

DZE

› **DOWN TO EARTH**

› VOL 2. 2007 › ISSUE 45



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- › **KOMTRAX RELEASED IN AUSTRALIA & NZ**
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“We Understand This Business”

Komatsu Corporate Finance is an equipment finance company owned by Komatsu Limited Japan. The company provides the following services to customers of the Komatsu Australia group:

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- Operating Lease
- Commercial Hire Purchase
- Chattel Mortgage (loan secured by a mortgage over the equipment)
- Power by the Hour™

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KOMATSU
CORPORATE FINANCE



Bill Pike
President
Komatsu Australia Pty Ltd

The outlook for the global economy remains encouraging with continued GDP growth in China, strong performance in Europe, improving confidence in America and although Japan has recently experienced slower economic growth, business investment and external demand remains very strong.

In Australia we are still experiencing strong growth,

KOMATSU COMMENTS

however the skills shortage is bringing with it pressure on companies across all industries which will slow down mining and construction projects which will extend into other economic sectors.

The ongoing skills shortage in Australia has meant that construction and mining industries across the country are finding it increasingly difficult to find workers. Komatsu Australia has been a strong supporter of Beacon foundation since its earliest days in Tasmania - and we will continue our support into the future to ensure young Australians are given every opportunity for employment or further education.

Currently, Komatsu Australia is involved in Beacon's Something Concrete program, a community, public and private sector partnership in North Western Australia. This project is building homes and developing skills as part of a demonstration project which, if successful, will be

applied in other remote-area communities where accommodation is critical and job skills generally low.

A variety of Continuous Improvements (CI) projects are nearing completion and the dedicated efforts by all involved have demonstrated our professionalism and expert knowledge. In particular the Komatsu/RioTinto CI program has gained greater momentum this year with KAL leading the way. This has provided real value to our relationship with our major customers.

In the coming months KAL will be rolling out select internal CI projects through the operations area, which many of you may be asked to participate in. I urge you to embrace this and help strive to develop a CI culture within our company.

In this edition of Down to Earth, we launch the new Komtrax machine tracking and monitoring system for the Australia and New Zealand markets. This new

system will provide our customers with detailed information of their Komatsu equipment's performance, location and machine health.

We increase our Dash 8 excavator range by releasing the new 30 tonne Dash 8 machine featuring factory fitted extras as standard. These new additional features will be progressively extended to other excavators in the Dash 8 range during the remainder of 2007.

The new WA250PZ-5 wheel loader is also featured in this issue. This new wheel loader is fitted with an innovative "PZ" linkage system that combines the benefits of Z-bar and parallelogram linkages in a single loader.

The new PC14R-2S also makes its debut - this new mini excavator is productive, costs less to run and maintain and will be easily towable behind a standard vehicle.

Thank you for your continued support.

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BOWDITCH RIDES THE HUNTER VALLEY RESOURCES WAVE



Bowditch family "on-board" the PC2000-8, from left, Jarrod, Madeleine, Geoffrey, Kieran and Isabelle.

Hunter Valley-based mining and civil construction contractor **Bowditch & Partners Pty Ltd** is a family-based company that has successfully ridden the demand for construction and resources-based services over the past 16 years.

Started by Geoffrey Bowditch in 1991 with a single dozer, doing farm dams, road works and some land clearing, today the company owns around 120 pieces of equipment, from light vehicles up to Komatsu PC1600, PC1800 and a brand-new

PC2000-8 excavator carrying out major mine production and infrastructure contracts.

Its fleet includes 23 excavators, from PC45R-8s up to the new PC2000-8, with 13 of them being Komatsu machines.

These consist of three PC45R-8s, one PC50MR-2 one PC75UU-2, two PW130-6s wheel excavators, two PC220LC-7s, three PC1600s (-1 and -2), one PC1800-6 and the PC2000-8, plus a D21 dozer and a WA40-3 loader.

Today the company's activities include civil works, such as rail maintenance contracts and farm works, as well as plant hire, direct to clients and larger contractors, as well as mining contracts.

