, heavy haulage, contract crushing and screening, landscaping, quarrying and rail infrastructure work.

Delivered in April this year, the new excavator started life at the NSW Rail Infrastructure

Corporation's Martins Creek Quarry, stripping overburden and loading it into 55 tonne Komatsu dump trucks.

After completing that job, it went to the Ashton Mine in the Upper Hunter Valley.

Since being assigned the new excavator, operator Neville Hooker has been very impressed with its comfort and performance.

"I came off a PC400-6 which I'd been on for about three years, and I thought the larger machine might have been a bit of a dinosaur, being so large and heavy - but it's very quick, very comfortable to operate," he said.

"For example, at the Martins Creek quarry, it was taking me only about three minutes to load 50 tonne dump trucks in hard rock, and only using E (economy) mode, not the A mode."

Neville has also been very impressed with the cab comfort and low noise levels.

"The lack of noise and vibration is unreal," he said. "When the machine's working, you can actually hear the windscreen

wipers going, and you don't have to have the radio up loud to hear it.

"And being a larger cab, with the silicon mounts, it's a very comfortable place to operate in.

"Since we took delivery of this machine, we haven't had any problems with it at all. Usually with a new machine, you always get a few oil leaks and things, but we haven't had any with this one. It's very very good.

"We had a similar experience with the PC400 I used to be on, and which I operated from new. In three years, all we ever had to do was replace an o-ring on one of the drives - that's all. A fitter never came near it in the first two years I was on it," said Neville.

According to Michael Christenson, Daracon's plant manager, the company opted for the PC600-7 based on the good performance from its existing PC600SE-6, and the fact that it was well suited to loading 40 tonne articulated dump trucks.

"We primarily bought this machine for bulk excavation

projects, with a couple of major ones coming up later this year that we hope to be involved in," said Michael.

In addition to its two PC600 excavators and the PC400, other Komatsu equipment owned by Daracon includes an additional seven excavators from short-tail PC78s to a PC300-7, two dozers and a wheel loader.

## BREAKOUT

Komatsu Australia recently sponsored Daracon's entry in the annual Newcastle Variety Club Bash car rally through outback NSW. About 50 cars entered this year's Bash held from May 15 to 21, and which raised over \$300,000 for sick, disabled and disadvantaged children.

For example, the Bash stopped for lunch at Mungindi Public School and donated 3 bar fridges for the children to keep their lunches/drinks in as it gets very hot in summer.

The Bash went from Newcastle to Werris Creek, Coonabarabran, Barraba, Mooree, Mungindi, Lightning Ridge, Gulgong, Willowtree, Singleton and finished at Maitland.

Daracon's entry of two cars had, in the 'Boys' car' Garry Smith and Ken Blundell, from Daracon's workshop, Paul Greathead from Daracon Heavy Haulage, and Phil Lovett, of Lovetts Earthmoving, who was the successful bidder for a seat in the car at a charity golf day auction, bidding \$3000.

In the "Girls' car" were Emma Mingay, Daracon employment relations manager; Maureen Henderson, Daracon accounts department; Judy Jones, Daracon Landscaping, and Steph McCauley, Prosperity Corporate Advisors.

## ISOLATED SA COUNCIL OPTS FOR THIRD D85AX-15

**South Australia's District Council of Streaky Bay, a coastal council on the Eyre Peninsula, has recently taken delivery of its third D85 dozer, a D85AX-15, after 18 years of outstanding performance from its two predecessors.**

18 years ago, the council purchased its first Komatsu dozer, a D85A-18, then traded it in nine years ago on a D85A-21. The latest machine was delivered in early May 2005.

Streaky Bay is a fairly isolated coastal council with a population of around 2100, responsible for the maintenance of 1750 km of unsealed roads, and just 55 km of sealed roads.

The prime use for its D85AX-15 dozer is raising limestone rubble for resheeting of the unsealed road network, along with a bit of roadside clearing, according to the council's works manager, Peter Irvine.

Limestone is generally excavated from pits in farm paddocks adjacent to the resheeting works, minimising transport costs.

The dozer rips the material to break it up, then dozes it up into piles ready to be loaded into tipplers for spreading.

"We've had an extremely good run from the D85 dozers," said Peter. "We find their ripping ability very good, and ripping is a big part of our limestone extraction operations.

"With the new machine our operator, Ian Miller, is very impressed with the single-lever button control for forward, reverse, gear speed and steering - resulting in easier overall operation.

"The ripper hydraulics are also faster, resulting in better control when ripping in hard rock, while both forward and rear vision has been improved," he said.

"Another reason we keep going back to them is that we've had no major problems with any of the Komatsu dozers we've owned; we did not have to lay a spanner on either of our previous dozer engines.

"We can also get very good fuel consumption from the latest Komatsu engine.

"On top of that, Komatsu's service and support is excellent, even though we are pretty isolated here. They will do everything within their power to keep us happy, and we've got a very good relationship with the company," said Peter.



Streaky Bay's D85AX-15 is continuing to get excellent performance from what is its third D85 dozer in 18 years.

## SUCCESSFUL STUDY TOUR TO JAPAN

**In April this year, Komatsu Australia hosted 25 wheel loader customers on a study tour to Japan.**

Highlights of the study tour were visits to two of Komatsu's major manufacturing facilities, Mooka and Awazu plus a visit to Komatsu's proving grounds where customers were able to operate some yet-to-be-released prototype models.

The tour also included a jobsite visit to a very impressive 3 million tonnes PA limestone quarry located on top of a 1000 m high mountain.

"This was a great opportunity for our customers to see first hand Komatsu's industry-leading quality control procedures implemented as machines were being assembled on the production

line and visit Komatsu's testing site to operate innovative new products," said group tour leader Colin Chamberlain, Komatsu Australia's national marketing manager construction.

"It was also a chance to see and meet first-hand Japanese equipment users in actual work site operations."



Delegates from Komatsu Australia's recent wheel loader study tour to Japan.



# NELSON CONTRACTOR TAKES FIRST BR380JG-1



Initially the crusher was used in the company's quarry operations, but will also be used for demolition and road based applications.

**Long-time Komatsu customer, Nelson-based Adcock & Donaldson Contracting has recently taken delivery of the first Komatsu BR380JG-1 mobile crusher delivered in New Zealand or Australia.**

The company, which carries out general civil construction work around the Nelson region, as well as the top half of the South Island and lower North Island, is currently using the crusher in its quarry operations.

It also plans to use it in demolition works and for on-site crushing of roadbase for forest roads.

"At our quarry, we're currently using it as a primary crusher to produce 65 mm material," said Gary Donaldson, co-owner of Adcock & Donaldson.

