

SEPTEMBER 2012

# DOWN TO EARTH

ISSUE 59



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**KOMATSU**  
*Driven by your success*

# The Future of Earthmoving

Our Hybrid Power  
innovations are leading  
the way to a better future



Komatsu Australia received two prestigious awards for its Hybrid Technology



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**KOMATSU**  
Hybrid



# KOMATSU COMMENTS

Welcome to the latest edition of D2E. I would like to especially welcome the CMIC delegates, hopefully you will find a few minutes during the conference to update yourself on Komatsu. For example you will read about the world's first production Hybrid excavator, Komatsu's HB205.

The Komatsu Hybrid has been kicking goals and winning awards in Australia. Environmentally friendly and up to 40% fuel savings makes the HB205 a real value proposition and one which is being enjoyed by many customers around Australia since its launch last year.

I would also like to draw your attention to the comments from some of the quarries enjoying Komatsu equipment and of course our quarry product range is also laid out for you in this edition.

**Sean Taylor**  
Managing Director & CEO

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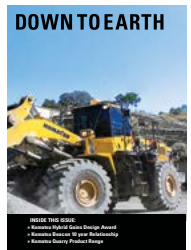
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# KOMATSU HYBRID GAINS PRESTIGIOUS AUSTRALIAN DESIGN AWARD RECOGNITION

**Komatsu's innovative and highly fuel efficient Hybrid excavator concept has been recognised by two prestigious Australian awards held during July.**

On July 20, the Komatsu Hybrid excavator was recognised with a Good Design™ accolade at the 2012 Australian International Design Awards held in Sydney.

Komatsu was one of 200 companies judged against a common set of criteria, based around innovation, form, function, quality, safety and sustainability.

The Australian International Design Awards is one of Australia's oldest and most prestigious design awards. With the aim to raise

It combines an internal combustion engine with a generator and electric motors offering equivalent performance in breakout force and operating speed to a conventional Komatsu excavator – and is operated in exactly the same manner.

Following years of research by Komatsu designers and engineers, the Hybrid was developed with a focus on safety, information technology, innovation, environmental conservation and corporate social responsibility.

Fuel-saving features include regeneration of electrical power when slewing, engine assist for power on demand, ultra low engine idle, a smaller engine and hybrid control system.

Its benefits include reduced fuel consumption

## **The world's first hybrid excavator - the most environmentally sustainable machine in its class, consuming up to 40% less fuel than conventional excavators**

awareness of the value of good design in today's marketplace and encourage greater demand for well-designed and sustainable products.

The Komatsu Team involved in the successful launch of the Hybrid excavator in Australia attended this important event.

The overall winner for this year's Australian International Design Award was James Cameron's "Deep Sea Challenger", a single-occupant research submersible which earlier in the year descended to one of the deepest parts of the earth's oceans.

On July 31, Komatsu received an Australian Business Award for Product Innovation for the research and development of its Hybrid excavator.

The Australian Business Award for Product Innovation recognises products that introduce a new idea, method, technology, process or application of commercial significance and/or benefit to the marketplace.

Komatsu's Hybrid excavator, launched in Australia in May 2011, is the world's first commercially viable Hybrid earthmoving machine and the most environmentally sustainable machine in its class, consuming up to 40% less fuel than conventional excavators.

and CO2 emissions while delivering comparable performance, operability and maintenance to conventional excavators.

Komatsu is strongly committed to the environment, establishing the Komatsu Earth Environment Charter in 1992, and updating and further developing it ever since.

The company is committed to developing new and innovative products that incorporate technology to improve performance and efficiency, while reducing environmental impact.

In developing the Hybrid excavator, consideration was given to global environmental concerns, demand on fossil fuel resources and rising crude oil prices.

With more than 90% of CO2 emissions of construction machinery generated by fuel usage during machine operation, the main aim in the development of the hybrid excavator was to reduce fuel consumption.

Reduced fuel consumption leads to reduced greenhouse gas emissions and also results in lower operating costs for the end user.

Since its release in Australia, Komatsu Hybrid excavators have gone to work for multiple contractors throughout Australia – all of whom are reporting significant savings in fuel consumption.





# KOMATSU AUSTRALIA

## CUSTOMER SUPPORT CHARTER



### WE WILL SUPPLY OUR CUSTOMERS WITH:

- » High quality products and services
- » A friendly, timely and professional response
- » An accurate estimate of time and cost
- » Feedback on progress

### WE WILL NOTIFY OUR CUSTOMERS OF ANY CHANGE TO:

- » Delivery date of products or services
- » Cost estimates
- » Scope of work being completed
- » Terms and Conditions

### WE COMMIT TO SUPPORTING OUR CUSTOMERS WITH:

- » Professionally trained staff
- » Same day response to enquiries
- » Safety and Environmental Leadership
- » Continuous Improvement based on Customer Feedback
- » Easy business solutions

Our new company-wide Customer Support Charter encompasses all areas of the business, including new equipment, service, parts, customer support and machine delivery/preparation





**Komatsu Australia has extended the current Customer Support Charter (CSC) to all parts of the business to ensure a companywide focus and the way we interact with our customers.**

According to Chris Cassettari, Komatsu Australia's Director Regions and Global HME, the CSC incorporates Key Performance Indicators to allow the company to measure its effectiveness.

"Our new company-wide CSC encompasses all areas of the business, including new equipment, service, parts, customer support and machine delivery/ preparation," he said.

When we initially launched the CSC in 2008, it was a direct result of analysing our 2008 Customer Satisfaction Survey," said Chris.

"At the time it was limited to our parts and service activities, and one of the learning's from the initial rollout was that to be fully effective the CSC needed to include all areas of the business. "However, the principles outlined in the CSC when it was first launched remain fundamental, and it's now an appropriate time to relaunch a companywide charter that clearly – and publicly – sets out how we will interact with our

customers, and measures our success," he said.

According to Sean Taylor, Komatsu Australia's Managing Director, the CSC sets out our customer support principles about what our customers can expect from us in terms of support, across all processes - from pre-sales to purchase, right through to service and maintenance.

"It covers elements such as committing to rapid responses to questions and inquiries and ensuring customers are kept fully informed at all times.

"It also includes a 'no surprises' approach to quotes and estimates, so that we will never proceed with a job before we have confirmation from a customer, and that if there is a change in the scope of work required, the customer is fully informed and approves that change before we continue," Sean said.

"A key element of the CSC is that it will allow us to benchmark our customer support levels, so we can measure what we are delivering, and see where we need to improve. And for our customers, it will create a 'single face' of Komatsu, so we will always deal with them in a professional and consistent manner.

Komatsu has developed a clearly defined customer support process to ensure the effective implementation of the CSC throughout our entire company. This customer support process establishes a defined escalation procedure to ensure that the full resources of our company respond to customer issues in a timely manner.

In addition, this customer support process ensures that our employees and management at both a regional and national level understand what they need to do so support our customer facing employees meet our commitments under the CSC.

Chris further states that the CSC had been defined by specific philosophies and standards developed by Komatsu Australia, which would apply to all its dealings with customers.

These are:

- **Responsiveness:** The ability to communicate effectively with its customers
- **Reliability:** Customers can always count on Komatsu to do what it says it will do
- **Capability:** Our people have the knowledge, skill and abilities to satisfy customer requirements

- **Safety:** Is paramount in everything we do, with no compromise on standards.

We have developed a common set of standards, based around our CSC statements, which give our people a tangible and clear direction of what is required.

"These standards can then be measured through relevant Key Performance Indicators and surveys of our customers – plus we are developing training around the specific standards."

"Our customer survey showed that while we score very highly with overall customer satisfaction across a wide range of areas, our customer satisfaction levels are still lower than we would like them to be," Chris said.

"The CSC is also a recognition that in order to improve customer satisfaction, we need to deliver consistent customer support. Our CSC allows us to define the standards that will enable us to maintain and deliver the highest standards of customer support," he said.

"Ultimately, we aim to deliver levels of service and support that exceed our customers' expectations."



# KOMATSU CELEBRATES 10-YEAR



*Through the past 10 years Komatsu has been involved with Beacon and many Komatsu employees have visited schools to attend various functions in support of the Beacon programs*

**In early 2002, Komatsu Australia kicked off its relationship with the Beacon Foundation. Scott Harris, Beacon's CEO, looks at some of the highlights and achievements of the relationship over the past decade.**

For more than 20 years, the Beacon Foundation has been working with Australian schools and businesses to divert young people into meaningful work, training and educational opportunities – rather than welfare-based options.

