

D2E

› DOWN TO EARTH

› Winter 2006 › ISSUE 41



THIS ISSUE:

- › NZ'S FIRST DASH 8 EXCAVATOR DELIVERY
- › MAJOR MINING ORDER FROM WAMBO
- › RELEASE OF NEW KOMATSU BACKHOE

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Bill Pike
President
Komatsu Australia Pty Ltd

We are now into the second quarter of our financial year, and although the Australian economy is still reporting strong results, rising inflation and interest rates are predicted to slow this four year industry boom.

Komatsu Australia will need to manage these higher costs by

KOMATSU COMMENTS

implementing initiatives nationally to offset this slowing in the marketplace.

We are implementing a more structured approach in all our business units by being proactive and identifying our customers' needs and addressing them.

In the parts business we are implementing a more structured approach to prospecting, call planning and customer support solutions with the aim to reduce our customers' costs and to improve the way we support them.

The mining business is also focused on delivering a more responsive approach to our customers. And with the current demand for large equipment worldwide, we are working very closely with our factories and Komatsu

distributors globally to ensure we have the product and customer support solutions to meet these demands.

Safety is paramount in all areas of the business, and particularly in the workplace where we all need to be aware of any risks or hazards that may cause harm.

Komatsu Australia will soon be implementing a new safety management system, which will provide you with the tools to reduce incidents in the workplace that may cause harm to people and property. More information regarding this initiative will be published in the next edition of Down to Earth.

In this issue we introduce the new D155AX-6 bulldozer. This new dozer features the unique sigma blade design and auto transmission with lockup

torque converter resulting to fuel saving and increased productivity for our customers.

We have also released the latest Komatsu backhoe loader which has features specific to suit our Australian climate conditions.

This new loader has a larger cab and higher capacity air conditioning unit with the operator first in mind. As with other Komatsu equipment all components are designed and manufactured by Komatsu to work together as an integrated unit.

All our new products and services position us to deliver our promise to our customers - that we are committed to deliver the best product and customer support initiatives in our industry.

We look forward to being of service.

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Front Cover

New Komatsu D155AX-6 dozer features the new Sigma blade design.



The new D475A-5ED excels in quarry operation and operator preference.



From Left: Rob Wearn - Mulgoa Quarries Managing Director, Rueben Newnham - Komatsu's Sydney Representative, Adrian Wearn - Director and Dick Dunbar - Operator.



MULGOA QUARRIES' D475A-5EO GETS RAVE REVIEW FROM OPERATOR

A new Komatsu D475A-5EO dozer recently delivered for a contract quarrying operation in the Sydney metropolitan area has received rave reviews from its operator, and is achieving up to double the production of a D375A-5 at the site.

The new D475A-5EO, owned by Mulgoa Quarries, works in conjunction with a D375A-5 at Austral Bricks' quarry at Eastern Creek in Sydney's western suburbs, ripping a mixture of shale, clay and rock which is being stockpiled and blended for brickmaking operations.

Mulgoa Quarries operator Dick Dunbar, a 30-year veteran of dozers, describes the D475A-5EO as "the best dozer I've ever operated; I can't fault it in any way."

And according to Rob Wearn, the company's managing director, it opted for the larger machine due to its superior ripping performance, and the need to maintain consistent production rates in hard materials over the next three years.

The Austral Bricks quarry operation is a mix of shale, clay and rock, which is all ripped, rather than being blasted, as blasting mixes up the material too much. In contrast, the ripping operation allows the different materials to be separated and stockpiled, for later blending during the manufacturing process.

All the material extracted from the pit is used one way or another in the brick-making process; in the clay-blending process, varying proportions of clay, shale and rock result in different colours of brick.

Mulgoa Quarries has been working at Austral Bricks for the past 10 years, carrying out

all Austral's contract mining work.

At present, the quarry extraction operation is building stockpiles for Austral's brick and tile plants. Other works carried out by Mulgoa Quarries for Austral Bricks include bulk material haulage between manufacturing plants, rehabilitation work and civil engineering works.

Mulgoa is increasingly getting involved in environmental rehabilitation work, rehabilitating old quarry areas, and then carrying out the civil works for industrial development.

Much of the rehabilitation process involves the removal and replacement of unsuitable materials and then placing and compacting "controlled fill" back into old quarry pits, with Level 1 geotechnical supervision to eliminate any potential for ground settlement in the future.

The current pit where Mulgoa's D475A-5EO is working will be used a landfill cell. When the landfill is completed and capped it will become part of a regional greenbelt through the area.

"This cell is going down to 30 m, and we are finding a lot of rock and very hard material in the cell which is why we needed to bring in a larger dozer," said Rob.

"Although we were able to rip most of the material here with our D375A-5, the production rate with that machine wasn't what we required.

"We've had great success with the D375A, but looking at our production needs here, we simply had to up the rate because of the volume of work in front of us," he said.

"We have over three million cubic metres of material to be ripped out of the ground during the next four years.

"That meant we needed the D475 to get the production we needed at this time, but it also means we will later on be able to reduce the number of machines we have on site.

"Once initial production demand eases off here, we can just use the D475A on its own; without it, we would have needed two D375As. The D475A probably has twice to one and a half times the production of a D375A."

According to Rob, the superior ripping performance of the large Komatsu dozers makes them ideal for this application.

His comments on the D475A-5EO's ripping performance and production were backed up by operator Dick Dunbar, who describes the new dozer as "a lovely machine to operate".

"It's very easy to operate, it's got good visibility and plenty of power. I'm very happy with it. It's also a lot quieter than the D375A-5 - I could operate without earplugs if I wanted to," he said.

"It's got good visibility to the blade, while as far as comfort is concerned, it's beautiful.

"I've been 30 years in dozers, in all sorts of old things over the years. This would be the best one I've ever operated. I can't fault it in any way," said Dick.

"This new dozer is a real good machine for dozing and ripping. Previously I was on our D375A-5, and just now I've gone through a bit of rock that the D375 wouldn't have touched, and we got through it no trouble at all.

"And it would easily outstrip another dozer make we had on

site here before this one was delivered.

"The thing with the D475 is that it's always had a slower low gear than other dozers, so you don't get any track spin and lose traction. Other dozers are too quick, so they get a lot of track spinning, which burns fuel and wears out the tracks faster," said Dick.

Mulgoa Quarries has had a long association with Komatsu, and according to Rob Wearn, that factor gives the company a lot of confidence in the machines.

"Reliability is of major importance for us. Because so much of our operation hinges on us ripping material out of the ground, that if a dozer goes down, our entire operation can stop," he said.

The other major factor in Mulgoa Quarries long-term relationship with Komatsu products has been the support and backup service offered.

"Our relationship with Komatsu is an overall package, covering the deals struck, warranty, backup, service and so on - and we now have a very good relationship.

"If we have any issues, the people at Komatsu are willing to sit down at the table and sort them out," Rob said.

"They recognise that our buying needs are based on minimum downtime and maximum productivity - so if there ever are any issues, they have jumped."

In addition to the D475A and D375A at the Austral Bricks site, Mulgoa Quarries also owns four other Komatsu dozers, including three D375As and one D475A, along with two Komatsu wheel loaders and three Komatsu excavators, two PC200-6s and a PC300-7.

CUSTOMER FOCUS DRIVES MINING BUSINESS SUCCESS



Andrew Martin

In the last edition of D2E, we introduced Andrew Martin, Komatsu Australia's new general manager for mining and Queensland/New Caledonia Operations.

Andrew's mining experience will assist him to drive the expansion and development of the Komatsu mining business throughout Australia, New Zealand and New Caledonia.

"A key focus for the Komatsu mining team is to be more responsive to our customers' requirements," said Andrew.

"We understand that time is crucial in today's mining industry, and with the current demand for large equipment worldwide, we need to work very closely with our partners and customers to ensure that future and current demands are met.

"Komatsu Australia has a strong advantage in the marketplace, in that we have direct links to our factories, factory engineers and other Komatsu distributors worldwide.

"This enables us to offer the latest product innovations and customer support solutions," he said.

"And we are unique in the industry as we are the only

DEM able to supply a complete range from dozers, and rear dump trucks to large mining excavators.

"Our approach is a national one with a regional focus - we give the customer the benefit of having a national approach, while maintaining the regional contact and input," said Andrew.

"This national approach to the business gives synergies that other suppliers find difficult to offer, with the ability to tap into information, issues and solutions nationally and globally - because we are *One Komatsu*.

"In line with the new business manager structure, the mining team has accountability to our customers in their daily activities. This of course starts from me all the way down to our customer support personnel," he said.