"We then run some of the 65 mm material through a power screen to split it, then a portion of it through our hammermill crusher to produce AP40 road base.

"We're feeding the Komatsu crusher with a 30 tonne excavator, and we're finding it's a good combination, keeping both machines going steadily and producing around 60-80 cu. m an hour," he said.

"To date we've been very

pleased with its performance. The selling factor for us was the ease of use, specially the jaw crusher adjustment which is simply done by pushing 2 buttons on a control panel and can be adjusted from a 150 mm opening to 50 mm very quickly.

"Our quarry manager is very happy with it. We also like the fact that it's completely portable; we can just put it on a transporter and move it to a site, unload it and it's ready to go.

"We've recently priced some demolition work which we're hoping to start soon and we're looking to get into some forestry access roads work, producing road base."

As mentioned earlier, Adcock & Donaldson is a loyal Komatsu customer, buying its first Komatsu machine, a PC45 in 1990, about a year after the company was formed.

Today, its fleet includes two WA320 wheel loaders, a PC300-6 and PC300-5, PC200-7, PC200-6, PC128US short-tail, PC78UU, PC75UU, PC60, four PC45s, a PC40MRX and a PC35R.

"We've always been very impressed with Komatsu equipment, which is why we've stuck with it," said Gary. "In all the time we've had Komatsu

machines, we've had very little trouble with them; I think we've only ever had one pump failure on an early excavator and it was replaced very quickly.

"Overall, we've had a great run from them and our staff find them comfortable and operator

friendly which is very important to us.

"Quite a few years ago, we were running another brand for our log-loading activities. This requires the lifting of a 12 tonne excavator inside a ship's hold; as logs are craned in the excavator must stack them to maximise stowage. Sometimes this work runs for 60 or 70 hours at a time, only stopping to refuel.

"Because this is such a critical operation, it's essential that the machines be very reliable and comfortable. We experienced problems with back up and reliability of another brand and have had no problems with the Komatsu in this operation.

"Having visited several of their manufacturing plants in Japan and seeing the constant development and ongoing quality control we will be loyal Komatsu customers for many year to come," said Gary.

## KOMATSU EXTENDS WARRANTY OFFERING

**Komatsu Australia has extended the terms of its standard 12-months unlimited hours warranty on all new equipment.**

As of April 1, 2005, all new Komatsu-branded machines and attachments will be covered by Komatsu's standard care machine warranty of 12 months, unlimited hours from the date of delivery to the customer.

"Our upgraded Komatsu standard care machine warranty is a significant value-added advantage to customers investing in a new Komatsu machine and it demonstrates Komatsu's commitment to its products and to its customers," said Colin Chamberlain, Komatsu Australia's national marketing manager, construction.



## CHARLES WHEELDON QUARRY BUSINESS MANAGER



Charles Wheeldon

**Komatsu Australia has appointed Charles Wheeldon as its national business manager - quarries, with responsibility for the company's quarry market business across Australia, New Zealand and New Caledonia.**

In addition, he has product responsibility for wheel loaders from the WA150-5 to the WA700-3, HD325-7 and HD465-7 rigid trucks, and the HM400-1 articulated dump truck.

Prior to this appointment,

Charles was Komatsu Australia's NSW sales manager, and before that was major account manager, quarries for NSW. He joined the company in 2000, after some years with another supplier.

Charles' background is in the quarry industry; before coming to Australia, he worked for his family company in the UK, which was a major supplier to the quarry sector in that market.

In taking on this new role, Charles said his aim was to build on Komatsu Australia's healthy share in the quarry sector.

"We've always had a strong presence in the quarry industry; with this new position and its specific market focus, our aim is to improve our service delivery and the ways in which we support our customers," he said.

## CRAIG SUMMERFIELD TAKES ON CUSTOMER SAFETY AND TRAINING ROLE



Craig "Shine" Summerfield

**Craig "Shine" Summerfield has been appointed as Komatsu Australia's national customer applications manager, responsible for assisting customers with machine applications, safety and training issues and getting the best from their equipment.**

His role will include advising customers on how they can better operate and apply their equipment, more efficient operating practices, operator assessment and training, and OH&S consulting in regard to

earthmoving equipment and utilisation.

He is also an accredited WorkCover assessor and trainer.

Shine, who has just come out of a 20-year career with the Royal Australian Engineers, was previously at the Army's School of Military Engineering, Moorebank, Sydney, where he was civil construction plant manager.

His main duties there included managing operator training and

assessment for all defence personnel involved with construction plant.

Shine's work with Komatsu Australia includes assisting the National Business Managers with Komatsu Master Class training and construction related activities along with production studies on customer sites.

## JESSICA SEETO- NEW GRAPHIC DESIGNER



Jessica Seeto

**Jessica Seeto has been appointed graphic designer for Komatsu Australia. Jessica has graduated from the Australian Business Academy in 2004 with High Distinction and has experience in all the relevant software required to perform the high-quality design standards as seen in this edition of Down to Earth.**

"In my role as graphic designer it is important to produce high quality, prompt service coupled with innovative designs. This to me is characteristic to that of the Komatsu brand and I will endeavor to maintain these high standards," said Jessica.



## CHRIS CASSETTARI- GM OPERATIONS



Chris Cassettari

**Chris Cassettari has been appointed Komatsu Australia's general manager, operations- a new position within the company, and covering responsibility for all after-sales service delivery to customers.**

Reporting to managing director Bill Pike, this is the latest in a

series of senior management appointments at Komatsu Australia, including Sean Taylor's as general manager, construction and Gregg Scanlan's as general manager, mining.

Chris's responsibilities in this new role cover key elements of after sales service and support, including:

- Parts supply
- Warranty management
- Repair and maintenance services
- Contract maintenance
- Technical support and services, including CMS
- Komatsu Reman.

Before joining Komatsu Australia, Chris was service and modernisation director at KONE Elevators Australia/NZ, responsible for managing the

company's service and equipment modernisation business, a position he had held for the past six and a half years.

"My role in this new position is about creating a co-ordinated approach across all these areas to improve our services delivery to our customers," said Chris.

"Because Komatsu Australia has traditionally had a very strong regional structure, we have tended to deliver our customer services in a variety of ways, some of them well, some of them not so well.

"Part of my role is to develop standardised procedures across all our regions and the market segments we look after," he said.

"We also have a number of national and international customers who expect that wherever they go in their dealings with us, they will have

the same levels and standards of service from Komatsu."

Chris said that since taking on his new position, he'd been very impressed with the enthusiasm and preparedness of Komatsu Australia people to embrace change.

"That's very positive for this company, as growth and employment security ultimately come from the ability to change and continuously adapt to our changing customer needs.