And for the past decade, Komatsu Australia has been an important supporter of Beacon and what we are aiming to achieve.

Over this period, Komatsu Australia has been an organisation that has not only provided Beacon with significant financial support to run our programs across Australia, but has also really got its "hands dirty" in talking to young people about the challenges and opportunities open to them.

Many Komatsu employees have taken the time to visit Beacon schools and share their stories, while also letting students come into the company's workshops on tours and for work experience.

Komatsu staff have also attended – often in their own time – charter signing events, career expos, conducted site tours, speed careering and participated in

teacher professional development (PD) workshops run by Beacon. I'd like to look at a few highlights over the years.

A unique Beacon machine, as part of Komatsu's involvement in Beacon, we've frequently had Komatsu excavators being transported to schools, giving students the opportunity to sit in operator's cabs and tinker with machinery.

## **This hands-on program enabled students to build their industry knowledge and employability skills**

One of these Komatsu excavators is unique, having been painted by the late, great Pro Hart.

In 2001, Pro was commissioned to paint a Komatsu excavator, which was then auctioned – with the proceeds going to Beacon.

Successful bidder Gavin Markwell from the Markwell Group in Townsville has remained a huge supporter of Beacon over the years, particularly with Ingham State High School.

Every year he transports his Pro Hart excavator to Ingham State High School when it has its charter signing – symbolising the on-going commitment of industry to the school and Beacon. Newcastle's ongoing efforts.

In 2008, the team in Komatsu's Newcastle branch put up their

hands to take kids from nearby schools for weeks at a time to see what working as plant mechanics would entail.

Since then the branch has taken on several apprentices and trainees from our schools.

Last year, staff at the branch even designed a course for interested students to help bridge the gap between school and the Komatsu workplace – really inspiring stuff!

Loganlea champions – and an Expo Komatsu people have championed Beacon within local communities like Loganlea in Queensland, where they had a particularly strong link with the school's agricultural department and Komatsu's Reman facilities, bringing others to the table with them to support local young people.

In 2009 a highlight of the Komatsu-Beacon relationship was the joint initiative Komatsu Expo.

Held at Loganlea SHS, around 100 year 10 students took part in hands-on workshops with a focus on workplace numeracy and literacy.

Rotating between six workshops, students completed sessions on safety, parts identification, bucket measurement and identification, and machine measurement and identification.

This hands-on program enabled students to build their industry knowledge and employability skills, while bringing relevance to the mathematics and English curriculum and answering some of those questions students had about the relevance of classroom topics to the real world.

Many of Komatsu's staff were involved in this program – both on the day and in the development.

In addition, Komatsu transported four pieces of heavy machinery to the school site for an impressive equipment display.

Many students had no prior knowledge of the heavy machinery industry and had certainly not considered a career path within it; however, following the Komatsu Expo their knowledge of and motivation towards potentially choosing a career with an organisation such as Komatsu has increased dramatically.

Currently we are working with Komatsu on possibly revisiting the expo, as well as more involvement in teacher PD days and introducing them to Business Blackboard.

Most recently, Beacon has set up a school in Townsville this year and the Komatsu team there have already put up their hands to get involved.

# RELATIONSHIP WITH BEACON



In November 2011, 60 students from Geilston Bay High School in Hobart attended an "Industry Uncovered" event. Two Komatsu staff provided the opportunity for students to actually operate a 3 tonne Komatsu excavator, closely monitored by State Manager, Tim Freestone.

Beacon's National Conference for 2011 was held in Melbourne in mid October, attended by 150 delegates, with an additional 50 people attending the Conference Dinner.

We are sincerely grateful to Komatsu for sponsoring the Award for the Most Outstanding Beacon School Cluster, which was won by the North East Victoria Cluster.

One of our proudest achievements working together is that several teenagers from Beacon schools are now Komatsu employees, in both apprenticeships and traineeships – the ultimate successful outcome for our programs.

They include Luke Robey, who's been with Komatsu since January 2010, Drew Farrell, who commenced his traineeship at the beginning of this year.

Drew, our latest Beacon apprentice, always had his heart set on being a Plant Mechanic.

Last year, as a Year 10 student from Hunter River HS NSW he took up the opportunity to attend a week's work experience at Komatsu Tomago in August 2011.

As a result of this, he was invited to sit the aptitude test at Komatsu, and two weeks later, received a phone call from Gavin Manning offering him an interview, at which point Drew said he was "over the moon".

Following a medical examination, he received his Komatsu letter of offer. "I was just on top of the world – I just couldn't believe it!" Drew said. Both are outstanding apprentices, and also true ambassadors for both Beacon and Komatsu and the opportunities they've been given.

This is the briefest summary of the contribution and achievements of the Komatsu-Beacon partnership over the past 10 years.

I would like to take this opportunity to thank everyone at Komatsu Australia who has given so much time and effort to making this partnership work, and giving something back to our young people.

The journey still continues. As you'll note in the About Beacon sidebar, there are still tens of thousands of young Australians who are not in full-time work, education or training. Together we can all keep making a difference.



## ABOUT THE BEACON FOUNDATION

Even in 2012, too many young Australians are continuing to leave school without a positive pathway to further education, training or employment.

Currently, around 18,000 of Australia's 16-year olds are not in full time work, education or training – and the issue of disengagement is further exacerbated in areas of socioeconomic disadvantage.

The Beacon Foundation has been working to address the issues of school retention, engagement and employment in Australian schools for over 20 years, and now operates its unique, hands on program in 137 schools nationally.

This year the Beacon program will reach 14,000 young students at a pivotal time in their lives, as they make decision about their future career paths.

For young people to transition onto positive pathways they need to be personally equipped with knowledge, skills and confidence to make informed decisions, and to have appropriate post-school opportunities available and accessible.

They also need support to navigate their options and disappointments throughout the transition period.

Critical to the success of the Beacon program is the support of local and national businesses – such as Komatsu – and the wider community, working together with Beacon and schools to provide resources for program activities such as site tours, work experience, mock job interviews, mentoring and classroom-based visits.

These all help bring relevance to life beyond the school gate, and embed the Beacon philosophy into the school curriculum.

Beacon's 2011 Outcomes Report shows that Beacon students are six times less likely to be disengaged than students who have not participated in the program, and that the unemployment rate for Beacon students is five times lower than the national rate for 16-year olds.

Beacon schools also report an above average progression of students from year 10 to year 11.



Front row from left: Mr. Hidetaka Kita Executive Officer President, Product Support Division, Mr. Niall Ainscough Technology Vice President, BP Plc., Mr. Charles Postles President BP Japan K.K., Mr. Bertrand Boulin Vice President Strategic Cooperation, BP Plc, Mr. Hiroshi Kondo Executive Office CCI Corporation, Mr. Tatsuya Nishigaki Sales Department I CCI Corporation

Back row from left: Mr. Akio Kado Marketing Group Product Support Division, Mr. Tetsushi Okada Deputy General Manager Product Support Division; Mr. Kenichi Sato General Manager, Product Support Division, Mr. Hitoshi Mozumi Vice President, Product Support Division, Mr. Kimihiko Sudo Marketing Group Manager Product Support Division, Mr. Keiji Konno Senior Parts Representative Product Support Division

# BEST PARTNERSHIP AWARDS

**BP/Castrol is a global supplier of an extensive range of uniquely formulated lubricating oils and greases for Komatsu Limited – with a significant footprint in the Australian market.**

Castrol was only one of two companies to be awarded the Komatsu Limited Best Partnership Award (BPA) for 2011 - presented in Tokyo.

BP/ Castrol share the Komatsu vision of product and service excellence – serviced by a sustainably robust supply chain - across all industry segments – with particular focus on the resources

sector and related industries. Major achievements that contributed to the outstanding performance by BP/Castrol included significantly improved lead-times and lower costs within the ever competitive US market; development of Tier 4 engine oil (EO15W30-LA); the development of a high efficiency hydraulic oil (HO56-HE); and the development and streaming of a unique extreme-cold weather oil (EOS0W30 / TOS0W30) into the very challenging Russian market.

Komatsu Limited expressed particular emphasis on Castrol's

One Team approach – which is now a global trade mark across the Komatsu / Castrol enduring partnership.

Komatsu Limited received extensive input from many of its growth focused global subsidiary businesses that included Australia, China, Middle East, Japan and USA – who all provided significant examples of how value had been delivered with both technology and innovation.