Komatsu Australia's mining team includes:

- ▶ **Jim Chadwick**, business manager, mining dump trucks and excavators
- ▶ **David Laidlaw**, business manager, mining wheel loaders and graders
- ▶ **Trevor Fraser**, New Zealand and New Caledonia sales manager
- ▶ **Jonathan Borthwick**, east coast sales manager
- ▶ **Brian Firth**, west coast sales manager
- ▶ **Renee Kennedy**, national mining administrator

"Our team is there to support both our internal personnel and our customers alike - this in turn enables us to leverage the vast knowledge within the organisation and implement customer solutions quickly into

our business," said Andrew.

"This will help us understand and focus on where we need to base our people and future branches to better support our customers with future and current demands.

"As Komatsu continues to move forward and grow, the relationships we currently have with our customers will turn into partnerships, so we need to work closely to give all parties the win/win result required in today's environment.

"Every time a customer purchases a product from Komatsu - whether it be ground engaging tools, service, parts or a new or used machine- our customers make a commitment to us - and that means we become committed to our customers because we are driven by their success," he said.



TROUBLE FREE SERVICE AT 27,000 HRS



The PC1100SP-6 Komatsu Excavator has logged 27,000 hours with the original hydraulic pumps, slew boxes and motors, travel motors and final drives.



A North Queensland mining contractor is well into a second life with a PC1100SP-6 excavator recently fitted with a Reman engine now up to 27,000 hours trouble-free service, while a switch to K VX teeth has cut GET costs to a quarter of what they were.

Cardross Pty Ltd, the only contractor at Kagara Zinc and copper mine is about three and a half hours north west of Townsville, has a large fleet of Komatsu equipment in operation at the mine.

Its Komatsu fleet includes five excavators, from a PC300-7, two PC1100-6s, a PC800SE-6 and a PC1250SP-7, with another to be delivered shortly. Other equipment includes a D155A-2, D275A-2 and D375A-3 dozer, two GD655A-3 graders, an HD465-5 dump truck and a WD600-1



wheel dozer.

Cardross has been the only contractor on the site from the first day the access road was built. Two open cut pits at the mine, Surveyor and Balcoomah, have already been mined out, with mining is now taking place at the Balcoomah North pit.

Its PC1100SP-6 has now logged over 27,000 hours after a Komatsu Reman engine was put in at 20,000 hours, along with PPC and PTO. At the time, it had completed 20,000 hours with all of the original components, and was hardly touched except for the regular servicing.

This excavator has now done over 27,000 hours with the original hydraulic pumps, slew boxes and motors, travel motors and final drives.

Cardross's owner, Jim Gennochio paid tribute to the inbuilt life of Komatsu components on his machine.

"The thing I find with Komatsu is when you rebuild a Komatsu engine, you get a very very good second life - unlike some other makes where you'll only get half the life after a rebuild. That's certainly been our

experience with the PC1100SP-6 after we put in the Reman engine," he said.

He also reported impressive results after switching to K VX ground engaging tools.

The rebuilt PC1100SP-6 is fitted with an M68 K VX bucket. K VX GET systems are also on JK Mining's existing PC1250, the other PC1100 and the PC800.

"We've had a very good experience with K VX GET," said Jim.

"Since Komatsu talked us into K VX about three years ago, we have really cut the costs of our GET.

"We would be getting four times lower costs with K VX, compared with conventional GET systems - that's when you take into account the upfront costs, the costs of replacing the lips, the teeth, the reduced downtime from longer tooth life, and everything," he said.

"We are mining one million tonnes a month here, and we would be changing our K VX teeth about every month and a half. In comparison, if we have to use conventional GET, we only get about a week and a half from the teeth."

The mine's Surveyor pit was mined completely using K VX GET.

"We couldn't be happier with Komatsu and the service we get from the company," said Jim.

"About 12 months ago, they put a new manager, Dave Clive, into their Townsville branch, and he really understands our business and our needs.

"He goes out of his way to help us, and we'll always go to Dave first if we have a problem or an issue, or if we need some help.

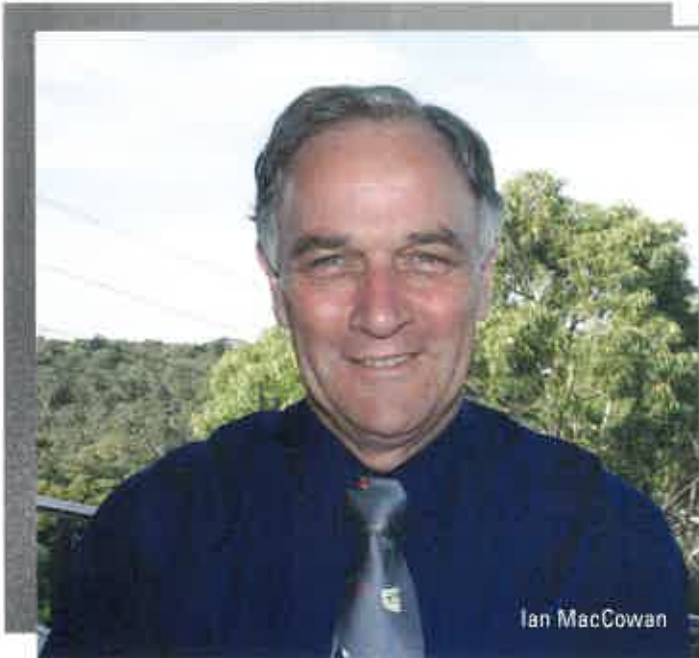
"Even if he can't help us, he will point us in the right direction. He has just been brilliant.

"We go to Komatsu for its backup, reliability and its good quality machines," said Jim.



Kagara copper and Zinc mine.

LOWERING OUR CUSTOMERS' COSTS



Ian MacCowan

Komatsu Australia has announced a major focus on reducing the costs of its customers doing business, through some key developments and initiatives introduced over the past 12 months.

These include significantly increased its commitment to customer support, dedicating more management resources to customer support, and establishing customer support sales teams.

The aim is to reduce customers' costs through more efficient operations, as well as provide higher levels of expertise and advice to end-users.

Demonstrating its commitment to much higher levels of customer support, the company has committed senior, very experienced management expertise to key roles in customer support.

In addition, it has established an Australia/NZ team of customer support sales representatives and now offers a range of aftermarket products and services designed to reduce owning and operating costs.

These services and products include:

- ▶ Komatsu GET
- ▶ Komatsu oils, lubricants and coolants
- ▶ Komatsu consumables
- ▶ Komatsu Condition Monitoring Services
- ▶ Komatsu Reman
- ▶ Komatsu service packages
- ▶ Komatsu used parts
- ▶ Komatsu undercarriage solutions.

One recent appointment has been Ian MacCowan as national customer support manager. Previously Komatsu Australia's South East region general manager, Ian has been with the company for 15 years, primarily in senior management, operations and sales.

According to Ian, expanding the customer support operation is part of the transformation of Komatsu's business - from an operation that simply supports its products, to one that contributes to customers' success, and measures how it achieves this.

"Previously our focus was primarily on selling machinery, this meant that the needs of our customers in terms of support and service were not always being met - we tended to react to problems and issues, rather than actively take steps to minimise them in the first place."

As a result, Komatsu Australia's management recognised it needed to substantially improve its customer service capabilities.

"Now we are looking at ways of working together with our customers, and sharing in their success," he said.

"The key to our future success will be lowering our customers' costs, something we are aiming to do by taking advantage of efficiency gains together.

"And as part of this, we want to earn a greater share of our customers' aftermarket business through cutting their costs of doing business with us.

"This relates to Komatsu Australia's 'Driven by your success' philosophy," said Ian. "If we can cut our customers' costs and increase their profitability, that makes them more successful - and we become more successful together."

A few elements of Komatsu Australia's new customer support program are already in place.

"E-biz is a major element of our customer support offering," Ian said. "Partly, this will be as simple as encouraging more customers to access parts pricing and availability online, and to order parts directly online.

"This is something we've had in place for over two years now; it offers Komatsu Australia and our customers opportunities to significantly lower the costs of doing business together

through use of simple-to-use web-based technology," he said.

Another element is the introduction of new products, such as Komatsu oils, lubricants and coolants, and establishing the Komatsu range of GET - offering the Komatsu-owned Hensley and KVX full range.

"We are also in the process of introducing GET and undercarriage specialists, improving our ability to get expertise in these high-cost consumables out to our customers, and assist them in maximising cost savings, efficiencies and utilisation.