"In the end, my role is about giving a degree of direction to how we deliver service to our customers, so that we offer consistency and quality in the way in which we do that," said Chris.

## PETER VANSITTART: KOMATSU'S NEW FORESTRY PRODUCT MANAGER



Peter Vansittart

**Peter Vansittart has been appointed Komatsu Australia's product manager for its forestry division, a new position within the company.**

Previously operations manager at Komatsu Australia's Gippsland branch, in south-eastern Victoria, Peter has had many years' experience in the forestry business.

He has been with Komatsu Australia for 11 years, based out of its Gippsland branch, initially as field service supervisor, then service manager, and most recently operations manager.

Peter's focus in his new role will be on all products that Komatsu Australia supplies to the forestry and spin-off businesses, from timber harvesting through to processing at mills. He will also

be working closely with suppliers of attachments to put on Komatsu products.

"An important part of my job will be working with customers and attachments suppliers to develop safe and effective methods best suited to each application," he said.

"A major challenge for this sector is that the whole face of the timber harvesting industry, its methods and outlooks, are changing quite quickly - almost on a yearly basis at present.

"For example, there is a rapidly changing focus from harvesting old-growth forest to harvesting plantation timbers.

"In addition, OH&S issues are moving faster in the timber industry than in many other sectors we deal with, so that's another big challenge for us.

"For me personally, it's a major opportunity in moving from servicing the local Gippsland region to the entire industry in mainland Australia, Tasmania and New Zealand. That's something I'm very much looking forward to," said Peter.

## VALE: NEVILLE DRAYTON, LONG-TIME KOMATSU SALES REPRESENTATIVE

**With great sorrow we announce the passing on June 2 of Neville Drayton, one of Australia's most experienced earthmoving equipment sales people, and a wonderful mentor to those younger than himself.**

Until his retirement from what was then NS Komatsu in 2001, Neville sold Komatsu equipment in Victoria for 34 years, from the brand's earliest days in the late 1960s.

On retiring from Komatsu, Neville set up his own business, Drayton Operator Training Services, providing operator training services for the industry. He also continued working for Komatsu Australia providing delivery training to customers, especially grader purchasers.

Neville started selling Komatsu in 1967, working out of the Victorian branch of then-

Komatsu distributor Wabco, which pioneered the selling of Komatsu equipment in Australia.

He got his start in the business with Wabco as a demonstrator/trainer in February 1967 - following eight years as an operator, initially with a government department, and then with a contractor - followed by three years with Contracting Plant Victoria, selling Steelweld equipment as a sales rep/demonstrator.

This was back in the days when Komatsu was best known for its dozers - which were all it sold in Australia.

Neville stayed with the Komatsu product right up until his retirement four years ago, having seen it grow from a single product line, to its position today, manufacturing and selling a full line of

construction, mining, quarrying and forestry equipment.

Peter Killey, who was Neville's regional manager in Victoria at the time of his retirement, and who'd worked with him for over 15 years, paid tribute to Neville.

"He was probably one of the best grader operators I'd ever seen," said Peter. "He was extremely knowledgeable about them, and knew how to get the best from them - and was always happy to pass on his knowledge and skills.

"Within Komatsu, he was also a real mentor to those just beginning in the business, whether in sales, service or parts.

"Neville helped out a lot of our younger reps. He was always generous with his time and generous with his knowledge, which is something that was greatly appreciated," said Peter.



The late Neville Drayton was a wonderful mentor to younger Komatsu sales reps.

## PC300-5 "STILL RUNNING LIKE A CHARM"

**A PC300-5 excavator which is around 15 years old and has some 22,000 hours on the clock is continuing to provide reliable service for Perth-based timber mulching and recycling specialists Grass Growers Organic Recycling.**

Grass Growers operates throughout Western Australia, providing vegetation clearing and mulching services to civil contractors and local councils, as well as greenwaste mulching at landfill sites.

It has a fleet of four Komatsu excavators, the PC300-5, a new PC300-7 and two PC300-6s, which are fitted with tree shears and log grabs, allowing them to break down trees, logs and stumps and feed them to

mobile tub grinders.

According to Grass Growers' owner Mike Zarb, the PC300-5 was purchased used about 10 years ago with about 8000 hours on it.

"It was the first excavator we bought for this application, and she never let us down," he said. "It was our primary excavator for about five years, until we bought our first PC300-6.

"Of course it's not as powerful now as the later machines, but it still performs very well as a backup unit. And it's still in very good working order.

"When we first bought it, was a bit of a mess, but we tidied it up, and since then we've really spent nothing on it," said Mike.

"We put on a new set of tracks

about two years ago, and we've always done the routine maintenance, and she's been a really good machine.

"There's never been any problems with the engine or

hydraulics; we gave it a good tune up about 12 months ago, and since then she's been running like a charm."

**NEXT** edition of D2E: Grass Growers' new PC300-7



With over 22,000 hours the PC300-5 is still providing reliable service to Grass Growers.

# WOLLONGONG'S NEW EXCAVATOR STACKS UP ALL ROUND

**Wollongong City Council recently replaced its 10-year-old Komatsu PC200-6 with a new PC220-7 based on the excellent performance of the previous machine and a comparison of cab comfort, machine running costs and maintenance requirements.**

The council, based at Wollongong, 95 km south of Sydney, uses its excavator for general maintenance and construction excavation works.

This includes maintenance and construction works for the engineering and works divisions, including road works, creek clearing and cleaning out of the council's beachside tidal swimming pools.

For the past 12 months, the PC200-6, and now the PC220-7, has been at the council's Whites Gully Tip, building new leachate dams for the future expansion of the facility.

According to Wayne Cowling, Wollongong City's Fleet Management Co-ordinator, the PC200-6 had performed extremely well over the past 10 years, and this was a key factor in the decision to purchase a replacement Komatsu.

However, the council also

looked at some alternatives to Komatsu.

"We did compare the Komatsu offering with some other makes, and we found quite a difference in performance between the machines.

"In particular, we found the Komatsu had exceptionally low maintenance requirements and very low running costs," said Wayne.

"Other factors in our decision, apart from our past experience with Komatsu, were the additional space in the cab compared with the opposition, the fact that it was very price competitive, and the build of the machine: things like the undercarriage, the guarding for the engine, body bump protection etc.

"The operator comfort features are very important to us, and the Komatsu offers really good visibility, fully adjustable quality seating and a lot more space. Because our operator spends six to eight hours a day in there, so it's important that he has a bit more comfort," he said.

"On past experience, we also expect very good support from Komatsu. Throughout the life of the 200-6, everything went very

well; hardly anything went wrong, and anytime we needed anything, it was attended to very quickly.