“Castrol was delighted and honoured to be presented with

the Best Partnership Award for 2011 – which recognises our unrelenting commitment to deliver value that is above expectations” said Chris Marriott who is the National Business Development Manager – OEM HD for Castrol in Australia.

“This is great feedback for our Australian team, who prides themselves in getting things right first time – every time as Komatsu continues to meet and exceed their customers’ expectations.” Castrol is proud to manufacture Komatsu branded product for the expansive Australian market.

# JUMP START FROM DOWN UNDER FOR KOMATSU TRAINEES

**Filipino engineering trainee Joseph Buenaflores is currently on secondment in Australia, one of nine trainees currently working at Komatsu Australia facilities around the country to gain valuable experience and skills in working on heavy equipment. Joseph reports on the program and the benefits for him and his fellow trainees.**

In 2008, Komatsu Ltd established its Human Resource Development Centre (HRDC) in the Philippines, a training centre established to recruit and develop talented young Filipino mechanical engineers to strengthen the company's global product support operations and capabilities.

Under this program, Komatsu's Filipino trainees undergo a three-stage comprehensive training program to equip them with the necessary knowledge and skills.

The program starts with an initial six months' training in the Philippines, where we were taught machine basics, followed by six months on-the-job training with Komatsu's local distributor in the Philippines. We then went to

It was a memorable experience that will last me a lifetime.

Following these experiences, trainees then go to various Komatsu subsidiaries and distributors worldwide for three years for the

## Komatsu's Filipino trainees undergo a three-stage comprehensive training program

Japan for a one-month program, covering training in mining support operations, KOMTRAX data download and analysis, R+M Care and EQP Care, as well as Komatsu Germany and Komatsu America-sourced mining products.

For me, the real highlight of this trip was the chance to meet Komatsu Ltd President Kunio Noji, as well as Hidetaka Kita, Product Support Division President, and other key officers of the company.

final stage of our training. These include America, Australia, Botswana, Chile, China, India, Japan, Laos, Qatar, South Africa, Tanzania, Thailand, Vietnam, Senegal and the Philippines.

This year, Komatsu Australia, through Paul Richardson Komatsu's National Organisational Development Manager and Jason Alfeo Technical Training Manager,

welcomed its third group of Filipino trainees: Neil Generoso, Ralph Goad, Arcel Miclat, Teddy Rosario and myself.

We are working across various departments, including REMAN, components, engineering design, and product support and contracts. Recently I have been working with the Mackay branch parts department as a customer support representative, learning our parts ordering and numbering system as well as handling parts issues and dealing with customers.

Komatsu Australia staff have provided us all with overwhelming support and encouragement, which I am sure will contribute to the long-term benefit of Komatsu globally.

Being part of such a team is not just an opportunity but also a privilege which I and my fellow trainee engineers gratefully cherish.





Above: Komatsu WA500-6 wheel loader working at Hanson's Farleigh Quarry

## NEW KOMATSU LOADERS HELP FARLEIGH QUARRY KEEP UP MACKAY'S DEMAND

**With Hanson's Farleigh Quarry near Mackay, experiencing an increase in demand, two new Komatsu WA500-6 loaders are helping the operation maintain supplies to its customers.**

The quarry, which supplies a wide range of products for this booming region, including roadbase and aggregate for Main Roads and council works, aggregate for local concrete plants, as well as armour rock for the local port authorities, has had to gear up for a doubling in production, said quarry manager Dennis Marchant.

"There is so much happening in Mackay and the surrounding region – we supply out as far as about 350 km west of the city, and 150 km to the north and the south – that we have had to double our through out

at the moment, including putting on double shifts," he said.

And the performance and productivity of the two new Komatsu loaders, which replaced two loaders of another make, has helped contribute to Farleigh

**They are quicker and smoother, so we are definitely getting higher productivity out of them**

Quarry's being able to keep pace with the increased demand.

"They are quicker and smoother, so we are definitely getting higher productivity out of them," said Dennis.

"That's important to us, as in our sales area, we don't have conveyors to stockpile, so a lot of their time is spent on tramming work – so

everything we've sold this year since we got the new loaders has been trammed to stockpile.

"They are tramming up to 200 m, and they are flat out all the time, they don't stop. And in between that, they have to load trucks and

mix roadbase – so our despatch area is a pretty full-on place."

Both loaders are operating two shifts, working around 20 hours a day, five days one week and six days every second week.

"They've both got around 2400 hours on them already, and we only got them just after Christmas," said Dennis.

"They pretty much came straight off the truck and went to work. "As far as availability and reliability is concerned, they've been really good.

"They are also very comfortable and the cab setup is great; our operators are rapt in them.

"Overall, they are working well, and they've been a big factor in us increasing our output performance this year.

"Achieving what we have would have been a struggle with the two older machines, and I don't think we could have done it without these new Komatsu loaders," he said.

In addition to the two new loaders, Farleigh Quarry runs an older WA500-3, an HD465-6 dump truck and a PC600-6 excavator which is used for face loading of the dump trucks.



*Above: Komatsu's impressive D575A-3 dozer on its way to rip and push dirt in WA*

# THE WORLD'S BIGGEST DOZER ROLLS OFF THE LINE

**A major Western Australian mining operation has recently taken delivery of Komatsu's D575A-3 dozer, for an application that will primarily involve ripping work.**

"The D575A, the largest dozer ever manufactured, was first introduced in prototype form at Conexpo 1981, and was released as a production Dash 2 model 1991, followed in 2002 by the D575A-3," said David Laidlaw, Komatsu Australia's mining product manager for bulldozers and excavators.

"Throughout its history, a significant proportion of the D575As manufactured were sold to mines and contract miners in Australia, with others going to US coal mines," he said.

"The machine is particularly well suited to ripping applications,

and has proved a vital tool where blasting is not permitted for various reasons, and where ripping is the only alternative," he said.

"This machine will be engaged in ripping about 95% of the time, as blasting is not allowed due to the mine's proximity to local residents, along with high-voltage power lines running through the lease.

"This new machine – the first new D575A-3 sold into Australia – joins a used D575A-3 that the customer imported about four years ago, and the two will work alongside each other," said David.

Another D575A-2 rips cap rock in a nearby mine, while in New Zealand, two Dash 2s are working at the Stockton coal mine on the West Coast of the South Island, again

ripping cap rock in an area where blasting is not an option.

David said that Komatsu and the customer worked closely on the delivery of this final D575A-3 dozer to ensure the process went as smoothly as possible.

"The co-operation between both parties in respect of local build items prior to the arrival of the machine allowed the build to go to plan," he said.

"With the strong focus on local option assembly and commissioning, we were able to deliver on our promised handover date despite the challenges associated with a one-off build of this size and nature," he said.

Jason Lambert, Komatsu Australia's mining account manager in

Western Australia, said that the build of the D575A-3 once it arrived in Australia went so well that it was able to go to work immediately after delivery.

"On July 16, we had a celebration at the customer's site to mark the delivery of the new D575A-3 dozer," he said. "Representing Komatsu were our WA regional general manager, Paul Thompson and WA Deputy GM, Paul Neillings.

"We presented a Komatsu dozer model and plaque to senior mine management to mark the occasion on site and continued the celebration in the workshop for a photo opportunity in front of the dozer before it commenced work," said Jason.

# ALLIANCE TAKES A DIGGER

**Alliance Contracting, which currently has 70-80% of its fleet consisting of Komatsu equipment, started in 2000 working for BHP on its Yandi mine access road upgrade, and has been working in the Pilbara, Eastern Goldfields and Mid West ever since, said Ian Phippard, the company's business development director.**

Based in Perth, it has depots in Karratha and Port Hedland, and is active in civil and mining projects throughout WA including the Pilbara, Eastern Goldfields and the Mid West.

It has plant and equipment valued in excess of \$30 million and more than 200 employees.

Alliance Contracting's current projects include a \$140 million open cut mining contract in the Eastern Goldfields, including loading, hauling, drilling and blasting and crusher feed, for Integra Mining and a \$60 million open cut mining contract in the Mid West, including loading, hauling, drilling and blasting, for MMG's Golden Grove Gossan Hill Project.

Alliance Contracting has recently been awarded a \$90 Million Open Cut Mining Contract in the Mid West for Silver Lake Resources on their Murchison operations, the work including loading, hauling, drilling and blasting.

On the civil side, it is close to completing a \$70 million civil construction works for Woodside's Pluto LNG Project at Dampier, where it has been working for the last 3.5 years.