Bowditch's mining clients include various Hunter Valley mines - not only major ones, but also the smaller ones as well.

"Our work includes a mix of long-term and short-term contracts - some only for a few months, others that go for years," said Geoffrey.

"It includes some production work, such as overburden removal, as well as all facets of mine infrastructure work, including rehabilitation, maintenance of haul roads, tailing dam construction and so on.

"We also carry out a lot of environmental-related works, such as water management -

which is a very big issue now - planting grasses, contour works, creek diversions and dam construction."

Before starting Bowditch & Partners, Geoffrey was a fitter, then an operator in a coal mine

He started off on his own with an old dozer in 1989-90, buying his first new dozer in 1991, then gradually increased his fleet and the works he was able to carry out.

He moved into rail maintenance work in the mid 1990s when the company picked up one of two major rail maintenance

Michelle and Geoffrey Bowditch.





contracts for north-western NSW with Rail Services Australia, covering the region from Newcastle to the Queensland border.

"That was a good contract for us; it kept us very busy," said Geoffrey. "We really grew the company as a result of that contract.

"Our first Komatsu was one of our three PC45Rs, which we bought for the rail contract. We went for Komatsu because at the time it was the only suitable machine available.

"We worked very closely with Bryce Bevan, our local Komatsu sales representative, to ensure it met our strict specifications for rail work.

"Other equipment we bought specifically for the rail contract included a PC75UU-2, additional PC45s, PC50 and the PW30s," he said.

In 2002, the company moved seriously into the mining business with its purchase of a used Komatsu PC1600-1 excavator.

"Before that, we'd been doing a lot of rehabilitation work for mining companies in the Valley, but we moved into mining contract work in 2000-2001,

when we started to upgrade our fleet and buying bigger equipment.

"Today we'd be 70% mining, 30% civil," he said.

Bowditch purchased its PC1800-6 in October 2006, following a lengthy research process.

"Before we bought the PC1800-6, and then the PC2000-8 six months or so later, we did a lot of research into what we needed, and what our clients required," said Geoffrey.

"All the specifications for what we needed, all the homework we did, led to Komatsu. That size of excavator is best suited to the type of work we do."

Both excavators are fitted with 12 cu m buckets, loading 150 tonne dump trucks.

"While we thought the PC1800 was a good machine, I really like the PC2000. Because it's got the single engine, it's a lot more fuel-efficient than the PC1800 - about 20% less fuel consumption," he said.

"It's a far better tractor, it's got a completely different hydraulic system; it's also a lot more comfortable - in terms of operator-friendliness, it's brilliant. All round visibility is

also much better than the older machine.

"Our operators love them. Both are working two 10-hour shifts, five days a week. They are both doing all production work, on long-term overburden stripping contracts."

The other thing that impressed Geoffrey about this excavator was that it came to the site ready to go to work straight away.

"There were no add-ons we had to put on, all the mining specs were completely up to date. It just arrived on the site and went to work.

"We are getting very good availability from them. In particular, the PC2000 has not missed a beat since we got it in April. It's done 1526 hours, with no teething issues at all. When it arrived, we took it off the float on site and started using it straight away," he said.

An interesting aspect of Bowditch & Partners operation is that 20% of its operators are women, a deliberate strategy by the company.

"We started on this process about three years ago, when we began looking for women to drive our trucks," said Geoffrey.

"Tyre availability was becoming an issue, and we thought women would take more care, as we find they tend not to drive as aggressively as the men.

"We were also having trouble getting skilled operators - but we've found that if we take on 'cleanskins' and train them up the way we want, they don't have any bad habits," he said.

"We also have a female fitter working in our workshop."

Both Geoffrey and Michelle play a key "hands-on" role in the company, in addition to their management roles. This includes operating machines when required during weekend or night shifts.

Michelle is also in the process of going for her OCE (open-cut examiner) qualifications, which will allow her to carry out head supervisor duties in production areas.