"Peter Calder, our Komatsu rep,

is always very good to deal with, he's very professional, very helpful with information about the product as well," said Wayne.



Wollongong City Council selected its new PC220-7 on the basis of past experience and significantly lower whole-of-life owning and operating costs.

## JOIN KOMATSU'S NCE 2005 STUDY TOUR!

**Komatsu Australia regions throughout Australia and New Zealand will be hosting study tours to the inaugural Australian National Construction Exhibition, to be held in Sydney on November 8-11 this year.**

Being held in conjunction with the Civil Contractors Federation's 2005 National Conference, NCE 2005 will be held every three years and is

set to be a major event on the construction and quarry industry calendars.

Komatsu Australia will have a major stand at the exhibition - including a couple of surprises!

Apart from attendance at the exhibition, included in the NCE 2005 study tour will be a site visit to Komatsu Australia's Fairfield head office, attendance at the CCF/NCE

Rodeo spectacular on the Thursday night, and attendance at the Komatsu-sponsored "Greatest Show on Earth" event at Fox Studios on the Friday night.

For further information on this, please talk to your local Komatsu Australia sales representative, or contact Wafaa Ghali on (02) 9795 8252, email [wghali@komatsu.com.au](mailto:wghali@komatsu.com.au).



# ALCOA OPTS FOR KOMATSU IN MAJOR MINE UPGRADE



One of Alcoa's recently delivered fleet of 12 Komatsu 730E dump trucks, purchased with the aim of achieving a "step change" in lower haulage and operating costs.

**Western Australian-based Alcoa World Alumina Australia has recently completed a \$40 million equipment purchase package, incorporating a fleet of 12 Komatsu 730E dump trucks, four WA900-3 loaders, along with other Komatsu loaders, graders, articulated dump trucks, dozers and skidsteers.**

In addition, it has implemented the world's first application of the AcuMine HaulCheck driver guidance system to ensure larger trucks can safely work on restricted-width haul roads.

The package, financed through Komatsu Australia Corporate Finance, is part of an equipment replacement program at Alcoa's Willowdale and Huntly mines southwest of Perth.

According to Steve Pyburne, Alcoa's mining engineering manager, in moving to mine operations based on the 190 tonne capacity 730Es, the company is aiming to achieve a

"step change" in lowering its mining costs.

"Our previous trucks at the two mines were Komatsu HD785s (90 tonnes) and HD985s (105 tonnes). By moving to the larger trucks, we are looking to reduce our haulage, labour and maintenance costs," said Steve.

Of the twelve 730Es, four have replaced seven HD985s at Willowdale and eight have replaced 17 HD785s at Huntly.

"At the same time, we have re-arranged our mining operations at our largest, Huntly mine, reducing our haul road distances significantly, moving our crushing plants and extending conveyors, as part of a \$100 million upgrade project," he said.

"One of our biggest challenges in this project was whether we would be able to go for the bigger trucks," said Steve.

"We have a network of haul roads through the jarrah forest,

which is managed for multiple land uses including conservation and water catchment. That means we are always aiming to minimise our impacts on the environment, and we did not want to increase our haul road clearing widths."

For this reason, a major challenge for Alcoa was to move to substantially larger trucks while still using approximately the same width haul roads.

Its solution was to adopt the AcuMine HaulCheck driver guidance system, for which Komatsu Australia holds distribution rights.

AcuMine's HaulCheck system, developed at the University of Sydney's Centre for Autonomous Systems, uses an on-board monitoring system to create a "virtual corridor" within the haul road by measuring the relative distance from PVC markers placed along the side

of the road.

If the truck strays too close to either side of the haul road, the driver is alerted by means of a multi-level series of visual and auditory alarms. In addition, operators of other trucks are alerted to the potential hazard.

The monitoring device, fitted to the left-hand side of the truck, uses a scanning laser sensor to measure the distance from the PVC markers, which are placed preset distances apart along the left-hand side of a haul road.

If the truck veers out of the "virtual corridor", the driver is alerted. In addition, the system logs all alerts so that drivers in at-risk situations can be notified and managed.

The system also incorporates a GPS allowing the location of any problem areas to be easily identified.

"The AcuMine HaulCheck system provides very accurate

guidance to our drivers that they are within the safe haul lanes. Even though we have increased the truck footprint, we are still able to work within the 20-22 m haul road widths that we had with the smaller trucks," said Steve.

"It also makes an excellent fatigue management tool, alerting drivers and mine management to any fatigue-related issues. This system was delivered and installed in early February, and has been working very well for us.

"Komatsu Australia has committed to guarantee the availability of the HaulCheck system, and we are still working jointly with Komatsu on further improving it."

Prime loading units for the 730Es are two Komatsu PC1600 excavators at Willowdale and two other excavators at Huntly, with four WA900-3s - also delivered over the past 18 months - used as back up loading tools. One of the

WA900s is at Willowdale and the other three are at Huntly.

With a three of the WA900s delivered before Alcoa's decision to opt for 730Es, these had to be converted to high-lift configuration to handle the larger trucks, although the final WA900 was delivered as a high-lift unit.

According to Steve, there were a number of factors behind Alcoa's decision to base its new haul fleet around Komatsu.

"Before making our decision, we extensively checked the marketplace, looking at the technical capabilities of the various trucks available, and the sizes available. We carried out detailed analyses of each make and model on the marketplace.

"The Komatsu trucks offered us the lowest whole-of-life costs, taking into account all factors, including owning and operating costs," he said.

"We also required trucks that are suitable for our varied mining conditions here.

"We are not just an open-pit operation; we have many small pods of ore around the mine situated in the jarrah forest, so our haul trucks need to be suited for long hauls, and our loading equipment needs to be suited to frequent relocation around the mine."

For these ore bodies, Alcoa uses its WA900s as its loading tools - hence the need to have compatible truck/loader combinations.

In addition to the truck/WA900 purchase, Alcoa has bought two WA500 loaders and two HM400-1 artic trucks fitted with ejector bodies as part of a trial of a new method of removing overburden material from on top of the ore body.

"Our existing overburden operation involves the use of twin-engine scrapers, but we are carrying out a trial using the

WA500s and ejector-body HM400s in an effort to remove some of this material more efficiently and safely," said Steve.

Other equipment delivered by Komatsu Australia under this package includes two GD825A-3 graders for haul road and pit floor maintenance, the first time these graders have been used by Alcoa.

"They were delivered about six months ago, and to date are performing well," said Steve.

In addition, Alcoa's refining operations have taken delivery of a WA600-3, a PC300-7 excavator and four Komatsu skidsteers, two SK714s, an SK820 and an SK1020.

"We are continuously upgrading our operations, but this move to the 730E trucks represents a major step-change for us," said Steve. "We are always looking to better alternatives, in an effort to reduce our costs and improve safety."