"Again, these steps are part of our strategy to help customers lower their costs, through better selection of GET, and better management of GET and undercarriage life," said Ian.

"In addition, we are establishing a network of customer support sales representatives (CSSRs) throughout Australia and New Zealand. Their role will be to move from a product-support focus to a measurable customer-support focus.

"In responding to customers' technical requirements, the CSSRs will be backed up by our technical support team in Australia."

Another element of the upgraded focus on customer support is positioning the company to offer a 'one-stop-shop'.

"This is something that we've talked about for years, but today through Komatsu Australia, we can offer customers just about everything they need to run and manage a piece of equipment throughout its life."

"Now we truly can cover everything that a customer might need during the life of their machine."

"WITH OUR KOMATSU EXCAVATORS, WE DON'T HAVE ANY DOWNTIME"



Perth-based subdivision drainage specialists TC Drainage relies on its fleet of Komatsu excavators to deliver reliable performance for up to 12,000 hours - and rarely experiences any problems with them.

Latest machines purchased by the company include the first PC270-8 excavator in WA, along with a PC600-7 and a WA250PT-5 toolcarrier.

The company specialises in subdivision work, primarily in the Perth metropolitan area, but has gone as far north as Broome and as far south as Albany.

Its main clients are the major Perth-based subdivision contractors, RJ Vincent, Malavoca, Croker Construction and Works Infrastructure, with other major clients being the WA Water Corporation, Leighton and Thiess.

Now in its 21st year of operations, the company was

founded by Trevor and Carol Taylor, purchasing its first Komatsu loader in 1985.

Since then, 90% of the loaders and excavators it has bought have been Komatsu. For the past four years, every machine TC Drainage has bought has been Komatsu.

Currently it owns 15 Komatsu excavators, ranging from two PC18MR-2s to a PC600LC-7 and 12 Komatsu wheel loaders, from a WA180-3 to a WA380-3.

According to operations manager Adam Taylor, the company runs around 25 Komatsu machines, working for 12 drainage crews, plus a clean up crew that follows the other crews around, doing the final clean up as they finish off a job.

"Of our most recent machines, the PC270-8 is a replacement of an older machine, while the PC600-7 and WA250PT-5 are additional machines as part of our expansion program," said Adam.

"We're doing this following the market demand here in WA," he said. "It's been going very, very strongly for the past couple of years, and is continuing to grow."

"The current state of the market is keeping us very busy, which is allowing us to put together a fleet of machines that's fully up to date."

"That's why we have a lot of Dash 7s in our fleet; the work in WA at the moment is giving us the confidence to keep our machines right up to date - which in turn keeps our maintenance costs down, minimises our downtime and helps with employee retention in a competitive employment market," said Adam.

"And with our Komatsu excavators, we don't have any downtime."

"We hold on to them for about 12,000 hours, and in that time, we don't have any problems, so they mean no headaches for us."

"We'll replace the tracks, but apart from minor bits and pieces, we know we won't have any problems within that 12,000 hours."

This was brought home to the company when about four or five years ago, it bought a competitive machine.

"Before it had got to 6500 hours, it needed a new engine and a new slew ring," said Adam.

"That really brought home to us the value of not buying something cheaper."

And how do they find the support and backup from Komatsu Australia.

"Grant Menhennett at Komatsu is great," founder Trevor Taylor said.

"He'd be the greatest asset the company has. If we have a problem, he sorts it out, then that something becomes nothing very quickly."



The HM300-1 articulated dump truck has independent front axles and hydro-pneumatic suspension to ensure operator comfort.

TENKATE ADDS KOMATSU ARTICS TO FLEET

Tenkate Group, Australia's largest owner of articulated dump trucks, has recently taken delivery of two Komatsu HM300-1 ADTs, with a view to purchasing additional units depending on performance and operator acceptance.

And according to managing director Anthony Tenkate, the trucks' performance and acceptance by his operators so far has been very good.

"The trucks are built strong to last the distance, and reports from our operators indicate they have been very well accepted," he said.

Tenkate Group owns 75 6x6 ADTs, which it hires out on a wet hire-only basis throughout Australia's east coast, providing trucks to quarrying, civil construction, mining, government authorities and other projects.

In addition to its ADT fleet, Tenkate has an extensive array of excavators to 65 tonnes, along with wheel loaders and toolcarriers, dozers and compactors, plus a large fleet of on-highway bulk and heavy haulage trucks.

Anthony's late father Frank was a pioneer of articulated dump truck use in Australia, founding the company in 1976 as a hirer of dump trucks to contractors in and around Queensland's Sunshine Coast. Later this year, the company will celebrate its 30th anniversary.

Today Tenkate Group is Australia's largest owner of ADTs, which it offers exclusively on a wet hire (with operator) basis.

"We will not dry hire our trucks," said Anthony. "Only by offering our trucks with skilled operators can we ensure that our customers get the service they require, and by having our

own operators we are able to maintain the quality and reliability of our trucks."

With the rest of his ADT fleet based around another brand of truck, Anthony opted to give the new Komatsu HM300-1 a try out in his operations, purchasing two of the trucks in October 2005.

"Our business is predominately articulated dump trucks; it's our specialty and what we're best known for," he said. "We need to know what's good and what's not so good in the market - we've tried others and they have failed

"I don't think that's going to be the case with these Komatsu trucks.

"Because we hire our machines throughout Queensland and country NSW, reliability and dealer support are paramount to our success - and Komatsu is one of our suppliers that offers this," said Anthony.

"The Komatsu ADT is a very new product, and we decided we would give a couple of these trucks a run to see how well they operate and if they would be a success in our fleet.

"It will take us a couple of years to make a final decision on that," he said.

"So far the indications have been good. They are as strong as an ox.

"We've had a few minor issues, all of which Komatsu Australia has addressed very quickly with Robert Chaplin, our local Komatsu rep, showing a dedication that I rarely see from other suppliers in ensuring these trucks are a success for all concerned," Anthony said.

"I've also requested reports from our operators, and their

acceptance has been very good."

Since delivery in October last year, the two Komatsu HM300-1s have been out on constant hire.

"One was on local hire in south-eastern Queensland on general earthworks projects for the first few months while we got used to it, before being shipped south to a sand extraction pit in NSW."

At this plant, the truck (along with two others of a competitive brand) are loaded by one of Tenkate's Komatsu PC300LC-7 excavators and hauls a distance of up to 1 km before depositing the load into either a stockpile or directly into a wash plant.

The second machine is currently working on a subdivision project in North Queensland, but before that was carrying out mine rehabilitation work on the new-closed Highway Reward mine near Charters Towers.

These two HM300s join an extensive fleet of 27 Komatsu machines in the Tenkate fleet, including PC138US-2, PC200LC-7, PC270-7, PC300LC-6, PC300LC-7, PC350-6, PC450LC-7, PC650-6, D65EX-15, D155AX-5, WA250PT-5 and WA420-3.

The HM300-1 is powered by Komatsu's turbocharged SAA6D125E-3 engine, with common rail fuel injection giving substantial savings in fuel consumption, and meeting all Tier II emission standards.

This engine is SAE rated at 242 kW, with a gross vehicle weight of 49,875 kg.

The HM300-1's braking system works in conjunction with a hydraulically controlled retarding system with a capacity of up to 449 kW when

fitted with an optional exhaust retarder.

According to Komatsu, a high degree of operator comfort is achieved through a large cab - in common with Komatsu's current range of loaders, excavators and dozers, the largest on the market - fully isolated from the body of the truck using silicon oil and rubber viscous type cab mountings.

Operator comfort is further enhanced through the use of independent front axles - the only ADT on the market to feature this system - said to greatly reduce the operator "roll" common to ADTs in rough conditions.

The HM300-1 also uses the same hydro-pneumatic suspension used on Komatsu's rigid dump trucks.

Also based on Komatsu's rigid truck technology is an electronically controlled K-Atomics transmission, an electronic clutch modulation system that ensures proper clutch pressure when the clutch is engaged.

This system controls both the engine and transmission, by continuously monitoring vehicle and underfoot conditions, for smooth gear shifts without shocks.

A full-time 6WD system ensures traction in the most difficult underfoot conditions, while a wet multiple-disc interaxle clutch locks the three axles in unison for greater traction.

The interaxle lock and diff locks can be engaged or disengaged while the truck is moving.

The diff lock switch can lock up the rear diffs only or all axles for maximum performance in the worst conditions.