In addition, Jarrod, their eldest son, is a first-year mechanic apprentice with the company. And on weekends, it's a real family affair, with all three working together as a small crew: Jarrod on the PC1800 excavator, and Geoffrey and Michelle driving trucks.

KOMATSU MACHINES PLAY KEY ROLE FOR PACDIRT



The D375A-5E0 dozer is the main workhorse at Eastern Creek NSW.



Three Komatsu machines - a D375A-5E0 dozer, PC300-7E0 excavator and PC450-7E0 excavator - have delivered the highest levels of performance and reliability for a major industrial park complex in

Sydney's Western Suburbs.

The three machines, owned by Sydney-based contractor PacDirt, are working on Interchange Park, a major development on the former

Australia's Wonderland site at Eastern Creek, strategically located next to the new M7 motorway.

The total site area is 52 hectares, and the work has involved demolishing the old Australia's Wonderland buildings, removing concrete and paving, and preparing the site for industrial building construction.

As of late September, PacDirt was well into the earthworks/civil construction stage, as well as having completed one warehouse/distribution centre for Myer Pty Ltd four months

ahead of schedule, according to general manager Gus McVay.

Myer has a 32,000 sq m warehouse and office complex on the site, along with an associated 30,000 sq m of external works, including car parking and a truck-turning area.

PacDirt is the civil construction arm of the PacLib Group of companies which, alongside its sister company Whitehorse Constructions, is carrying out the redevelopment works on the project.

Work on the project started at the end of April 2006, and it will



not be until early 2008 before the civil works are completed. Building will continue for some years after that.

According to Mark Richardson, PacDirt's project manager, the D375A-5 dozer is the main workhorse on this site.

"It's doing everything, from initial

levelling and clearing, cuts to 20 m deep and ripping to cut to 7 m in solid rock.

"It's been perfect in this application," he said. "We've been very, very happy with it.

"Likewise, the excavators have not caused us any problems at all. Komatsu's service and

support has been exemplary."

The two excavators are engaged in everything from bulk earthworks to final trim, including detail excavation of footings to tolerances of within 20 mm.

"We opted for Komatsu because we were after quality and service, and that was the reputation of the Komatsu product," said Mark.

"The PC300-7 was the first machine we bought, and it's still immaculate. It's now got nearly 3000 hours on it and we haven't had a single thing go wrong with it."

"We are a new company -- and from day one our policy has been to get 100% utilisation from our equipment," Gus McVay said. "We expect performance, productivity, good presentation and safety from our equipment - and we look after it to ensure this happens.

"Jim Madden our plant manager is 100% responsible for ensuring the equipment keeps performing reliably.

"He's been backed up with the support and assistance from, Rueben Newnham and Gary Steen who have been fantastic. They look after us very well," said Gus.



Left: Gus McVay general manager and Mark Richardson project manager, Pacdirt.

DOUG HOOD MINING OPERATORS IMPRESSED WITH D155AX-6 PERFORMANCE

Doug Hood Mining Limited, one of New Zealand's leading contractors and contract miners, has recently bought its first Komatsu dozer, a D155AX-6, for use at Solid Energy's Stockton Opencast Mine north of Westport.

The dozer, which is being used for a range of work at the coal mine - but primarily overburden stripping with the blade - replaced a similar-sized dozer of another make. It was delivered in early May this year.

According to Gavin Begg, Doug Hood Mining Limited's plant manager, the Komatsu dozer was selected based on the overall package offered by Komatsu NZ, plus availability of delivery.

"The D155AX-6 measured up very well against its competitors," he said. "It was certainly very well specced in terms of some of the extra attributes Komatsu provided as part of the package.

"In addition, it had a heavier operating weight and more horsepower," said Gavin.

"Since it's been delivered, our operators have been very

impressed with its performance.

"Buying this dozer is a big step for us, as it's the first Komatsu dozer we've ever owned," he said.

In part, Doug Hood Mining Limited's decision to buy the new dozer resulted from its experiences with other Komatsu equipment at Stockton, including a PC1250-7 backhoe excavator for coal extraction, and three WD600-3 wheel dozers, which are used for cleaning up overburden material.