Alcoa is using Komatsu's AcuMine HaulCheck system to allow it to run larger trucks in the same-width haulroads.

# SYDNEY SECONDARY STUDENTS FIND OUT WHAT CONSTRUCTION IS ALL ABOUT



**In early May, 19 students from Sydney Secondary College - an inner city school based at Balmain, Leichhardt and Glebe - got to visit a construction site and Komatsu Australia's Fairfield head office to learn about careers in the construction industry.**

Sydney Secondary College, which joined the Beacon Foundation's network of "No Dole" schools in 2004, has a number of students potentially interested in careers in construction.

In conjunction with the Civil Contractors Federation, the students visited the premises of Penrith-based contractor J K Williams, where company director Scott Hartog provided an outline of the company's activities, and potential career opportunities.

This was followed by a visit to one of J K Williams' construction sites, a housing development at Waterside Green, where the students were driven around the worksite in their bus, and also had an opportunity to inspect earthmoving equipment close-up, and talk to an operator and site foreman.

Over lunch, hosted by J K Williams, CCF NSW's training supervisor, Graeme Calrow addressed the students on the various career entry options available to them and provided information packs.

With time getting short, they then had a lightning-fast visit to Komatsu Australia's Fairfield premises, where Matt Buttigieg, service manager Fairfield, Orange and Wollongong, and Paul Deguara, regional warranty supervisor showed

the students around the workshop and service facilities.

This was followed by a brief presentation from Kerry Duck, of Skillswest Group Training, host employer for Komatsu's Sydney-based apprentices.

Six or seven of the students participating in the day expressed firm interest in looking at career options in the industry.

Sydney Secondary College also has a further 15-20 students interested in a similar site visit program, but who missed out on this first trip - so is likely to be repeating the exercise in the near future.

In addition, the program will probably adopted as a model by Beacon to allow other Beacon high schools around Australia to participate in similar exercises.



Sydney Secondary College students following a presentation on career opportunities at Komatsu Australia's Fairfield premises.

# ANOTHER SUCCESSFUL CIVENEX FOR KOMATSU

**Komatsu Australia again had another very successful Civenex local government exhibition in Sydney during May.**

As with the 2004 show, we sponsored the "closing ceremony" for local government engineers attending the NSW IPWEA conference, before hosting them on the Komatsu stand for lunch.

This provided us with an excellent opportunity to show off some of our latest equipment, including our SK820-5 skidsteer, WA200-5 and WA250PT-5 hydrostatic drive loaders, WB97R-3 backhoe, PC20MR-2, PC09-1, PC35, PC78 and PC200-7 excavators, and our GD655-5 grader.



Hosting local government engineers to our stand at Civenex



Komatsu's Ian MacCowan (far left) with Bob Missingham "Bob the builder" who was the recipient of the "Komatsu champion of champions" award and John Truman president of IPWEA NSW division



# WEBCARE ALLOWS ONLINE VIEWING OF MACHINE DATA

Komatsu Australia has recently launched its WebCare equipment monitoring service, which allows Komatsu mining equipment owners to view key operating data about their machines on-line.

Currently, the WebCare service requires a Komatsu technician to physically download data from each machine (using a laptop), before uploading to Komatsu Ltd's WebCare server in Tokyo.

However, by the end of the year, Komatsu Australia hopes to have satellite links in place - allowing owners to view equipment data on-line in real time.

WebCare, which has been in development for the past two or three years, is available for all machines fitted with Komatsu's

VHMS (vehicle health monitoring system), which covers mining loaders, mining dozers, mining excavators and shovels and mining trucks.

VHMS monitors key machine functions, including engine revs and oil temperatures, transmission gear changes, braking and retardation, suspension loadings and hydraulics.

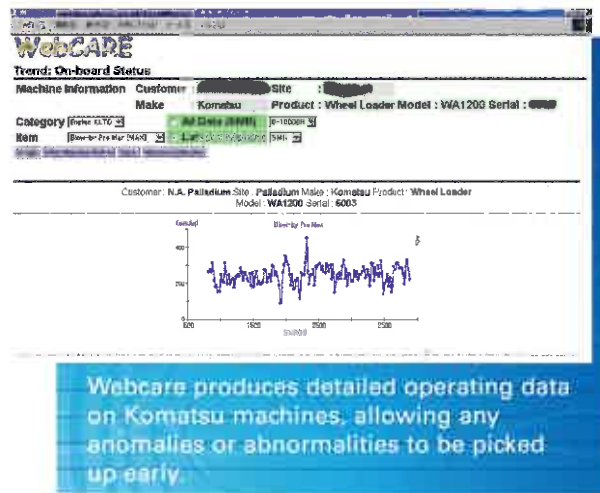
When this information is uploaded to the WebCare site, the owner of the equipment can log in and view operational data on the machine from anywhere there is Internet access.

"There is a general trend towards more openness in data sharing in the marketplace," said John Hardy, Komatsu Australia's national condition monitoring manager.

"By fully sharing information between: manufacturer, distributor/dealer, maintenance people and machine owners, can work towards maximising machine uptime, increased productivity and lower operating costs."

For example, if Komatsu's

skilled data analysts notice any anomalies or abnormalities in a machine's operating parameters, they will recommend to the owner in a report and advice on any corrective action - whether it be an operational or maintenance issue.



# HIRE FOCUS IN CANBERRA

The 2005 Hire and Rental conference was held at the National Convention Centre in Canberra on Sunday May 1 to Tuesday May 3, 2005 and this year's conference theme was 'Hire in Focus - investigating your business'.

Komatsu Australia's chief information officer, Malcolm Barnes presented a paper to conference delegates regarding "Business to Business and online ordering", this focused on providing services which will help customers improve their business performance & create mutual competitive advantage.

The Komatsu stand at the show displayed the PC09-1 mini excavator as well as the PC20MR-2 zero-swing excavator, both ideal for the hire and rental market.

According to Tim Lowy, national sales and marketing manager-utility, the Hire and Rental show was a great success in forming new relationships with a good delegate turnout.

"This industry segment is a key focus for the Komatsu Utility product range," said Tim.



Far right: Tim Lowy, on the Komatsu stand



Komatsu's representatives with the PC09-1 mini excavator on display at the Hire & Rental conference.

## GOOD SUPPORT KEEPS ZONTA COMING BACK FOR MORE

**Consistent machine reliability, combined with good backup and support from Komatsu Australia over many years, has kept Robert Zonta of Melbourne-based concreting specialists Zonta Construction Group in the market for Komatsu excavators.**

Founded by Robert's father in 1972, Zonta Construction specialises in concreting work for residential developments - slabs, footings and the like - as well as commercial works.