TALL ORDER TO FIND COMFORTABLE EXCAVATOR - BUT KOMATSU DELIVERS



The PC220LC-8 excavator offers operator comfort with its substantially larger cab. Inset: Left, Paul Killury - Komatsu Gippsland's sales representative with Hans Kistler - Lingham Excavators proprietor.

When you're 6 foot 3 inches tall and you're operating excavators all day, cab comfort and room becomes a pretty critical issue.

That's why Hans Kistler, owner of Gippsland-based Lingham Excavations, is particularly pleased with his new PC220LC-8, which has a substantially larger and more comfortable cab than anything he's operated before.

Hans, who has been in the earthmoving business for 38 years, started the company in 1987. He still operates the machines as needed, and is currently the operator on the new PC220LC-8.

"The best thing I notice about it is how comfortable and easy to

adjust the seat and controls are," he said. "Because I'm 6 ft 3 in, that makes it a bit hard being in a cab eight to 10 hours a day, so for me comfort is very important.

"I find this machine is really comfortable; I like how you can move the seat and controls back and forth as a single unit, or move the controls separately, so you can set it all up just how you like it.

"The performance has also far exceeded my expectations, particularly in its speed and breakout force," said Hans.

"It's a really good, excellent machine and I find it very fuel efficient."

Hans and his brothers, who

also operate contracting businesses in the Gippsland region, have a total of nine excavators between them.

"We've all tried a number of other brands, including Komatsu, and Komatsu has come out on top in terms of after sales service, backup and price," he said.

"The service and support have been excellent, and the fact that Komatsu Australia has facilities so close and local at Loy Yang means we can get all our servicing done here, instead of having to take machines into Melbourne, or wait for service technicians to come out."

Lingham Excavations carries out excavation works, road

building, demolition work, site preparation and subdivision construction throughout the Gippsland region. This includes a lot of on-site concrete crushing with its own fleet of track-mounted mobile crushers.

Clients include LaTrobe City, VicRoads, Gippsland Water, as well as private customers such as developers, farmers, etc.

Currently the company has five excavators, three of which are Komatsu: a PC220-3 which it bought new in 1986, a PC250-6 bought in 1999 and its latest machine, the PC220LC-8.

Other equipment includes dozers, backhoes, trucks, crushers, semi-tippers and a variety of other earthmoving equipment.

SAFER GET TOOTH CHANGING



Jim Goodwin, Komatsu Australia's Sales and Business Development Manager - GET (Ground Engaging Tools), looks at the latest developments in "hammerless" GET tooth systems.

Changing or rotating the teeth on a loader's or excavator's GET system has traditionally been a tedious, time-consuming and frequently dangerous task.

Typically the pin-on type teeth require the use of a punch or other tool, combined with a heavy duty sledge hammer to bash through the pins in order to free the teeth.

Wear and tear during digging and excavation means that the locking devices/pins are often burred, or they are seized in, making the task even more difficult.

Bashing away at the pins means there is a risk of eye or

skin injury from flying chips of metal, severe hand or finger injuries when holding the punch in place, or injured feet or shins if the hammer should glance off the bucket or tool.

In addition, the tedious and potentially dangerous nature of the task means that operators - who are frequently supposed to inspect teeth, and rotate or change them before they wear to the adaptors - are often reluctant to do the job as often as they should.

Leaving a tooth too long before rotating or replacing it, increases the risk of it wearing through to the adaptor, resulting in reduced tooth and adapter life and the significantly greater expense of cutting off the adaptor unit and replacing it.

However, safer and easier-to-use options have recently come onto the market, eliminating the

need for hammering away at stubborn pins to free them.

One such design is Hensley's XS "hammerless" system, which completely eliminates the need to hammer at pins to free teeth from adaptors.

Instead, a simple reusable locking pin is used, which can be engaged/disengaged using a standard off-the-shelf socket set.

A 90° turn of the cam on the locking pin locks the tooth in place on the adaptor; turning the cam 90° in the opposite direction frees the pin, and allows the tooth to be quickly and easily removed for replacement or turning.

Tips on a standard 2 cu m loader bucket with, say, eight teeth, can be turned in about one minute by the machine operator, with no outside assistance.

The risk of injury to eyes, hands, legs and feet are eliminated, and there's no need to wait for the fitter truck to come by to change or turn tips.

Features of Hensley's XS hammerless system include:

- ▶ Reusable pins
- ▶ Reversible teeth
- ▶ Reduced throwaway mass compared with traditional systems
- ▶ Faster tooth changeover
- ▶ Streamlined tooth and adaptor combinations.

Komatsu Australia's network of customer support sales representatives are available to carry out complete bucket inspections and provide quotes on conversions to a hammerless system.

NZ'S FIRST KOMATSU DASH 8 EXCAVATOR GOES TO FARM CONVERSION CONTRACTOR



The first Komatsu Dash 8 excavator sold in New Zealand - a PC220LC-7 - has been bought by Tim George of Amberley, North Canterbury, a contractor whose main business is converting farmland to pine forestry plantations, or logged plantations back to farmland.

George has opted for the latest-model Komatsu based on the machine's specifications, and the previous good performance he's had from the company's excavators.

"I've always liked Komatsu machines, and in fact we bought the first PC228-3 in New Zealand.

"Going by the specifications, it looks as if this excavator will be more fuel efficient and more powerful - plus I expect it will have good resale value," said George.

"Our PC220LC-7, which we've had for about 14-15 months, now has about 3500 hours on it, and it's been a pretty good machine.

"In addition, Komatsu NZ is also expanding its presence in this part of the country, with a new workshop about to be opened in Christchurch soon, which means we can look forward to even better product support," he said.

Currently George's fleet of equipment includes a Komatsu PC228-3 short-tail and a PC220LC-7 excavator, plus a D85-21 and D65-12 dozer, with the new machine expected to be delivered in mid-July.

Much of his work has been on the Kaikoura Coast, in very steep and rough terrain.

At present, the bulk of his work is converting pine plantation

areas back to farmland, primarily for dairy use, due to the depressed state of the forestry sector.

"Until two years ago, 80% of my work was conversions from farm to forestry, and 20% forestry to farm; now it's the other way around," he said.

"That's due to the state of the logging industry, which has dropped off recently, and we're now seeing conversions back to dairy farming - which is a lot more profitable at the moment.

"In the current market, there's probably about three years of this sort of work."

When converting farmland to forestry, George's work involves clearing scrub, smoothing the ground ready for planting, then pre-ripping the ground for seedlings.

In the process of converting logged pine plantations back to farmland, the work involves pushing the skidsites (where the logs were collected) back down, levelling the sites, ripping out the stumps, pushing them into heaps so they can be burnt and final preparation of the land for grass sowing.

"All our excavators are fitted with long track frames, which gives us extra stability on the steep hillsides in which we often work," said George. "It also makes them more comfortable for the operators, because the machines don't rock around quite so much.

The excavators have hydraulic quick hitches with additional piping for any hydraulic attachments required, although most of the time they are running with root rakes or ripper tynes for pulling out stumps.

EXCAVATOR DRILL GOES TO NSW QUARRY



The PC300LC-7 excavator/drill combo has been recently delivered to Railcorp's Bombo Quarry.

A Komatsu PC300LC-7 excavator fitted with an IR Montabert CPA524 drill has recently been delivered to Railcorp's Bombo Quarry, near Kiama south of Wollongong.

According to Angus Fotheringham, Komatsu Australia's business manager, general construction, the Komatsu excavator was specified to power the Montabert drill attachment due to its superior hydraulic flow and pressure characteristics.

Non-standard fitments on the excavator, in addition to the drill attachment, include an

onboard compressor, specialised hydraulic lines and handrails.

The quarry opted for the excavator/drill combination because it's in the process of expansion and there is a lot of development work required, said Angus.

The drill unit can be removed within a couple of hours, allowing the base unit to be used as a conventional excavator for benching and excavation work.

It also gives better coverage, with the slewing ability of the excavator allowing it to drill a

number of holes without having to be moved.

The unit was adapted and fitted by Montabert drill rigs dealer Monty Products Australia (MPA) in its Perth facilities, before being transported to Sydney.

The IR Montabert CPA524 drill is capable of drilling holes up to 6.7 m in a single pass, or 31 m with the carousel, and can sink up to 20 holes from the one location (depending on pattern size), giving it an edge in productivity.

It is supported by a 350 cfm/150 psi compressor and an 800 litre

water tank, both of which are mounted on the excavator.

According to Monty Products general manager Greg Sharpless, excavator drills are very safe to use because operators can sit in the excavator cab up to 10 m away from the drill area, and watch the drilling take place.