"Komatsu's backup has been very important for us, and we've been very pleased with the support it's provided for the PC1250-7 since it was delivered here three and a half years ago. And the company's support is improving all the time," he said.

"At the mine, we generally deal with Wayne Talbot, or John McElhinney, from the Auckland office."

Doug Hood Mining Limited was awarded a five-year contract to mine the Stockton Opencast Mine in December 2003, and has more than 100 items of equipment on the site.

The company's contract includes overburden removal, coal winning, ancillary works, and rehabilitation works.

With annual production of around two million tonnes of coal, Stockton is Solid Energy's largest mine. Stockton's coal is railed to Lyttelton for export to Japan, India, China and South Africa, while locally the mine also supplies the Holcim cement works south of Westport.

Komatsu released its D155AX-6 dozer in mid-2006. The dozer features Komatsu's 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, it has an operating weight of 39.5 tonnes and its Sigma blade has a capacity of 9.4 cu m.

According to Komatsu, the Sigma blade reduces digging resistance and provides

smoother material roll up to increase blade load, increasing production compared with a conventional blade.

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

Komatsu maintains that the combination of the Sigma dozer blade and the auto transmission with lockup torque converter result in significant fuel savings for the D155AX-6 compared with the previous model.

Overall productivity is increased substantially 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



- ▶ Automatic transmission with lockup torque converter for increased speed and power to improve fuel consumption and productivity
- ▶ Komatsu's PCCS (palm command control system), 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.



Left: John Taylor - Hanson Wolffdene production supervisor, Craig Stevens - Wolffdene quarry manager and Komatsu Queensland quarry and major accounts manager, Tony Barton.



NEW HD465-7EO DUMP TRUCK EXCELS AT HANSON WOLFFDENE

Luscombe in Queensland is between Brisbane, Australia's third-largest city and the Gold Coast, Australia's action packed holiday destination - our destination in mid August was Hanson's Wolffdene Quarry.

Accompanied by Tony Barton, Komatsu's Queensland quarry and major account manager, we met Wolffdene Quarry's manager, Craig Stevens and production supervisor, John Taylor.

Wolffdene Quarry is approximately 494 hectares and is the largest Hanson Quarry in Australia.

The predominant Wolffdene quarry material extracted is Greywacke, which is a metamorphic sedimentary hard

rock with high strength - excellent for most construction materials.

"We operate six days a week and as we are centrally located, we supply material to all Hanson concrete plants from Brisbane River to the Gold Coast and as far as Ipswich," Craig said.

"The annual sales production is approximately two million tonnes and within the next ten years the quarry production will double because of the growing infrastructure in Queensland.

"Our load and haul process at Wolffdene involves several pieces of equipment and the latest delivery in our range is the Komatsu HD465-7EO rigid dump truck in May 2007, making

five Komatsu machines onsite in total." he said.

The primary role for the new Komatsu HD465-7EO dump truck is to feed Wolffdene's Plant 2 operation, which produces rock products, drainage aggregate and road base.

According to John Taylor the HD465-7EO is performing very well. It has done 850 hours to date and has exceeded all our expectations.

"Basically, we haven't had any problems with it and our major concerns at the quarry is always equipment availability - this machine is performing magnificently," he said.

"And a very important factor to us is that our operators find the

cab more comfortable in ride and ergonomics.

"Another Komatsu machine which is key to the quarry operation is the PC1250-7 excavator which has been with us for two years now. It does 3000 hours per year and is also another great machine.

"We've recently changed to the Komatsu Hensley XS and 'J' Bolt system. This is a hammerless system which has reduced the cost per hour and is very safe, easy and fast to change," said John

"We're getting 1000 hours from this 'J' bolt system compared to 250 hours from the weld on type. Change over can be done in a fraction of the time because there is no gouging or welding!"

KOMATSU MACHINES COME OUT ON TOP FOR LANDFILL OPERATION

A South Australian landfill operation has recently purchased an additional three Komatsu machines for recycling and resource recovery operations, based on key factors including safety, best-fit for the purpose and customer support.