With a staff of 25, it is one of Melbourne's largest employee-based concreting specialists. Although based in the north-west of Melbourne, it has carried out projects in the eastern suburbs, as well as in regional areas as far out as Bendigo.

The company prides itself on providing high standards of professionalism, honesty and reliability.

Zonta's current excavators are two Komatsu mini excavators, a

PC78MR-6 and a PC45MRX, both fitted with augers and buckets, for slab preparation work and footings excavation. He's about to order a new PC45MR-2.

Other equipment includes skidsteers, tippers and prime movers.

Zonta's PC78, which was purchased in mid 2004, replaced a PC75 and, according to Robert, is a great improvement over its predecessor.

"It's a lot smoother, better balanced machine - I think because it has a bigger track frame, so it's a more stable platform," he said.

"Our PC45MRX, which is now up to about 2000 hours, and which replaced a PC45 has also been a great machine since day one. Since we got it, it hasn't missed a beat.

"Reliability and good performance are critical for our operations, and that's why we've continued to purchase

Komatsu excavators. They have plenty of digging power, and are extremely reliable.

"The other big reason I come back to Komatsu for my excavators is because their service and backup is so good," said Robert. "If anything goes wrong, they are here at the drop of a hat.

"I really appreciate the fact that

the sales team - initially Tim Lowy and now Ryan Lurati - stay involved with you. They'll drop in, see how we are going, how business is, etc.

"Three guys in particular at Komatsu - Tim, Ryan and product support manager Jim McTeague have really looked after me over the years. They are three guys I really respect," said Robert.



PC78MR-6 is "smoother, better balanced machine."

## TASSIE LOCAL GOVERNMENT CONFERENCE SUCCESS

**The Local Government Association of Tasmania 93rd annual conference was held at the Hobart Grand Chancellor from June 15 to 17, 2005. It was attended by the Tasmanian Premier, Tasmanian Governor and senior government staff including mayors and chief executive officers.**

This year the conference theme was on New Ideas, New Ways of Looking at Local Government and New Ways of Tackling Issues. Another important focus was young people in local government and in particular the Buy One for

Beacon Program.

The Derwent Valley Real Jobs Program was supported by Komatsu and received strong support from attendees. This program involving a Komatsu skid steer loader has been used to develop operating skills in real life applications for young unemployed local people.

Komatsu had prime position with a Huon City Council GD655-3 grader outside the main conference area as well as the inside stand which was well attended by delegates over the 2 days.



Huon Council's GD655-3 impressed the LGAT delegates at the 93rd annual Local Government of Tasmania conference.

# NEW WA65-5 COMPACT LOADER IS EASY TO TRANSPORT AND MAINTAIN



Komatsu's new WA65-5 loader has been designed for quick and easy transport between jobsites. It features hydrostatic drive and a Tier II-compliant engine.

Komatsu Australia has released its first compact Dash 5 loader, the WA65-5, a hydrostatic transmission machine offering better maintenance access than any equivalent loader on the market, whilst being easy to transport on the back of a small tipper.

The WA65-5 is powered by a Tier II compatible Komatsu 4D95-LE3 diesel rated at 40 kW, has an operating weight of 4.89 tonnes and bucket capacities of 0.7-1 cu m.

Payload with a standard 0.7 cu m GP bucket is a class-leading 1560 kg, while lifting capability with forks is 1850 kg.

Features include:

- ▶ Large roomy cab with substantial glass area for greater comfort and visibility
- ▶ Delta boom and sloped rear engine bonnet providing outstanding visibility
- ▶ Rear-axle oscillation for suspension-like operator comfort, scooping ability and

better stability

- ▶ Extra-long wheelbase for improved comfort and stability
- ▶ Reversed Z-bar linkage combining parallel lift with high breakout forces throughout the lift cycle
- ▶ Hydraulic quick coupler as standard, compatible with Dash 3 loader and other manufacturers' couplers.

The WA65-5 has been specifically designed for easy access to the engine, drivetrain and hydraulics - typically cramped in compact loaders - through a tilt-up cabin design that lifts the entire upperworks of the loader up for unprecedented access to all components.

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

Daily maintenance has also been simplified, with the

longitudinally installed engine allowing access to all sides of the engine block. All filters, fillers and gauges are easy to reach from ground level, while the radiator is free-standing for better cleaning access.

In addition, all major service intervals are set in 500-hour increments.

The WA65-5 has also been designed for quick and rapid access between jobsites. With an overall height of less than 2.5 m, it can fit on the back of a

small tipper and still have a total height of less than 4 m.

Tim Lowy, Komatsu Australia's national sales manager for utility equipment, said the WA65-5 was a very versatile loader that was suitable for a wide range of applications.

"We see this as being suitable for many different applications and industries, from local government, landscaping, larger nurseries and civil contracting through to the general hire and rental market," he said.

"Its hydrostatic drive and ease of operation means it is ideal for dry hire applications, where machines are driven by many different operators.

"Because it is easily transported, it can be quickly delivered between sites, while its ease of maintenance and component accessibility allows it to be easily serviced in-house or out on site," said Tim.

Brief specs are: Operating weight, 4890 kg; engine, Komatsu 4D95-LE3 rated at 40 kW@2350 rpm; transmission, two-speed hydrostatic; maximum speed, 20 km/h; bucket capacity range, 0.7-1 cu m; bucket breakout, GP bucket, 3710 kgf; overall length, 5350 mm; overall width, 1625 mm; overall height, 2450 mm.



The WA65-5 has a unique tilt-up cab feature, giving rapid and easy access to all major components.

## "BEST-EVER" CUSTOMER SERVICE



Bulloo Shire council machines at recent handover

**Bulloo Shire in the south western corner of Queensland, one of Australia's most remote shires has recently switched to a fleet of Komatsu equipment - and is finding the decision is paying off with far better than expected customer service and support.**

The shire, which is one of the most sparsely populated regions of Australia, with some 650 people living in an area of 74,000 km, earlier this year purchased a Komatsu GD655-3 grader, WA380-5 loader and WB97R backhoe.

According to workshop supervisor Robert Warner, it hasn't regretted the decision,

receiving the "best-ever" customer service from Komatsu Australia.

"The product support we are getting is the best I've ever dealt with, hands-down, no question," said Robert.

"The Komatsu Australia people are incredibly easy to get along with. They'll deliver parts as soon as they possibly can, they'll come out here to deal with an issue at the drop of a hat.

"We'd now go out of our way to deal with Komatsu; when we ring someone up to organise something, we know it will be done right, first time," he said.