"Our first big job –and our first association as Alliance Contracting with Komatsu – was back in 2004 when we did the civil works and mining for Straits Resources' copper mine at Whim Creek," said Ian.

"We purchased a second-hand PC1250 -7 and four HD785-3s, which

that we are awaiting delivery on the Silver Lake Project.

"The PC2000 is loading Komatsu HD785-7 dump trucks in 5 passes; we currently have five of those on site.

"The mine is a copper ore body and for most of this year, we've been removing overburden, and are only just starting to move into the ore body now."

Ian said that Alliance had been very pleased with the performance of the PC2000 since it came to the site.

**We've always had very good service from both Komatsu and Komatsu Finance, who we've been with ever since we started purchasing Komatsu equipment**

were our first bits of equipment, followed by a WA500 and a WA600 loader for the same job."

The PC2000-8, which was delivered in May for the Golden Grove contract, is Alliance's largest excavator.

"This machine is a major step up for us as a mining contractor, reflecting the confidence that MMG has in our ability to deliver, and our confidence in the performance and reliability of Komatsu equipment," Ian said.

"We already have four PC1250s – one of which is also on site at Golden Grove – and further two

"Originally we had a loaned bucket on the machine which impacted on performance, but since we got the right bucket the productivity has lifted and is now meeting our production requirements.

"Essentially the machine is operating 24/7; we work two 12 hour shifts a day at Golden Grove, seven days a week in a continuous shift operation.

"So far, the machine has logged 1400 hours, and there haven't been any availability problems at all.

"The only thing we have to shut it down for is servicing, to tweak it up

after 500 hours when it was new and when it had done 1000 hours," he

said. According to Ian, an important reason for Alliance Contracting's success has been its relationship with Komatsu and its finance arm, Komatsu Corporate Finance.

"We've had a very good relationship with Komatsu and we've currently got 32 odd machines, including excavators, dump trucks, loaders and dozers – we've got one D375A-6 dozer with another one on the way.

"Our Komatsu fleet probably comprises about 75% of our fleet by type and 80% by value.

"We've always had very good service from both Komatsu and Komatsu Finance, who we've been with ever since we started purchasing Komatsu equipment.

"Even our second-hand gear that we purchased back in 2004 was done with Komatsu Finance, so we've had a very good relationship with them, dealing with James Dwyer, who we work with all the time.

"On the service side we deal with Scott Newman, while for sales it's Grant Menhennet; in fact Grant and I go back many years together; I have a long relationship with Grant along with quite a few other people at Komatsu.

"Over that time, we haven't had too many problems and, when there is a problem, it is normally solved very quickly," he said.





# GLASS HOUSE OPERATORS JUST LOVE THEIR NEW KOMATSU TRUCK

**Leading Australian aggregates supplier Hanson has recently taken delivery of a new 63 tonne capacity Komatsu HD605EO-7E0 dump truck for hauling material from the quarry face to the crusher at its Glass House Quarry, located on the foothills of the Glass House Mountains north of Brisbane.**

As the first new truck at the quarry in 30 years – and replacing two mid-1960s trucks – it's easily impressing everyone at the quarry.

Hanson's Glass House quarry produces around 400,000-600,000 tonne of intermediate igneous rock each year, with the material used for a wide range of applications, including road works, civil construction, rock for stabilising steep batters, housing development sites and the like. Material is transported as far south as Brisbane and as far north as Nambour. In addition, aggregates from the quarry are used internally

by Hanson for its own concrete plants in the region, at Caloundra, Maroochydore and Noosa, and also into Northern Brisbane.

According to Craig Stevens, Quarry Manager at Glass House, the HD605 is loaded using a Komatsu PC600-7 excavator used as the primary face loading tool. The quarry also has a WA500-3

**It's giving us magnificent performance, and fantastic driver comfort. It's just beautiful to drive**

loader which is primarily used as a sales loader for aggregate, road base and rock but can also work as a backup machine if the excavator is down.

"The HD605 has a haul distance of about 1 km, over a reasonably flat haul road," said Craig. "Our crushing plants capacity is around 350 tonnes per hour and with the single truck and excavator, this pairing can

comfortably keep up." He said there were a number of reasons why Hanson went with the new HD605 at the Glass House quarry.

"We have an on-going relationship with Komatsu, and one of the reasons we went with the HD605 is that we can utilise it with other Komatsu loading tools on our site."

Since taking delivery of the HD605, Craig and his team of operators have been very impressed with it.

"To start with, it's our first new truck in 30 years at Glass House," he said. "Before this, we just had a couple of little 1964-era trucks – and the technology has definitely come a long way. "It's giving us magnificent performance, and

fantastic driver comfort. It's just beautiful to drive, and includes payload scales so the drivers know when they have a full load from the digger.

"Since we had it delivered, there have been no problems at all. We had a bit of an issue with the payload system, but the truck itself has been beautiful," said Craig.

"We also have a very strong relationship with Komatsu Australia. Every two months, we have a meeting between our quarry managers in the region and Komatsu people are invited to these.

"Things are just getting better and better, especially their backup service, which is now going very well.

"We work with Komatsu's Sunshine Coast branch here, and they are very good. We've known them all for a lot of years so that makes things very easy," he said.



*Above: Komatsu's GD655 grader and Topcon's machine control system are a great combo for Forbes Shire*

# GRADER TOPCON MACHINE GIVES FORBES SHIRE CONTROL

**The combination of a Komatsu GD655A-5 fitted with a Topcon 3D GPS machine control system is helping Forbes Shire Council operator Brian Curry carry out road construction project grading works in about a third of the time of conventional methods.**

In late 2010, Forbes Shire Council, in central western NSW, took delivery of the GD655A-5/3D machine control package – and since then both the shire's construction supervisor Tim Smart, and operator Brian Curry have been very impressed with the grader's performance, and the efficiency of the machine control package.

Based around the town of Forbes, located about 400 km west of Sydney, the shire services a population of just over 9000 people.

Over the past five or six years, it has pioneered the use of GPS-based systems among NSW councils for its survey works, and as a result of the efficiencies and successes it achieved, has since moved into machine control systems for its road construction

equipment. Forbes Shire's graders and machine control systems are used for carrying out road construction, both for the council's own works as well as on RTA jobs.

"The machine control systems make things a lot quicker for our guys, because we don't have to wait for the surveyors to turn up at a certain time to bang pegs in,"

**It speeds up our job, our process, and doing the work as well, so it is a win-win for everyone**

said construction supervisor Tim Smart. "The surveyors go and do the surveying, do the design, then plug it straight into our machines, and it's right to go.

"It saves a lot of time and our operators like it too, because they don't have to get out of the machine to check the stringlines and all the things they used to

do." "It speeds up our job, our process, and doing the work as well, so it is a win-win for everyone really," he said.

Tim said the decision to purchase the Komatsu GD655A-5 came down to a number of factors, including operator preference.

"He has been operating another make for many years, but he told us when we had to get a new grader that he preferred the

Komatsu. "Since then, I've been really rapt in the Komatsu. We've had no dramas with support and parts, and the service has been pretty spot on; no issues at all," he said.

Tim's comments were backed up by operator Brian Curry.

"The machine's got plenty of go, I haven't had a spot of trouble with it," he said.

"I like things like the direct drive; if I am pushing a bit, I just hit the button and it gives me more power, so I can push a lot better.

"The visibility is also very good; you can see really close to the blade when you've got it tucked in there underneath you."

Brian also confirmed the Topcon machine control system made operating a lot more efficient.

"I'm not waiting around for surveyors and stringlines and things; they just put all the files in it, and I just go and start my work," he said.

"It's much more efficient; you know where your lines are and your grades, so you don't have to rely on getting out and pegging it.

"I'd say it would cut a job to a third of the time, or a little bit more maybe.

"When you're laying the gravel out and everything, you're getting good results with your materials, because you've got it everything at the right height," he said.

# KVX SHINES IN THIN SEAM COAL EXTRACTION WORK

**The use of Komatsu's KVX Ground Engaging Tool (GET) system on Komatsu WA900 loaders used in thin seam coal mining is giving Golding Contractors over 6000 hours between tooth changes, and eliminating the issue of teeth falling off and damaging conveyor belts.**

Golding Contractors has a 10 year contract to mine Kogan Creek Mine's thin seam coal deposits to a suitable quality to power the Kogan Creek power station, situated on the edge of the Surat Basin near Chinchilla, southern Queensland – about 140 km northwest of Toowoomba. According to Ben Victor, Golding's maintenance supervisor at the mine, the KVX system was put

on the two Loaders around 2007, and has exceeded the operations' expectations.