MPA is the exclusive distributor of IR Montabert CPA drill rigs in Australasia and the exclusive distributor of IR Montabert hydraulic hammers in Western Australia and the Northern Territory.

"SAFETY CABS" ON DASH 8 EXCAVATORS



According to Angus Fotheringham, Komatsu Australia's business manager, general construction, the excavator safety cabs use new materials, including special high-strength steels, and weigh up to 50% more than conventional excavator cabs.

While the excavator safety cab is currently on the "volume end" of Komatsu's new Dash 8 range, ultimately Angus believes it will go up to at least 60 tonne excavators.

"Anything above 60 tonnes is likely to present some big engineering and design challenges for the excavator manufacturing sector," he said.

"We are hoping to have the new ISO standard in place by the end of the year, which then means that excavators will be able to have certified ROPS/FOPS cabs.

"And within a very short time, we are likely to see these certified cabs become standard on volume excavators, at least within the 20-30 tonne range," said Angus.

Komatsu's just-release Dash 8 excavators feature a new "safety cab" design which will set new standards in safety for excavator operators.

These new cabs are designed to the same criteria as ROPS/FOPS cabs on other types of earthmoving equipment - but

are not yet certified to an international ISO standard. However, this certification is expected within the next 12 months.

Komatsu and other major excavator manufacturers have been working together and with ISO to get the new standard

certified.

Fitted to Komatsu's new PC200-8, PC220-8 and PC270-8, the new safety cab design has gone through the same stringent destructive testing regime as ROPS/FOPS cabs on other equipment types.

BUY 1 HENSLEY XS ADAPTOR - GET 1 FREE

Komatsu Australia is offering a "Buy One Get One Free" promotion for wheel loader and excavator owners who convert their GET to the Hensley "hammerless" XS GET system.

Komatsu Hensley's XS system eliminates the need for using a heavy duty hammer and punch to knock out pins holding teeth to adaptors - instead using a locking pin system that allows teeth to be removed and replaced using a conventional ratchet and socket.

In addition to being much quicker and easier to replace or turn teeth, it greatly reduces the chances of injury during the tooth replacement process.

During the promotional period, any excavator or loader owner who replaces their tooth system with the Komatsu Hensley XS system will receive a free adaptor for everyone they purchase.

This promotion is available on all makes of excavators and loaders, covering 7 tonne to 85 tonne excavators, and wheel loaders from 0.7 cu m bucket capacity to 9.5 cu m buckets.

For example, on a bucket requiring eight adaptors, the owner would only have to pay for four, and would receive the other four free of charge - a saving of up to \$1000 on larger buckets.



These savings also apply across a fleet of multiple machines and multiple buckets.

Komatsu Australia's network of Customer Support Sales

Representatives is available to carry out bucket inspections, and provide quotes on conversion to the Komatsu Hensley XS system.

MAJOR KOMATSU TRUCK/EXCAVATOR ORDER FROM WAMBO COAL

Komatsu Australia is in the process of delivering a large fleet of dump trucks as well as a third mining excavator to Wambo Coal, based northwest of Singleton in the Upper Hunter Valley of NSW.

Delivery of the order, for eleven 290-tonne capacity 930E-3 dump trucks and a PC5500 excavator began in early 2006, and is due to be completed by

the end of August.

The 930E-3s, a new generation version of these trucks, are the first 930Es into the Hunter Valley; the PC5500 was commissioned in April.

The excavator is in addition to an existing two PC5500s at the mine, while the eleven 930E-3s replace a fleet of eight 830Es.

For Wambo and its contract mining operator, Roche Mining, the new fleet of 930E-3 trucks are an excellent match for the PC5500's providing for a neat six-pass loading, said Rob Hayes, Wambo Coal's open cut manager.

According to Rob, performance of the original PC5500s, which were delivered during 2002, has been excellent from both a

reliability and productivity perspective.

This latest order from Wambo Coal is a key step in the expansion of the mine's operations which, along with the introduction of a new underground mine, sees run of mine production increasing from 4 million tonnes per annum to around 9 million tonnes per annum.



INNOVATIVE BLADE SYSTEM ON NEW KOMATSU DOZER



Komatsu
Australia has just released the D155AX-6 dozer, featuring its innovative new patented Sigma blade design, a new more comfortable cab, automatic transmission with lockup torque converter and a Tier III-compliant Komatsu engine.

Powered by a Komatsu SAA6D140E-5 turbocharged after-cooled diesel engine rated at 264 kW, the new dozer has an operating weight of 39.5 tonnes and its Sigma blade has a capacity of 9.4 cu m.

The Sigma blade reduces digging resistance and provides smoother material roll up to increase blade load, increasing production by around 15% compared with a conventional

blade.
For more details on the blade, see the breakout item on this page.

A power management system for the engine offers the option of economy or power modes, for significantly reduced fuel consumption.

According to Komatsu, the combination of the Sigma dozer blade and the auto transmission with lockup torque converter result in fuel savings of up to 25% for the D155AX-6 compared with the previous model. Overall productivity is increased 15% compared with its predecessor.

Other features of the D155AX-6 include:

- ▶ Seven-roller undercarriage, giving increased track length

and keeping more track in contact with the ground for improved traction, stability and grading ability

- ▶ Use of Komatsu's K-Bogie system (first introduced on its large mining dozers) for better traction, component durability, and improved ride and operator comfort
- ▶ Newly designed two-cylinder ripper
- ▶ Automatic transmission with lockup torque converter for increased speed and power to improve fuel consumption and productivity
- ▶ Komatsu's PCCS (palm command control system), first introduced on its Dash 3 dozers, providing electronic control of key dozing and ripping functions, and allowing easier and more

comfortable operation

- ▶ New quieter, integrated ROPS cab, with a new damping system for a more comfortable ride, and improved visibility through elimination of the need for a ROPS post on each side
- ▶ Komatsu's hydrostatic steering system (HSS), giving smooth, quick and powerful control in a range of ground conditions.

Brief specs of the new D155AX-6 are: Operating weight, 39.5 tonnes, powered by Komatsu SAA6D140E-5 turbocharged after-cooled diesel engine rated at 264 kW; blade capacity, 9.4 cu m; drawbar pull, first gear, 1 km/h, 50,000 kg; transmission, three-speed automatic Torqflow transmission with lock up clutch.

LATEST KOMATSU BACKHOE IDEAL FOR AUSTRALIAN CONDITIONS



Komatsu Australia has released the WB97R-5 backhoe/loader, featuring a significantly larger cab than its predecessor, and with air conditioning and cooling capabilities ideal to suit Australian conditions.

Replacing the WB97R-2, the new WB97R-5 has an 18% bigger cab and a higher capacity air conditioning and cooling system to meet the challenges of the local climate.

Other features include:

- ▶ Four-speed automatic powershift transmission
- ▶ Load stabilisation system as standard
- ▶ Hydraulic sideshift
- ▶ Curved excavator-style boom
- ▶ Large single-frame rear window for improved visibility
- ▶ Tilting bonnet for easy access to the engine and other components.
- ▶ 74 kW (99 hp) Tier II-compliant Komatsu engine
- ▶ Komatsu HydrauMind

closed-centre PPC hydraulic system (the same as used on Komatsu's excavator range)

- ▶ Extendible dipper as standard.

And as with other equipment in the Komatsu range, all components are designed and manufactured by Komatsu to work together as an integrated whole.

According to Tim Lowy, Komatsu Australia's national sales and marketing manager, utility, the company worked closely with the factory to ensure the new backhoe meets the demands of Australian operators.

"We took particular care to ensure that this new machine has the air conditioning and cooling capacity to cope with what can be very hot operating conditions in this country.

"Combined with a cab that's 18% larger than on its predecessor, the large single-frame rear window offering high-visibility to the excavator arm and our PPC-controlled

work equipment, this is a backhoe that leads its class in operator comfort and ease of operation," he said.

"All controls are joystick-operated for low-effort operation, are within easy reach of the operator, and the seat/control positions can be easily adjusted to suit any operator's individual preferences.

"In addition, in load-and-carry operations, a load stabilisation system as standard further improves comfort and ride, while minimising load spillage."

On the backhoe unit, new features include the S-shaped excavator-style boom and hydraulic sideshift.

"Our new excavator-style boom gives enhanced loading ability and the ability to reach over obstacles," said Tim.

"At the same time, Komatsu has retained the visibility advantage of the Dash 2 backhoe series, which offers class-leading visibility to the backhoe, loader bucket and work areas."