The shire's three new Komatsu machines are being used for general construction and maintenance works throughout the shire, with the grader carrying out road construction and patrol grading, the loader working in its various gravel pits, and the backhoe carrying out a wide range of typical council works.

**GD655-3 grader:** Bulloo Shire's new grader is primarily used for maintenance grading, with half of the shire's several thousand kilometres of road being gravel.

"You can drive about 400 km in any direction from the centre of the shire before you'll hit a border," said Robert.

"Since we've taken delivery, the grader's spent a lot of time out in the backblocks, and so far it hasn't missed a beat.

"We have a single operator who stays with it all the time, and he really likes the power, the dual transmission and the extra visibility because of the saddle arrangement.

"He'll use the direct drive transmission when he wants more power, and the torque converter for normal operations.

"We're finding fuel consumption is at least as good as our previous make of grader," Robert said.

**WB97R backhoe:** The shire's backhoe is very much used as a typical local government utility machine, being called upon to carry out a wide range of tasks, from day-to-day construction and maintenance or preparing garden plots for replanting, to excavating and backfilling pipelines, screening materials at the council's batch plant or any other job required of it.

"It'll do just about anything and everything, Its performance has been unreal; it's smooth, easy to operate and has good power."

**WA380-5 loader:** This machine travels around between the shire's gravel pits, loading its side tipplers "pretty much non-stop".

"It goes wherever we have the bigger jobs in the shire," said Robert.

"It's an excellent performer; you couldn't ask for a better loader. It's got a good-sized bucket, it's easy to operate and the operators love it," he said.

**FOOTNOTE: Komatsu Australia also helped sponsor Bulloo Shire's inaugural Country Challenge, a spectacular event designed to promote and demonstrate the art of horsemanship in the region.**

Held on May 28 and 29, the event attracted 32 riders to the challenge, a competition of high-level horsemanship skills, and a further 320 to a camp draft riding horses around a set course.

Organised by Rusty Ferguson, a Bulloo Shire councillor, the Country Challenge was established to promote horsemanship.

"Everyone's going to motorbikes these days, and we feel it's important to keep horsemanship going," said Rusty.

"Also, we've been pretty hard hit by the drought these past five years, and we wanted to put on a major event for the people in the area."

The Country Challenge attracted some 300 spectators, and was so successful it is likely to be even bigger and better next year.

It was divided into a number of age-related and location-related classes, with the best riders competing in the

Komatsu Country Challenge.

This was won by Billy Little of Blackall, who took away a \$1000 cash prize plus a saddle worth \$3500.



Bulloo Shire's country challenge participants

# CENTRAL EARTHMOVING IMPRESSED WITH KOMATSU SERVICE & SUPPORT



Central Earthmoving's PC300-7

Geraldton-based Central Earthmoving, one of Western Australia's larger contractors outside of the Perth metropolitan area, has increased its investment in Komatsu equipment since buying its first Komatsu, a used WA600-3, a couple of years ago.

Impressed with the performance of the loader and the backup from Komatsu Australia, owner Craig Patterson purchased a new PC270-7 in late 2004.

His latest purchases are a PC200-7 and a PC300-7, resulting from a detailed evaluation of the merits of Komatsu machines.

Central Earthmoving mainly works around the Geraldton area, 425 km north of Perth, but has worked as far south as Bunbury and as far north as Halls Creek on the WA/NT border. It also does a lot of work in remote areas and indigenous communities.

The company is prequalified with Main Roads to do works to \$5 million; in addition to road construction, it carries out

general civil works, subdivision works and council works.

Its Komatsu excavators, all piped up for hammers, are primarily used in subdivision works, in pipelaying activities for stormwater and drainage, sewer lines, water reticulation and electrical cabling.

"For as long as we've been in business, we have primarily bought another brand, but Dean Jones, Komatsu's local sales guy, has been very persistent over the years," said Craig.

"So I thought I'd give them a try when we purchased a used WA600-3 from them, in which they gave us a very good deal. It was also a chance for us to see how Komatsu's service and support stacked up.

"Because we often work in remote areas, we needed to know that the service and support was there when we needed it; that they wouldn't run and hide if there was a problem.

"Dean made us some promises, we took him at his word, and I have to say the support from Komatsu has been exceptional," Craig said.

"If they don't have parts in the local outlet, they'll make the effort to ensure we get the parts overnight up from Perth.

"Everybody in the company works to ensure that our equipment is back and working as quickly as possible - although in saying that, we have had a very good run out of our Komatsu equipment; it's very reliable.

"We've found that it's also retaining its resale value well, which is important to us."

When it came time to purchase a new 20 tonne and 30 tonne excavator, Craig crunched the numbers to see how well the Komatsu option would stack up against its competitor.

"Our experience with the PC270-7 has been very good. All we've had to fix was a problem with the radio, and there's been a minor issue with track roller wear, which Komatsu is looking at.

"We really stuck our toe in the water with the PC270, and now with these new machines, I guess you could say we've stuck our foot in!" he said.

"With our two new machines, it took a lot of research and a lot of reassurance before we made the final decision, speaking to other Komatsu owners, and looking very closely at the anticipated owning and operating costs over the next four years.

"We looked at fuel consumption, trade-in values, support we can expect locally and reliability, then put our comparisons into a spreadsheet.

"In doing that exercise, the differences began to stack up - and it was the fuel consumption we can expect to get over the next few years that made it black and white," said Craig.

"The other thing we did this time was to have a team of three of us evaluating the machines. In addition to myself, we had our asset manager who looked at things such as service and operational issues, and our accountant, who looked at the financials and the owning and operating costs."

His experiences with Komatsu machines out in the real world have been very positive.

"Our operators are very pleased with them. They find they are very quick machines, very responsive and with plenty of power.

## STOP PRESS

HOLCIM, the second largest cement producer in the world, has just placed an order for two new HD 465-7 dump trucks with 60 tonne bodies, one new WA700-3 wheel loader and a used WA700-3 wheel loader. The machines will be going into Cape Foulwind Westport, which is on the west coast of the south island.

Full story will be in the next edition of Down to Earth.

# IN PROFILE- GOLDEN BAY CEMENT



**Down to Earth editor Wafaa Ghali recently went to Whangarei in New Zealand and visited Golden Bay Cement, one of the largest producers of cement in New Zealand.**



Aerial view of Golden Bay's Portland quarry and plant.



WA600-3 fitted with K VX G.E.T. system



PC300-7 Impressing Golden Bay Cement operators

**Portland in Whangarei New Zealand greeted me with a warm sun-drenched Thursday in late March this year.**

Accompanied by Craig Robertson, Komatsu's sales

representative for Northland, we travelled 165 kilometres from Auckland to Portland to meet Golden Bay Cement Wilsonville quarry manager, Dennis Cochrane and Portland quarry manager, Clive Halliday.