"We went for KVX, because the sales pitch said it was going to last, instead of changing multiple lots of GET all the time, and

makes planning easy because we can get Komatsu out to do the job at a set time.

"Basically we haven't had any problems with it coming loose, coming off or anything else, and it is meeting our expectations as far as wear is concerned," said Ben.

**Komatsu WA900 loaders used in thin seam coal mining is giving Golding Contractors over 6000 hours between tooth changes**

we've found it's worked well – in fact it's probably exceeded our expectations," he said. "We are probably getting an average of 6000 hours out of the system, which means we can lock in the change out period; that

"We have had teeth come off excavators and other equipment doing the same job, and that can cause an issue because the broken off teeth can rip the overland conveyor belt, go through the breakers or end up at

the power station.

"But we have never had a KVX component come off," he said. In addition, the slim profile of the KVX system is ideal for coal parting in the thin seams that apply at the mine.

"Sometimes we are splitting seams as narrow as 100 mm," he said. "Basically the loaders have to lift and separate the seams, and this system gives the operators the ability to prop the coal up so they can fill the bucket with it.

"It's fairly hard to do that, because they've got to split seams, and just get the good stuff, while keeping out the poor quality coal, mud, and other material."



*Above: Komatsu's 27 years old W60 loader is still performing for Albany Industrial Services*

# KOMATSU MACHINES PERFORMING FOR ALBANY

**A South-Western Australia-based earthmoving contractor has a fleet of older Komatsu – including a W60 loader dating back to 1985, plus a couple of dozers which are a similar age – and which are continuing to perform reliably nearly 30 years after their manufacture.**

Albany Industrial Services, based at Albany on the Lower Great Southern Coast of Western Australia, carries out a range of civil, roadworks and earthworks constructions, including bulk excavations, asphaltting and curbing, for clients throughout the region. It also runs a couple of gravel pits and a sand pit.

The company was started by Tony Genovese – who purchased the W60 originally – and today is run by his sons Joe and Frank.

"That W60 was one of the first loaders we got in, and it was used

on a lot of our excavation and site works – although more recently we've used it mainly as a loader in the depot to handle material such as gravel and sand," said Joe.

He said the loader has performed reliably throughout its life.

"We've never had any major issues with it at all, apart from the tyre changes and minor things like fuel blockages – but mechanically, it has run really well.

"It's now sort of retired and one of our Komatsu WA180-3s has taken its place – so it's just been used as a yard loader.

"Probably the only issue with it is that unlike modern loaders, the cab articulates with the bucket, rather than the bucket articulating in front of you, and that took a bit of getting used to," Joe said.

In addition to the W60, Albany Industrial Services also owns a D41 and D53 dozer, dating back to about the same period as the loader.

"Again, they don't do as much work as they used to, but we still use them on jobs when we need them," he said. "Really we do have quite a fleet of mature Komatsu equipment, but it just goes to show that they are reliable and they will keep going if you look after them – and that's what we've done."

Newer equipment owned by the company includes a D85 dozer, three Komatsu WA180-3 loaders, a WA420-3 Loader and a WA200PZ-6 tool carrier purchased in 2009 – its most recent purchase.

"If we were looking to buy new equipment, we would probably stick with Komatsu," said Joe.

"Value for money is what we look for, and we get that with Komatsu. Some of our equipment is really getting on in age now, and we are still getting a really good run from it.

"So why wouldn't you keep using something that is going well?" "We find the service and support from Komatsu is pretty good, considering that we are a country town, and it's pretty remote down this way," he said.

"If anything major goes wrong with the machines, Komatsu is down here pretty quickly if we need something done by one of the boys.

"There is always someone around from Komatsu that you can get hold of to get down here and fix it – plus we also get good support from local businesses for other issues such as hydraulics and electrical," said Joe.

# KOMATSU RUNS IN THE MARTELLI FAMILY

**Buying Komatsu machines runs in the family for Sydney earthworks contractor Pete Martelli, who was told by his father at an early age, if he was ever going to buy new excavators, to only buy Komatsu.**

Recently he's been taking his father's advice, to the tune of three brand new machines: a PC200-8, PC45MR-3 and PC18MR-3. Pete's company Dyno Dig operates almost entirely in the Hills district of northwestern Sydney, working for just two clients, prestige builder Bellevue Projects, and Brewhouse, which builds breweries and pubs in the area. He's been in operation for 10 years, carrying out general earthworks for housing and pub development sites, including pools excavations, site preparation, piers and foundations, road formation,

services trenching and the like. The 20 tonner is used for larger bulk earthworks, while the two smaller machines are used for utility excavations, foundation works and in more confined areas.

Previously, he owned three older machines he'd bought used, but recently decided to dispose of them privately and switch to new equipment. "My dad brought me up operating Komatsu, and my first machine was a PC200-1 – which I was operating on when I was 15," Pete said.

"I did a couple of years on that, and he always said that if I was ever going to buy new equipment, make sure it was Komatsu.

"With Komatsu, you know you get your resale value back. "In addition, while I got offered standard machines from other manufacturers that were 12 grand

cheaper, I was happy to spend the extra on Komatsu, because by the time you put all those extras that Komatsu offers – like hose-burst protection, reversing camera, and everything else – you'll spend that and more," he said. "We decided to go for the three new Komatsu machines because we needed quality equipment to be able to service our clients, and give them the best performing machines we could offer. "And they look good, and do the job well," said Pete.

Pete operates the machines himself, bringing in two casuals when he needs additional assistance.

"I'm really rapt in the Komatsu excavators; they are pretty much the Mercedes of the machine world: smooth, comfortable, reliable, and you've got peace of mind," he said.

He also appreciates the KOMTRAX remote monitoring system supplied as standard with all three machines – and now offered free of charge to Komatsu owners.

"I use it to check the fuel levels, so I know what's in the tank for the next day, and also to set boundaries, so the machines can't go outside the worksite.

"It's a pretty handy thing to have; we can monitor anyone who's operating the machines, so we can be sure they are being looked after."

Finally, Pete looks to be passing his passion for Komatsu onto the next generation; his two sons Matthew (6) and Luke (5) love watching him operate them, and joining him inside the cab when the engine is off.

**We decided to go for the three new Komatsu machines because we needed quality equipment to be able to service our clients, and give them the best performing machines we could offer**

*Below Left: Pete Martelli with his sons Matthew (left) and Luke with newly purchased Komatsu equipment: PC18MR-3, PC45MR-3 and PC200-8*





*Above: Komatsu's HD605-6 rigid dump truck recently delivered at Ferny Grove Quarry*

## OPERATORS WELCOME NEW KOMATSU DUMP TRUCK TO BRISBANE QUARRY

**Hanson's Ferny Grove quarry, on the northern side of Brisbane, late last year took delivery of a Komatsu HD605-6 dump truck which has been very well received by the quarry's operators.**

According to quarry manager John Taylor, "it's a very comfortable machine to drive, and it's performed very well since we took delivery of it.

"We have no complaints at all, we've had no issues with it since we took delivery, apart from a couple of minor things you get with every new machine," he said.

Ferny Grove has an annual output of around 650,000 tonnes, supplying aggregates to Hanson's own concrete plants, along with

roadbase and other crushed rock construction products to customers throughout Brisbane's northern suburbs and the surrounding region.

The quarry extracts and processes hornfels rock, using a Komatsu PC600-7 excavator as

**The loader has been exceptional, it's a really good all-round loader and has had limited downtime the whole time it's been here**

the primary face tool to load the HD605-6, which then hauls up out of the pit to the crusher on an approximately 1.5 km round trip.

The truck is also fitted with a payload measuring system.

"We try to get anywhere between 55 and 60 tonnes every load, depending on the material and how bulky it is," said John.

A third Komatsu machine at the quarry is a WA500-3, which the quarry has had since 2006. "The lowloader has been exceptional,

coming up for a mid-life rebuild shortly."

John described the service and support from Komatsu as "improving all the time.

"In the early stages, we were having a few issues, but we discussed these and Komatsu have addressed them and we are always improving the relationship between Hanson and Komatsu.

"We now have fortnightly meetings to discuss the machines which are all under maintenance contracts.

"Since implementing the fortnightly meetings, we have found that maintenance has improved considerably and any issues that we may be having with our machines is quickly addressed," he said.

it's a really good all-round loader and has had limited downtime the whole time it's been here," he said.