According to Tim, the hydraulic

sideshift feature gives unmatched power in sideshift operations, including the ability for the operator to use sideshift to assist in a range of excavation and operating applications.

A full powershift transmission is controlled by a simple twist-grip lever, with standard automatic gear shifting. A kickdown function is also standard.

An electro-hydraulic differential lock, combined with Komatsu heavy duty axles provides increased traction and efficiency in poor underfoot conditions.

Brief specs of the new WB97R-5 are: Operating weight, 7.56 tonnes; powered by turbocharged Komatsu S4D104E-3 diesel rated at 74 kW; maximum digging depth, 5.29 m (6.47 m with arm extended); SAE dig depth, 4.84 m (6.08 m); maximum dump height, 4.39 (5.15); bucket breakout, 6100 kgf; arm breakout, 4000 kgf; 4:1 loader bucket capacity, 1 cu m; loader bucket breakout, 6500 kgf.

LONGTIME CUSTOMER RELIES ON QUALITY



PC300-7 Excavator at Kogan Creek Power Station project near Chinchilla in south west Queensland

Moody Civil & Pipe, a large Australian pipeline contractor, recently purchased a Komatsu PC450-7 excavator to assist in its work on the Kogan Creek power station project, which covers the design and construction of a 33 km water pipeline and installation of all underground services to the power station.

This is the latest in a long line of Komatsu equipment, covered by service agreements with Komatsu Australia.

Kogan Creek Project:

The Kogan Creek Power Project is a 750 megawatt coal fired power station with an adjacent coal mine, being built near Chinchilla in south west Queensland.

This \$1.2 billion project is the most recent large-scale generation project to be

developed in Queensland under the state government's Clean Energy Policy.

Kogan Creek Power Station will be the largest single generating unit in Australia, operating as a base load station, generating electricity, 24 hours a day, and 7 days a week (for more information, see www.csenergy.com.au).

According to Trevor Moody, managing director of Moody Civil & Pipe, the PC450-7 was purchased to ensure the Kogan Creek Power Project would be completed on time and within budget.

"We started the Kogan Project in May 2005 and we intend on completing it this September," said Trevor.

Background:

Cheryl and Trevor Moody

started their business in Victoria in 1974 with just a skidsteer loader - and today have built up an extensive fleet of 42 pieces of construction plant and equipment.

In the past 30 years, Moody Civil & Pipe has successfully completed over 200 projects across the building, civil and infrastructure industries - specialising in sewerage, stormwater, water and gas reticulation, and underground services in and around power stations and mines.

The company has offices in Queensland and Victoria, and services projects Australia wide.

"We purchased our first Komatsu PC220-5 back in 1987 and many more Komatsu machines since then," said Trevor.

"Komatsu has quality machines which are also competitively priced.

"However, more important to us are our service agreements with Komatsu Australia," he said.

"We have all our servicing done by one national company, in order to make sure our machines are maintained consistently and economically, guaranteeing long-term reliability.

"I'd also have to add that our relationship with our customer support rep Darren Fraser has been great."

"Darren has been has always accommodated all our requirements. He ensures we're looked after every time we call," Trevor said.

A LOOK BACK AT OLDER EQUIPMENT

With this edition of DZE, we present some of the original Komatsu equipment (and advertising) when the range was first introduced in Australia over the past 30 years.

Trevor Jackson, Komatsu Australia's Brisbane-based warranty administration supervisor, who has celebrated 30 years with Komatsu Australia and its predecessor companies, has collected a wealth of memorabilia in the form of historic sales, specification and marketing material dating back to the late

1960s and early 1970s era, produced both locally and by the factories.

His collection includes Komatsu and Haulpak advertising material dating back to the days of Wabco Distribution (Australia) Pty Ltd - the first national distributor of Komatsu in this country.

Trevor also has a near-complete collection of illustrated Wabco Australia and Wabco Peoria Haulpak brochures dating right back to the first model in 1957, many donated to him from factory

archives.

His collection also includes historic literature from Komatsu Ltd, Wabco Haulpak (now KAC), and Demag (now KMG), covering the eras of all previous distributors in Australia - all in mint condition.

Trevor served his apprenticeship with Wabco Distribution, which at the time was the Australian distribution arm of the Wabco Australia factory, distributing locally manufactured and assembled Wabco scrapers and Haulpak trucks, and Komatsu crawler

dozers, crawler loaders and wheel loaders.

This was before ANI Komatsu took over distribution of the full Komatsu Ltd product range; prior to this, ANI Komatsu covered only Komatsu dump trucks and scrapers.

In this edition we've included a selection of some of the Komatsu product advertisements run in various industry publications when the Komatsu line was first introduced in Australia.



HUSBAND-AND-WIFE TEAM LOVE THEIR TWO KOMATSU LOADERS

Cran & Kerry Riches with their WA430-6 & WA380-5 wheel loaders, which they both operate



Husband-and-wife team Cran and Kerry Riches, of Warrayappa Sands in South Australia find their two Komatsu wheel loaders - which both of them operate - quiet, comfortable and easy to drive for their sand-extraction business.

Warrayappa Sands owns a WA380-5 loader, which it bought about two years ago, and a WA430-6 loader,

delivered just before Easter.

The two loaders are used for digging out sand and rocks from the local creek, which runs through their property 80 km south of Whyalla, and feeding the sand to the screening plants.

"Because we are a family business, Kerry and I operate both the machines - which also saves us having to employ anyone," said Cran.

"In addition, I've taught my two younger daughters, who are 17 and 20, to operate them - and they love to drive them during the holidays when they're at home.

"They are very easy machines to operate, nice and quiet and comfortable. The girls will sit in them with the radio on and happily drive them between the stockpile areas and the screening plant."

Cran and Kerry started up the sand extraction business about 10 years ago, and Cran

originally described himself as a "full-time farmer and a part-time miner, but lately we've had so much work, I'm a full-time miner and a part-time farmer!"

Sand from the river is carried by the loaders to the screening plant, within 150 m of the extraction area, and supplied to contractors, landscapers and other clients in the region for various applications including concreting and bedding sand.

Warrayappa Sands also supplies rocks for gardening and landscaping works. Because the rocks come out of the river, they are shaped and rounded - not sharp - and so are very popular in landscaping.

"We've been told the sand and gravel resource in the river is virtually unlimited. There's years of it left, and it'll certainly see us out," said Cran.

"We've gradually built up the business over the past 10 years; initially we started it with a couple of second-hand

loaders, but two years ago, we bought our first new machine, a Komatsu WA380-5 loader.

"We've now moved to a WA430-6. It was a toss up between the WA380 and the WA430, but we needed to haul stand a bit further to the screening plant, so we went for the larger machine.

In the past 12 months or so, Cran and Kerry have become very busy. As part of the construction of a wind farm at nearby Mount Miller, Warrayappa Sands supplied all the sand for the concrete bases for 35 towers, plus the bedding sand for over 20 km of trenching.

"That was about 11,000 tonnes for the trenches, and about 12,000 tonnes for the tower bases," said Cran.

And why did they go for Komatsu?

"With the first new loader we bought, we had a look around and spoke to three suppliers.

Komatsu offered us a competitive price, it laid the price on the line with no mucking about and came up with the goodies.

"In addition, ride control and auto greasing come as standard, whereas with the others these two are optional extras. I wouldn't buy a loader without either, as I reckon they are magic.

"Komatsu also had a machine available when other suppliers didn't have anything in stock," he said.

"Another important issue for us was that Komatsu has a service

branch at Whyalla, which is not that far away. We're five hours' drive from Adelaide, so if anything went wrong, a machine could be out of action for a while.

"Having said that, we've been very pleased with the performance and reliability of the WA380-5. We had a few minor teething problems, but they were all resolved quickly."

The performance and support was behind the Riches' decision to buy a second Komatsu loader.

"When it came time to buy another loader, well we thought once you have a good machine

and you get good service, it's very hard not to go back to the same supplier," said Cran. "In addition, the two machines have common filters, common fuel lines and fittings, etc.

"The amazing thing about the WA380-5 and the new WA430-6 is that although they both have the same engine, Komatsu has played around with it, and it's a lot more powerful.