## Background

Golden Bay Cement is fully owned by Fletcher Concrete and Infrastructure Ltd. And the Portland plant is a direct descendant of New Zealand's first cement plant, established at Warkworth in the 1870's.

At Portland quarry clay rich Mahurangi Limestone forms the bulk of the cement raw materials. While at Wilsonville quarry, some 30 kilometres north of Portland, high grade Whangarei Limestone is quarried to raise the calcium carbonate content of the kiln-feed.

The quarries themselves are of considerable geological interest as they expose rocks and structures that are otherwise rarely seen.

## Production

Dennis stated that currently Golden Bay Cement Portland manufactures 655,000 tonnes of cement per annum and with the new Portland upgrade soon to be completed; they will be producing 750,000 tonnes of cement a year.

"Overall the New Zealand market produces 1.2 million tonnes of cement per annum and as you can see our manufacturing plant will be producing more than half of New Zealand's annual cement quota," Dennis said.

## Environment

Clive explained that Golden Bay Cement is committed to minimising any environment effects that occur from cement manufacturing.

"Golden Bay Cement has

developed environmental management systems and we also ensure that we are efficient in the use of resources," Clive said.

"In the mid-1990's we built a \$750,000 water recycling system. This system reduces the Portland plant's draw-off water from the Otaika River by 80% and not to mention the reduction in wastewater disposal."

## Equipment

Golden Bay Cement own nine Komatsu machines: a PC350-6 fitted with a Okada rock breaker, PC300-7, two HD460, three HD465-5, a WA600-3 and WA470-3.

"The WA600-3 is fitted with a K VX G.E.T. system. This is a unique bolt-on system which incorporates longer lasting teeth, compared to a conventional adapter and tooth G.E.T. system. After 5,500 hours there's been no wear on the teeth - so believe it or not we had to cut the teeth to improve penetration," said Clive

"The WA600-3 has had no major downtimes on any of the major components - only the occasional hoses have needed changing."

"At Golden Bay Cement we produce comparison reports on repair and maintenance costs and compared to other suppliers the Komatsu wheel loader operates a lower cost per tonne of material moved."

"Actually the whole Komatsu fleet has been reliable. We've been extremely happy with the equipment."



www.komatsu.com.au/kids

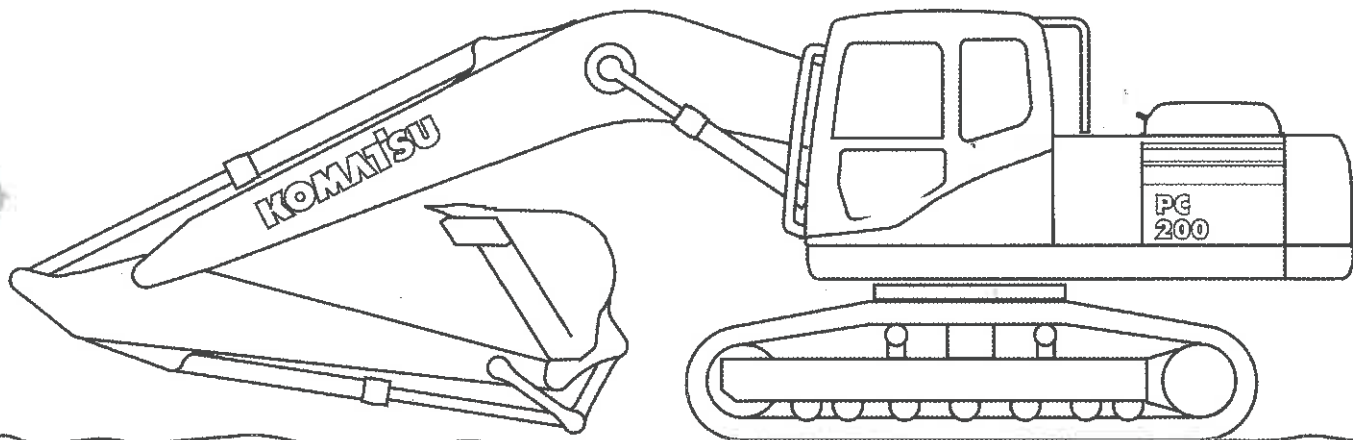
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\* prizes donated by Motif Australia

# COLOURING COMPETITION



PC 200-7 EXCAVATOR

Mail to: Editor, Down To Earth, Komatsu Australia Pty Ltd, PO Box 66, Fairfield, NSW, 2165

Name: ..... Age: .....

Address: .....

..... Postcode: .....

Phone: ..... Email: .....

Parent or Guardian Signature: .....



GOOD LUCK!

**1. Level of skill.** This is a contest of skill. Winners will be selected based on judges' selection of colour neatness, originality, creativity and accuracy of the Komatsu excavator likeness. In the event of a tie score for a prize, the entry with the highest point score for Komatsu Excavator likeness will win. Winners will be notified by telephone and in writing by email. The winner will be published in Down To Earth Spring edition 2005. **2. Competition Period.** The competition runs from July 2005, until September 7, 2005. All entries must be post marked on or before September 7, 2005. **3. Eligibility.** Any child is eligible for entry. Only one entry per child. Offer open to Australian and New Zealand residents only, however children under 12 must have parental permission. Entries that do not comply with these official rules will not be eligible to win a prize. **4. Entering the competition.** Entrants must colour in the Komatsu Excavator activity sheet included in the inside back cover on this edition of Down To Earth. Or alternatively print out an A4 competition sheet via the Komatsu website to be coloured. Fill out the entry form and send coloured activity sheet to: Editor, Down To Earth, Komatsu Australia Pty Ltd, PO Box 66, Fairfield, NSW, 2165. Entries will not be returned. Entries must be received on or before September 7, 2005 to be eligible to win a prize. **5. Prizes.** a) First three winners will win the Komatsu Kids Pack (which includes 1x backpack, 1x cap and 1x drink bottle). b) All prizes will be awarded. Prizes are not transferrable. No substitutions (including for cash) are permitted. All prizes won by minors will be awarded to their parents or legal guardians on their behalf. **6. Miscellaneous.** Entrants agree to be bound by these official rules and by the decisions of Komatsu colouring competition judging panel. **7. Release.** By entering the competition, you (and, if you are a minor, your parents or legal guardians) release Komatsu Australia Pty Ltd and agree to hold harmless its parent, subsidiaries and affiliates, and each of their directors, employees, and agencies from any liability whatsoever for any claims, costs, injuries, losses or damages of any kind arising out of or in connection with a) entering the competition, b) acceptance of any prize or c) otherwise arising out of or related to the competition.

KOMATSU



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