"Our PC600 is also a very good machine; it's getting up around the 15,000 hours now and it's

# KOMATSU AND HUNTER TAFE FORMALISE TRAINING



**A tailored program for all new Komatsu apprentices with its workplace preparation training equipping students with essential trade, safety and First Aid skills for their industry**

*Above: Patrick Coward, Trent Schumi, Shannon Boland, Andrew Borg, Michael Fleming, Luke Prescott, Nathan Dowse, Daniel Wilks, Chris Sattler, Timothy Brown, Daniel Nicastrì*

**Komatsu Australia and Hunter TAFE's Kurri Kurri Campus have recently signed a Memorandum Of Understanding (MOU), which formalises the partnership between the two organisations.**

The Kurri Kurri Campus is the most significant facility between the Hawkesbury River and the Queensland border for plant and heavy vehicle training – and its established reputation for quality has meant strong support by industry for the training it offers.

Komatsu Australia has a strong presence on the Kurri Kurri site, with 100 apprentices in 2012, participating in the company's

award-winning Apprentice Development System.

Hunter TAFE delivers a tailored program for all new Komatsu apprentices with its workplace preparation training equipping students with essential trade, safety and First Aid skills for their industry.

The recently signed MOU between the two organisations formalises a partnership that has developed over many years, said Paul Richardson, Komatsu Australia's National Organisation Development Manager.

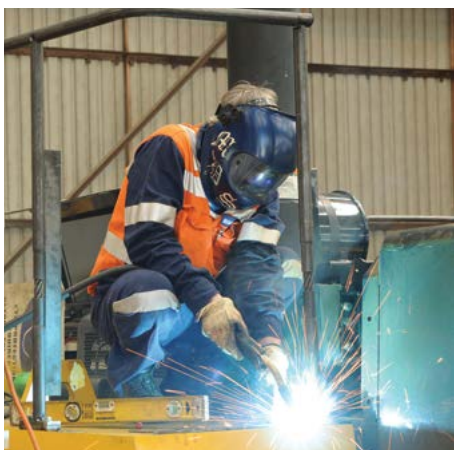
"The use of TAFE facilities by Komatsu and our equipment for

TAFE training forms a key part of the MOU. "For example, it covers the permanent placement of shared resources, including a WA480 wheel loader and a PC200 excavator, which our apprentices – and those of other companies – can work on and gain valuable real-machine skills," he said.

"The success of our program here has enabled Komatsu to fly in apprentices from other states to complete our structured apprentice development program and has led to increased national apprentice numbers," Paul said. In addition to apprentice training Komatsu has also partnered

with Hunter TAFE for frontline management training, employee skill upgrades and resource development. A further demonstration of the strength of the relationship and the benefits of the MOU, Komatsu's NSW Learning and Development Centre is located at the Kurri Kurri campus.

Strong industry partnerships such as that signed with Komatsu Australia allow Hunter TAFE students to access equipment used in the mining and road transport industries, as well as technical information that ensures training delivered is both current and matches industry requirements.



## WA150-5

### Specifications

- Engine, Komatsu SAA4D102E-2, Net, 71kW (96HP)
- Electronically controlled hydrostatic drive with overrun protection and two motor system
- Service brakes, hydraulically actuated, wet disc type
- Operating weight 7,915kg
- Bucket capacity 1.3 - 1.7m<sup>3</sup>



## WA200PZ-6

### Specifications

- Engine, Komatsu SAA4D107E-1, Net, 94kW (126HP), Tier III
- Electronically controlled hydrostatic drive with overrun protection and two motor system
- Service brakes, hydraulically actuated, wet disc type
- Operating weight 11,615kg with quick coupler
- Bucket capacity 2.0 - 2.3m<sup>3</sup>



## WA250PZ-6

### Specifications

- Engine, Komatsu SAA6D107E-1, Net, 103kW (138HP), Tier III
- Electronically controlled hydrostatic drive with overrun protection and two motor system
- Service brakes, hydraulically actuated, wet disc type
- Operating weight 13,125 kg with quick coupler
- Bucket capacity 2.3 - 2.7m<sup>3</sup>



## WA480-6

### Specifications

- Engine, Komatsu SAA6D125E-5, Net, 223kW (299HP), Tier III
- Automatic, full power shift with Electronically Controlled Modulation Valve (ECMV)
- Closed - center Load Sensing System (CLSS) with variable displacement piston pump
- Operating weight 24,720kg
- Bucket capacity 3.8 - 6.1m<sup>3</sup>



# KOMATSU QUARRY

## HM300-2

### Specifications

- Engine, Komatsu SAA6D125E-5, Net, 246kW (329HP), Tier III
- Transmission, electric hydraulic, full automatic, counter-shaft type, 6 forward 2 reverse speed
- Differentials, limited slip type in all axles
- Service brakes, full hydraulic control, oil cooled, multiple disc wet type brake & retarder
- Empty weight 24,040kg
- Payload capacity 27,300kg



## HM400-2

### Specifications

- Engine, Komatsu SAA6D140E-5, Net, 327kW (438HP), Tier III
- Transmission, electric hydraulic, full automatic, counter-shaft type, 6 forward 2 reverse speed
- Differentials, full time all wheel drive with 100% lock
- Service brakes, full hydraulic control, oil cooled, multiple disc wet type brake & retarder
- Empty weight 32,460kg
- Payload capacity 36,500kg



## HD405-7

### Specifications

- Engine, Komatsu SAA6D140E-5, Net, 371kW (498HP), Tier III
- K-ATOMiCS advance transmission (with skip shift function)
- Automatic retarder speed control system
- Komatsu Machine Tracking System, (KOMTRAX)
- Max Payload: Heaped (2:1) 27.3m<sup>3</sup> capacity = 41,000kg



## HD605-7E0

### Specifications

- Engine, Komatsu SAA6D170E-5, Net, 533kW (715HP) Tier III
- K-ATOMiCS advanced transmission (with skip shift function)
- Automatic retarder speed control system
- VHMS & Pay Load Meter with Orbcomm satellite transmitter
- Max Payload: Heaped (2:1) 40m<sup>3</sup> capacity = 63,000kg



## WA500-6

### Specifications

- Engine, Komatsu SAA6D140E-5, Net, 223kW (299HP), Tier III
- Automatic, full power shift with Electronically Controlled Modulation Valve (ECMV)
- Closed - center Load Sensing System (CLSS) with variable displacement piston pump
- Operating weight 33,305kg
- Bucket capacity 5.6 - 6.5m<sup>3</sup>



## WA600-6

### Specifications

- Engine, Komatsu SAA6D170E-5, Net, 393kW (527HP), Tier III
- Automatic, full power shift with Electronically Controlled Modulation Valve (ECMV)
- Steering, Advanced Joystick Steering System (AJSS)
- Operating weight 52,400kg
- Bucket capacity 6.4 - 7.0m<sup>3</sup>



## WA700-3

### Specifications

- Engine, Komatsu SAA6D170E-3, Net, 502kW (672HP)
- Automatic, full power shift with Electronically Controlled Modulation Valve (ECMV)
- Steering, Advanced Joystick Steering System (AJSS)
- Operating weight 72,080 kg
- Bucket capacity 8.7 - 9.4m<sup>3</sup>



## WA800-3EO

### Specifications

- Engine, Komatsu SAA12V140E-3, Net, 603kW (808HP)
- Automatic, full power shift with Electronically Controlled Modulation Valve (ECMV)
- Steering, Advanced Joystick Steering System (AJSS)
- Operating weight 98,300kg
- Bucket capacity 10.0 - 14.0m<sup>3</sup>



# PRODUCT RANGE

## HD785-7

### Specifications

- Engine, Komatsu SAA12V140E-3, Net, 879kW (1,178HP)
- K-ATOMiCS advanced transmission (with skip shift function)
- Automatic retarder speed control system
- VHMS & Pay Load Meter with Orbcomm satellite transmitter
- Max Payload: Heaped (2:1) 60m<sup>3</sup> capacity = 91,000kg



## PC450LC-8SE

### Specification

- Engine, Komatsu SAA6D125E-5, Net, 275kW (345HP), Tier III
- "HydrauMind" CLSS Hydraulic Control System
- Burst valve protection, factory fitted, boom & arm overload alarm
- Quick hitch piping, factory fitted, safety switch & alarm
- Camera factory fitted single rear and Emergency stops factory fitted x 3
- Weight 46,500kg
- Dig Depth 6,902mm
- Bucket Breakout 28,300kgf