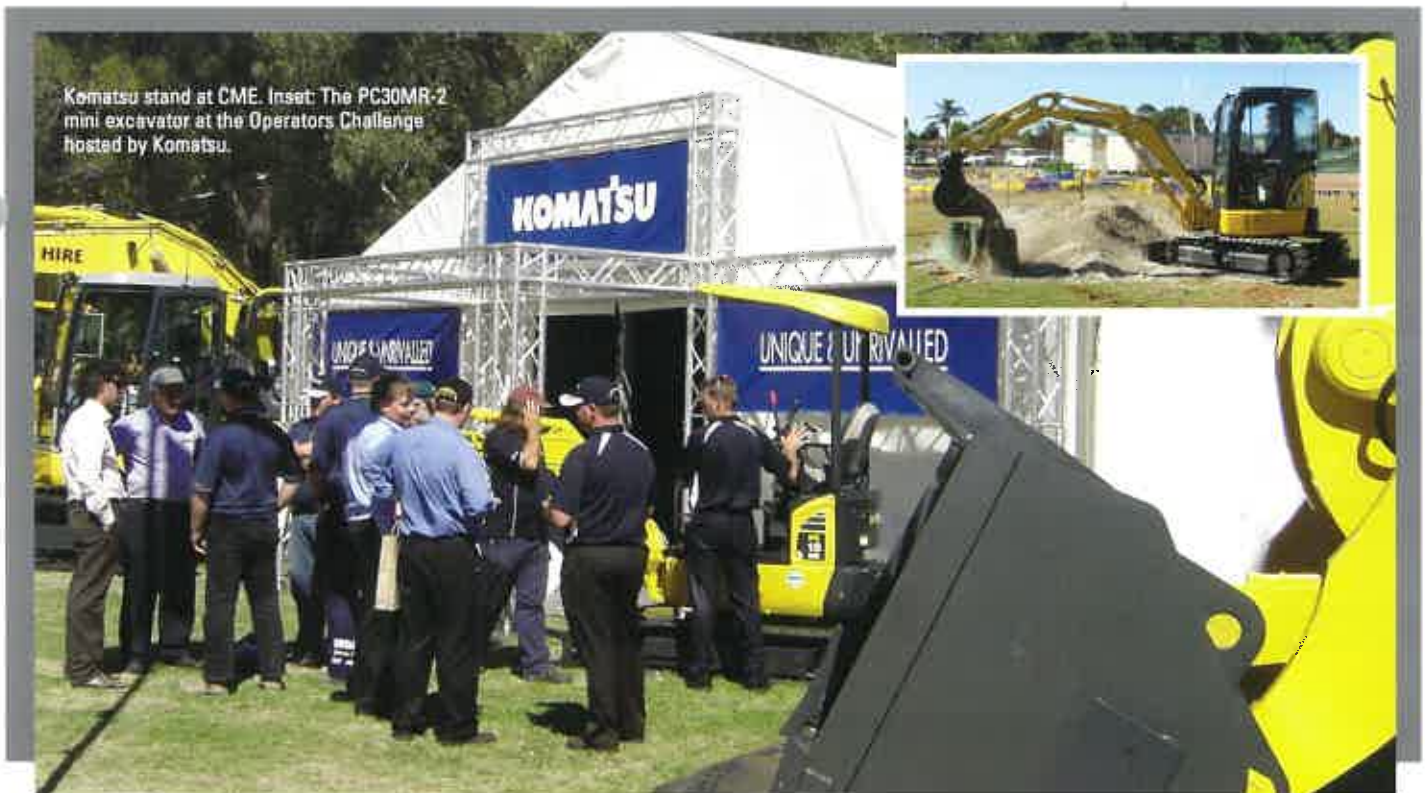
"We got the new machine in mid-April, just before Easter, and we've been very, very happy with it.

"It has a really good power-to-weight ratio, which is something

we need because we're shifting loose damp sand a lot of the time. In fact it's so powerful, that after operating the 430, Kerry jumped back in the 380 and then wanted to know if there was anything wrong with it, because the new machine has so much more power," he said.

"If we needed another loader, I think we'd go for the WA430 again; it's got plenty of power, it's nice and quiet, it's easy to operate and the fuel consumption isn't that much more than the WA380."

HIGHLY SUCCESSFUL CME SHOW IN PERTH



Komatsu stand at CME. Inset: The PC30MR-2 mini excavator at the Operators Challenge hosted by Komatsu.

Komatsu Australia had a highly successful Construction and Mining Exhibition in Perth in early April, using the event to launch the new WA380-5 wheel loader and the new Dash 8 excavator series in the Western Australian market.

According to WA sales manager, construction & utility, Glenn Swift, the exhibition drew the right mix of visitors and was

well supported by the industry as a whole.

"We had excellent levels of inquiry, and have made some sales as a result of our presence at CME 2006," he said.

Komatsu also hosted the inaugural Komatsu Operator's Challenge as part of CME 2006.

Entrants were required to complete a number of tasks to

test their operating skills, reflexes and dexterity at the controls of Komatsu machines.

"The Komatsu Operator's Challenge provided experienced operators with an opportunity to actually operate our equipment at the Show under a safe and controlled environment," he said.

Entrants were tested in a PC30MR-2 compact mini

excavator and a WA250PT-5 toolcarrier loader, and competed against the clock, with daily prizes awarded to the fastest operators.

The expo was said to be the biggest outdoor display of construction and mining equipment ever held in Perth, with displays from virtually all major equipment distributors and dealers operating in WA.

ECONOMICAL PC850-8 DOUBLES PRODUCTION IN BULK EARTHWORKS



Queensland's first Komatsu PC850-8 excavator is achieving twice the production of a 45 tonne excavator in a large bulk excavation project, while using

only about 40% more fuel.

The excavator was delivered to Tweed Heads-based South East Excavations in early June for a bulk earthworks project at the

Pacific Pines subdivision, near Helensvale on the Gold Coast, carrying out earthworks and general civil works.

The project includes around 930,000 cubic metres of cut and fill, which SE Excavations has to do within about nine months, according to director Steve Turner.

"That's why we decided to opt for such a big machine on this project, because we needed increased productivity to do the job," said Steve.

"We are loading 40 tonne capacity 6WD articulated dump trucks, and it loads them in around four to five buckets per truck

"Previously, we were using 45 tonne excavators and finding they took around eight bucket loads to fill the trucks.

"When you consider that the 45 tonners are using around 450 litres a day, and the PC850-8 is using around 650 litres a day for a 10-hour day, we are very pleased with the fuel economy," he said.

"The Komatsu is twice the size and giving us twice the production, and is using only about 200 litres of fuel per 10-hour day more than our 45 tonne excavators are using

"The operator loves it, he tells me it's very comfortable, stability is great and it doesn't rock around at all. It also handles the big bucket very well. We're getting bucket capacities of around 5.0 cu m heaped."

Steve said that the company opted for a Komatsu in the 85 tonne class because the brand held its value so well.

SEVEN GRADUATE FROM TAS BEACON SKILLS PROJECT

Seven young people in Tasmania's Derwent Valley have developed employment skills, along with valuable life skills, as a result of a Beacon Foundation project, supported by Komatsu Australia.

The project, known as the Derwent Valley Council Stone Wall project, involved teaching unemployed young people a new building technique, known as stone-faced concrete wall construction, with the aim of giving them marketable skills, and also developing a sustainable business.

The idea was developed by Beacon chairman Bill Lawson, who observed a stone-faced concrete cottage being built at Elisabeth Town near Deloraine in Tasmania, and realised its potential as an on-going

business for young people.

The technique involves tying selected stones to a wire faced shutter then setting the formwork panels behind, and binding them with a full-strength concrete mix. The formwork is then removed, and the excess concrete removed from in between the stone, resulting in a very attractive surface similar to traditional stone walls.

It is suitable for all types of wall construction, from simple barbecues and picnic or park facilities, to retaining walls, houses and cottages.

The pilot study began in Tasmania in late 2005, involving nine young people - three off the dole and six from New Norfolk High School, which is a Beacon No Dole high school

northwest of Hobart.

According to Scott Harris, executive director of Beacon, as a result of the project, seven of the nine gained Certificate 2 qualifications in building and construction, and one went back to school.

"Another gained an apprenticeship locally, as a result of the learning and influence attached to the DVC project," said Scott.

"In addition, three gained accreditation as plant operators with the assistance of Downer Group's Infratrains group.

"In our view, all of them benefited," he said.

"Being part of the experience of a Beacon 'Real Futures' skills project and the associated role modelling has helped these

young people find jobs and work, and gain valuable life experience in the process.

"As a result of what we've learnt in the Derwent Valley project, we are now working with an indigenous community organisation in Western Australia's north west region, to develop a similar program," said Scott.

"We are getting strong support from mining companies in the region, along with input from Bill Lawson, in his SKM and Beacon chairman roles, and we've had the promise of another machine from Komatsu Australia."