## PC600LC-8EOSE

### Specification

- Engine, Komatsu SAA6D140E-5, Net, 320kW (429HP), Tier III
- Control levers, boom, arm bucket and swing with Proportional Pressure Control (PPC) System
- Boom dual mode setting with power maximising system
- Camera factory fitted single rear and Emergency stop factory fitted x 3
- Weight 60,400kg
- Dig Depth 7,060mm
- Bucket Breakout 36,900kgf



## PC850SE-8EO

### Specification

- Engine, Komatsu SAA6D140E-5, Net, 363kW (487HP), Tier III
- Track shoes, 610mm double grouser with sealed and greased track links
- Control levers, boom, arm, bucket and swing with Proportional Pressure Control (PPC) system
- Boom dual mode setting, sockless boom control mode, swing priority setting and power maximising system
- Weight 79,800kg
- Dig Depth 7,130mm
- Bucket Breakout 48,000kgf





The Komatsu Finance team (– from left ) Warwick Matthews, Peter Johnston, James Dwyer, Lance Soles, Mike Grey, Shane Kennedy

# FINANCE GETS A WHOLE LOT EASIER WITH KOMATSU

**Komatsu Corporate Finance has recently changed some of its procedures to make obtaining finance for smaller transactions much easier and to significantly speed up the process.**

James Dwyer, General Manager, Business Development with Komatsu Corporate Finance said the latest changes were intended to build on its traditional customer advantages.

Recent changes include varying its credit policy for smaller equipment – up to about \$200,000 – to make it easier for customers acquiring utility class equipment to access credit, and a commitment to respond as quickly as possible after we have received all relevant documentation from a customer. “The aim is to make transacting

easier for smaller sized deals so that once a customer has chosen a Komatsu product, if they know they can get funding from Komatsu Corporate Finance, they can more readily commit to the purchase,” he said. “The main reasons customers use us is because of our competitive

**The aim is to get an answer to the customer as soon as possible once we have all the financial information we require**

interest rates and the fact that we always strive to be a lot easier to deal with than any other finance provider,” he said. “We believe we are easier to deal with because, as a part of Komatsu, we understand the construction and utility equipment business very well and we

understand our customers,” said James. James said that to increase its speed of response for smaller transactions, Komatsu Corporate Finance has also invested heavily in a new system to ensure applications are processed quickly. “The aim is to get an answer to

the customer as soon as possible once we have all the financial information we require. “Once Komatsu Corporate Finance receives a signed application form – which has been reduced from three forms to a single form – from the customer’s perspective,

obtaining finance can be as easy as simply providing us with their accountant’s details.

“We can then usually get the required financial information from the accountants,” he said. “In addition, our Business Development Managers (BDMs), who are located in most capital cities, have authority to approve deals up to a certain level. James said these changes to the company’s procedures follow a recognition that it needed to treat smaller deals in a more streamlined and less complicated manner.

“The changes will also assist Komatsu Corporate Finance as it is also focusing on increasing its funding of utility-sized machinery, especially in Victoria and NSW.”

## KOMATSU OFFERS SPECIAL DEALS



**Komatsu Australia is offering special deals – including finance packages through Komatsu Corporate Finance – on its mini excavator range.**

Prices start from \$210 a week for its 2.7 tonne PC27MR-3, including an air-conditioned cab, Komatsu quick hitch and three buckets.

For the 4.5 tonne PC45MR-3, it is offering a ROPS canopy, quick hitch and four buckets from \$225 a week.

All finance packages are over five years, with a 20% balloon payment at the end.

"We've designed these mini excavator/finance packages as a quick and easy way for smaller contractors and owner-operators to get into business with Australia's leading range of mini excavators," said Carl Grundy, Komatsu Australia's National Sales Manager for Utility products.

"All machines come with the full backing of the nationwide Komatsu Australia support network, the quality and reliability for which Komatsu products are renowned, and our KOMTRAX remote monitoring and security system as standard," he said.

For more information, customers should call their nearest Komatsu utility specialist, or visit [www.komatsu.com.au](http://www.komatsu.com.au).



# LOWNDES TAKES BACK-TO-BACK VICTORIES AT QLD RACEWAY

**It was a case of déjà vu for TeamVodafone's Craig Lowndes, who is once again celebrating a clean sweep at Queensland Raceway after winning final race of the Coates Hire Ipswich 300, in August 2012.**

Teammate Jamie Whincup recorded his 13th podium finish of the year, taking the chequered flag third to maintain his V8 Supercar Championship Series lead. Finishing final 30-minute practice session with the second fastest time, Lowndes was fourth quickest in qualifying and started the final 65-lap from the second row on the grid. Challenging the front row off the line, Lowndes put instant pressure on Ford driver

Mark Winterbottom for the lead, succeeding on lap 6 and controlling the race from there on. After finishing tenth in practice, Whincup clocked the third fastest time in qualifying, only two one-hundredths of a second off pole position. Lacking the race-pace of his teammate, the defending V8 Supercar Champion held third position throughout the race, consolidating valuable championship points.

Jamie Whincup sits 82 points ahead of Mark Winterbottom in the V8 Supercar Championship standings while Craig Lowndes remains in fourth on 1796 points. TeamVodafone now head back to their Brisbane-based head quarters to prepare for the Sydney Motorsport Park 360 from August 25-26.

This media release is a courtesy of Fluid Public Relations

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## Top Ten V8 Supercar Championship Series Race 17 Results - Coates Hire Ipswich 300

- 1: Craig Lowndes
- 2: Mark Winterbottom
- 3: Jamie Whincup
- 4: Will Davison
- 5: Fabian Coulthard
- 6: Russell Ingall
- 7: Shane Van Gisbergen
- 8: Tim Slade
- 9: Michael Caruso
- 10: Steve Owen



## Top Ten V8 Supercar Championship Points Standings

- 1: Jamie Whincup, 2052 pts.
- 2: Mark Winterbottom, 1970 pts.
- 3: Will Davison, 1876 pts.
- 4: Craig Lowndes, 1796 pts.
- 5: Shane Van Gisbergen, 1472 pts.
- 6: Tim Slade, 1344 pts.
- 7: Garth Tander, 1323 pts.
- 8: Fabian Coulthard, 1261 pts.
- 9: Lee Holdsworth, 1217 pts.
- 10: David Reynolds, 1017 pts.





Above: Jay Marmont is flying high over the Komatsu D155 dozer, which helped move over 6000 tonnes of dirt for his bike track

# KOMATSU DOZER BUILDS SUPERCROSS TRACK

**Komatsu Australia has recently taken up sponsorship of defending Australia Supercross champion and four-time Australian Motocross Champion Jay Marmont.**

And one of its first actions as a sponsor has been to provide some large-scale assistance from sponsor in building a unique training track for Jay in the NSW Southern Highlands south of Sydney.

In early June, Komatsu loaned Jay a 40 tonne, 239(FH) kW Komatsu D155A dozer to craft what he believes will be the best Supercross/Motocross course in Australia – and no one else but Marmont and his brother Ryan will ever get to ride on it. “In just four days using the Komatsu dozer we’ve created this amazing track on a bit of unused land near Picton,” he

said. “The best Australian tracks involve about 3000 tonnes of dirt; for this track, thanks to help from Komatsu and this dozer, we’ve shifted about 6000 tonnes of dirt in just a few days.

“That means we’ve been able to build some great jumps and courses that will really test us,

for couple of years, racing in the American Motorcycle Racing Association (AMA) national series, where he finished fifth in the West Coast championships. Unfortunately injuries there affected his career, so he returned to Australia, winning four Motocross championships

out here, building my track, and trying to get my racing back on track for the rest of this year,” said Jay.

“I’m sure now with the track like this thanks to Komatsu’s help, plus the right amount of time, it won’t take me long at all.”

Jay also knows the earthmoving business well, with his father running a fleet of small excavators and skidsteers.

“He’s been in this business for about 15 years now,” said Jay.

“He started off as a car mechanic, then when me and my brother started racing, he bought a skidsteer to work on our tracks. Then he thought, ‘well this is all right’, so pretty much since then he’s been in the earthmoving business.”

**Jay has been racing motorbikes since he was five, and has been professional since he was 16**

and really give us an edge over the competition,” Jay said.

Now aged 29, Jay has been racing motorbikes since he was five, and has been professional since he was 16.

Born and bred in Wollongong, he won his first Supercross championship in 2004, won again 2005, before going to America

in a row. In addition, he was Australian Supercross Champion last year, a title he is defending this year.

However, he has missed out on the national Motocross series this year due to injuries and complications arising from surgery which put him in hospital for 12 days. “That now brings me

# JACKO STRONG WINS BACK TO BACK GOLD MEDAL

**Jackson "Jacko" Strong has become the first Australian to win back-to-back gold medals in the X-Games Moto Best Trick category.**

Strong created history in 2011, when he landed the first ever front-flip in competition. Twelve months on and he has done it again, this time with his never before seen body varial "The Jack".

He originally had planned to unveil it at the inaugural Crusty Demons Cup, but it was cancelled due to poor weather conditions. He managed to keep the details of the trick a secret until Friday's finals. He landed it in his first attempt, beating out Japanese rider Taka Higashino's Rock Solid backflip to one-handed landing and Australian rider Cameron Sinclair's double backflip. "It was great to finally roll out the new trick," Strong said. "It has been

six months in the making and to be honest, it is quite a scary one to put down. I didn't want to just be known for the front flip so I went out and learned something totally new," Strong said after winning the competition.

Strong originally was calling the trick the "Bulletproof Tiger" but changed the name this week to the "Jack." "I named it the 'Jack' because I think in years to come, when it starts to get thrown out in freestyle runs, people are going to be able to combo off it," Strong said. "I'm just stoked, for real, to get another gold medal."

"There was a lot of work go into perfecting this jump. I did a week's circus school training to learn the various techniques required for the off bike movement and countless hours in the foam pit. "I wasn't going to

do X Games this year without the new variation, but I got the invite and I thought, 'Well, I've got the double flip, some other people might make mistakes ...' and it ended me up on the box again," Sinclair said. "I didn't think that was going to happen, because of the progression of the tricks these days."

Strong endured a tumultuous lead-up to this weekend's X-Games 18. His best mate Luke Stojanovic was seriously injured in a horrific practice crash and a delay in processing his passport at US Consulate in Sydney meant he only arrived in Los Angeles on Wednesday.

Strong appeared completely confident, going into his first run without a jersey and without some of his usual upper-body

armor. The night was full of big tricks and big firsts. Higashino broke out a new variation of the Rock Solid backflip he unveiled Thursday on his way to winning Moto X Freestyle gold. Higashino wasn't immediately available for comment after the event Friday; after winning the silver medal, he broke out a diamond, proposing to his girlfriend on the spot. (She said yes.)

Sinclair landed a clean double backflip on his first run, a trick that has brought him both triumph and tragedy over the past few years. He originally had planned to bring a no-handed variation of the double to the Best Trick contest, but he had been under-rotating it in practice over his foam pit and, with his wife six months pregnant, opted out of trying it in his second run.

Source: [ESPN.com](http://ESPN.com), [news.com.au](http://news.com.au) & [Jackostrong.com](http://Jackostrong.com)



# KOMATSU'S WACOL BONANZA STAFF DAY



Above: Jacko Strong wowed the Komatsu staff and their families with his death defying jumps

In the last issue of Down To Earth Komatsu celebrated the Komatsu Wacol branch opening. Over 150 customers attended the official ceremony on the 12 April and 544 Komatsu staff and their families attended a special open day on Saturday 14 April, to see first hand the new state-of-the-art site which spans over 61,000 square metres of land.



The family day included a host of activities:

- » a charity auction which raised over \$3500 for the Beacon Foundation's program at Forest Lake State High School
- » special guest appearances by the famous Triple Eight drivers Jamie Whincup and Craig Lowndes
- » renowned freestyle motocross rider Jackson "Jacko" Strong who performed his electrifying aerial jumps
- » as well as family rides to keep the whole family entertained



# KOMATSU GOES PINK FOR CHARITY



Far Right: Ron Moodie, Komatsu sales representative, took part at the annual Coffs Harbour Racing Club Charity day to raise money for the Women's Cancer Research

**Komatsu Australia has become a significant sponsor of an annual Coffs Harbour Racing Club charity day which raises funds for women's cancer research as well as support programs in the region.**

The Coffs Harbour Pink Silks Ladies Day, held every year on the NSW Mid North Coast in early January – and coming up again on January 6, 2013 – has raised more than \$220,000 over the past six years, said Tanya Johnson, a member of the racing club's Pink Silks committee.

"The focus of the day is on family, community and everyone's contribution and support for those women undergoing adversities in our area," she said.

"The vast bulk of the money stays locally to purchase capital equipment or fund courses for the women, to help them progress on post treatment/surgery.

"In addition, every second

year we contribute \$10,000 to the National Breast Cancer Foundation, for breast cancer research – an important and essential need in developing better treatments and hopefully one day a cure.

"The day is also to show those fighting the battle that they are supported on a community level, as some women are very much

**2012 event raised \$50,000, and we now have a trust fund for beneficiaries who require urgent help throughout the year**

alone in their journey," said Tanya. "The theme is PINK, and as each year passes, more and more people come dressed in theme. For those not courageous enough to don PINK, we have Pink Silks merchandise: stubby holders, polo shirts, drink bottles and so on."

The day consists of the races, Fashion on the Field, merchandise

sales, raffle and a major auction that raises half the funds on the day itself. The auction consists of 15 items that are mainly experiences that people can't buy.

"Our 2012 event raised \$50,000, and we now have a trust fund for beneficiaries who require urgent help throughout the year," she said.

"We try to benefit as many

women as possible, over as many years as possible, with each fund payment, as we have a responsibility to those who have so generously donated.

"Each year beneficiaries have to submit an application for funds, including what they propose to purchase and the need.

"The Pink Silks committee and board of CHRC assess and decide which group requires the fund the most. "Each year is a new beginning for all, so the funds can be distributed fairly in the areas of need, for that coming year," Tanya said.

Beneficiaries have included the local palliative care unit, oncology/chemotherapy unit, neck/head cancer post therapy, Encore, CanDo trust, Look Good Feel Better, Shearwater Lodge (accommodation for families), Coffs Harbour Women's Health Centre, Coffs Harbour Cancer Council, starting a Post Natal Depression support group, as well as many local breast cancer support groups, such as dragon boats, a lymphoedema support group and a bi-annual Education day.

For the 2012 Pink Silks Ladies Day, Komatsu Australia sponsored a race, and also encouraged a number of its customers in the Coffs Harbour region to

# KOMATSU Kids

B	A	C	K	H	O	E	U	W	L	X
V	R	T	K	O	I	P	U	H	M	C
B	T	U	V	W	T	O	S	E	C	L
N	I	W	U	O	T	N	L	E	R	H
O	C	R	U	S	H	E	R	L	M	W
I	U	C	T	P	Q	T	T	E	V	Y
T	L	P	I	I	N	M	Y	D	O	R
C	A	M	L	G	R	A	D	E	R	E
U	T	O	I	T	W	N	T	X	O	D
R	E	O	T	O	P	K	P	C	O	A
T	D	R	Y	U	T	M	C	A	C	O
S	T	G	R	L	P	O	W	V	A	L
N	R	N	E	O	W	P	Z	A	K	L
O	U	I	Z	O	P	N	N	T	U	E
C	C	N	O	U	P	P	O	O	P	E
S	K	I	D	S	T	E	E	R	C	H
T	C	M	W	I	L	O	T	W	S	W

Answers in the next  
issue of D2E

## Hi Kids

Can you find words of Komatsu machines in our find a word puzzle.

Some of the words could be tricky to find, so put your mind to the test and find all 11 words....

Good luck!



Why not make it more fun and time how long it takes you to find them...

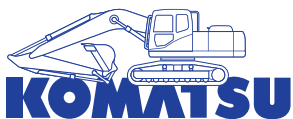
*Find these words*

1. Wheeled Excavator
2. Articulated Truck
3. Skid Steer
4. Grader
5. Crusher
6. Wheel loader
7. Dozer
8. Utility
9. Construction
10. Mining
11. Backhoe





**This is Mario, genuine Komatsu service technician. He's got over 10,000 hours on the clock too**



Mario is more comfortable looking after your Komatsu than he is at this photo shoot. Like all of our technicians, Mario has completed extensive industry and Komatsu training. He'll keep your Komatsu like new for maximum uptime and efficiency, using only genuine Komatsu parts. And he'll perform quality workmanship at an affordable price. So whether you need a general service or a complete machine overhaul, we've got you covered.

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