We will provide more details of this new Beacon project in the next edition of D2E.



RAPID CRUSHING LOOKS TO INCREASED PRODUCTIVITY WITH WA600-6



Left: Rapid Crushing's director Neil Irvine with Grant Menhennet Komatsu's business development manager, Perth.
Inset: WA600-6 wheel loader can achieve better productivity & economies of scale than using two WA500-3s.

WA crushing specialists Rapid Crushing & Screening Contractors is using the very first WA600-6 wheel loader ordered for the Australian market in a trial application replacing two WA500-3s.

Ordered by managing director Neil Irvine during a visit to Japan in April 2005, it is being used at the Nickel West Kambalda mine, on a trial to increase productivity and raise the height of stockpiles.

According to Neil Constantine, Rapid Crushing's business development manager, it is being used in place of a WA500, to establish if the WA600-6 working alone can achieve better productivity and economies of scale than using two WA500-3 loaders.

"Since it went into this application in April this year, it's

been performing well," he said. "We are getting up to the productivity that we require with the larger machine, but it is still on trial with the client, and we'll know the outcome of that in due course."

Rapid Crushing, which began operations in 1994, carries out mid to long-term crushing contracts for miners, contractors and government authorities throughout WA - and is looking to opportunities outside the state.

It also makes use of the expertise of its associated manufacturing company, Irvine Engineering (WA), which has been designing and constructing crushing and screening plants since 1978.

Rapid Crushing's first project was in 1994, crushing all the

stone for the dam wall armouring at the North Dandenup Dam south of Perth. Since then, it grown to employing 70 people, with both fixed and mobile crushing and screening plants throughout WA.

It has a select customer base throughout the state, with contracts ranging from six to 12 months, up to four to five year long-term crushing contracts.

In more recent years, the company has standardised on Komatsu equipment for its handling needs.

"We find the reliability and the good support offered by Komatsu is critical to the success of our crushing operations," said Neil.

"Over the years, we've had a good relationship with Komatsu

here in WA, with the product support, sales and service reps.

"We have consistently had same rep, Grant Menhennet, for many years, and he is our first point of contact for any issues or problems.

"If we've had situations where perhaps we had a failure on a component a bit earlier than normal, we have been able to work through him and come to an amicable arrangement.

"We have always had a good and satisfactory outcome with any claims or issues we may have had on our Komatsu equipment.

"In addition, our people on site have a good ongoing relationship with the local Komatsu service and parts teams throughout the state," Neil said.

TWO KOMATSU SHORT-TAILS PLAY KEY ROLE IN CMJ CONSTRUCTION



Auckland-based plant hirer Warren Fowler Earthmovers has recently taken delivery of two Komatsu PC50MR-2 short-tail excavators for use in confined-space work in motorway construction - and is looking to buy two more slightly larger Komatsu diggers.

The two machines are currently being used in the construction of Stage 2 of the Central Motorway Junction (CMJ), at the heart of Auckland's motorway network.

This broadly configured junction is a 'T' interchange between the city's Northern/Southern Motorways and the Northwestern Motorway, and is the busiest section of road in New Zealand, with about 200,000 vehicles passing through each day.

Even during off-peak times traffic volumes only drop to about 80% of peak levels.

Company principal Sean Fowler said performance of the two machines had been very good. The first unit was purchased in

February, and the second one in late May.

"There's absolutely nothing wrong with these excavators," he said. "The operators like them, and we're now looking at buying a couple of bigger ones, the next size up.

"We opted for Komatsu because it's good gear, we're getting a good run from our Komatsu crushers, Komatsu NZ's been looking after us, and they had the machines in stock when we needed them," said Fowler.

On the CMJ project, they are carrying out excavation works, including drainage, and also for site clean up tasks.

In addition to its plant hire activities, Warren Fowler Earthmovers also runs a quarry operation, for which it uses a Komatsu BR380JG-1 crusher purchased in late 2005.

Sean Fowler's father Warren founded the company nearly 45 years ago, as a general earthmoving and civil contractor.

Sean took over Warren Fowler Earthmovers Ltd on the death of his father in 1996.

Today the company specialises in plant hire work around the Auckland region, plus the supply of quarry materials from the Clevedon operation.

Key features of Komatsu's MR-2 range include:

- ▶ A two-post ROPS canopy, providing greatly improved visibility and walk-through access from either side
- ▶ Exceptionally large cab space, equivalent to that of much larger excavators.
- ▶ Tilting operator station (cab and canopy versions), along with fully opening engine hood and side covers for unprecedented access to components
- ▶ Lower centre of gravity, making them more stable and safer to operate
- ▶ Cast X-frame design for increased strength and reduced mud and debris

build-up on the underside of these machines.

The PC50MR-2 also features additional counterweight on the Australasian builds, for more stability, greater digging power and increased lifting ability and large-capacity air conditioning as standard on the cab versions.

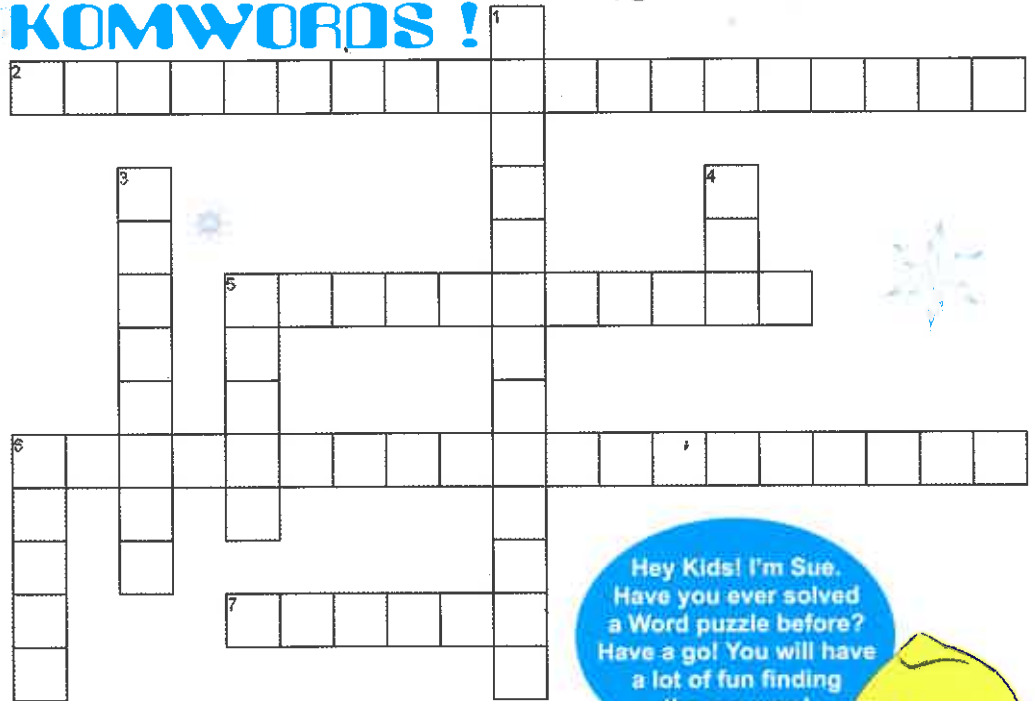
Automatic two-speed travel, automatically adapts travel speed and torque to the underfoot conditions.

The hydraulic system is based around Komatsu's innovative and highly responsive HydraulMind closed centre hydraulic system, the same system as used on its larger excavators.

A pattern change valve allows the controls to be easily set to the operator's preference, while a range of options, including bolt-on road liners and a power-angle-tilt (PAT) blade provides added versatility.



KOMWORDS !



DOWN

- 1 The new WB97R-5 is what type of machine (Page 19)?
- 3 As seen on page 3, who is Komatsu Australia's new President?
- 4 The abbreviation for articulated dump truck (Page 11)
- 5 What's the new track machine launched in this issue of D2E (Page 18)?
- 6 What's the new revolutionary machine with the "Safety Cab" (Page 16)?

ACROSS

- 2 What does G.E.T. stand for (Page 13)?
- 5 The full name for this magazine.
- 6 What's Komatsu Australia's New Slogan?
- 7 Something Special.

Hey Kids! I'm Sue. Have you ever solved a Word puzzle before? Have a go! You will have a lot of fun finding the answers!



KOMATSU MAZE GAME

Hi Kids!

Here is the solution to the last Kids Corner Maze game:

Kim, Mat and Sue had heaps of fun finding their way to their Komatsu machines! How did you find your way through the Maze?

We hope you and your friends had lots of fun too with this game.



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