The Southern Region Waste Resource Authority (SRWRA), a regional subsidiary established by the Cities of Onkaparinga, Marion and Holdfast Bay, operates a landfill at McLaren Vale, in the southern outskirts of Adelaide.

This site is one of the major waste disposal sites in Metropolitan Adelaide, receiving in excess of 200,000 tonnes of waste annually.

Late last year, it took delivery of three new pieces of Komatsu equipment, a WA380-6 loader, a WA200PT-5 toolcarrier loader and a PC200-8 excavator. The site already operates a 1993 WA380-1, a 1998 D155AX-3 and a 2000 WF550T-3 landfill compactor.

According to SRWRA's landfill manager, Colin McArdle, safety is a very important issue at the site - which as of May 14, 2007, achieved 12 years LTI (lost-time injury)-free - a record the operation is very proud of.

Colin said the Komatsu equipment scored very highly in safety-related factors.

"For example, the static tipping load on the WA380 was way in front of any of the competition, which is an important safety

consideration," he said.

"All the machines also have excellent visibility; that's another important safety issue, as good visibility means we are not going to hit another machine or a customer's vehicle.

"This decision was mainly made on the basis of fit-for-purpose," Colin said. "We believe the Komatsu equipment was the best available at the time, taking a lot of things into consideration.

"In addition to safety, other reasons included operator comfort, fuel economy - which on all the vehicles has been excellent - plus the loaders have a very soft ride, which also makes for better operator comfort."

Another major factor in choosing Komatsu was the manufacturer's support, he said.

"Support from Komatsu has been excellent. For example, we had a steering pump failure on one of the loaders, and we received efficient and very prompt service to get it fixed.

"There is an

The new WA380-6 is equipped with essential safety related features. Below PC200-8 fitted with grab attachment and magnet, used for resource recovery and sorting through waste materials.



important reason that we need good support here," said Colin.

"This operation runs 364 days a year, so we need good maintenance and support services. We assessed our suppliers on the level of support they can provide, as well as the quality and performance of the equipment."

On site, the new PC200-8 - fitted with a grab attachment and magnet - is being used for resource recovery, sorting through waste materials, pulling recyclable material from mixed dry waste that comes to the site

as light commercial waste.

The operation extracts and recycles both ferrous and non-ferrous metals, Colin said.

The WA200PT-5 utility type tool carrier is used for small vehicle resource recovery. It's fitted with a 4:1 bucket, a forklift attachment and a broom to keep the concrete pad and asphalt roadways clear.

The WA380-6 is used for loading the landfill's two 35 tonne rigid dump trucks with cover material, so it can cover the landfill area at night. It's also used for handling some waste material.

Both the loaders are fitted with L5 tyres filled with Monofill to prevent punctures.



THREE NEW KOMATSU DOZERS SUPPLIED TO SOILCON NSW

Three new Komatsu D65EX-15 dozers have recently been delivered to the Soil Conservation Service Division of the NSW Department of Lands.

The Soil Conservation Service (SoilCon) operates from 37 locations around NSW, providing a range of services specialising in environmental protection, rehabilitation and land management.

It offers a complete range of professional and technical services in erosion and sediment control, soil and water testing, land assessment, water supply, rehabilitation and revegetation techniques.

The service's conservation earthworks operation is centred primarily in the tablelands and grainbelt of NSW, where farmers are

working large, gently sloping lands, said Paul Jones, general manager of SoilCon. Broadbased banks, waterways and farm dams are typical works undertaken

"Around 75% of our work is for rural landholders, with the balance being environmental works for a range of clients including the catchment management authorities. We are very strongly involved with the environmental rehabilitation of degraded lands, including mine sites," he said.

SoilCon operates 40 dozers in the D5-D6 class, along with a number of excavators, and is believed to be the largest operator of this sized dozer in the southern hemisphere, if not the world.

It has just leased two new Komatsu D65EX-15 dozers, plus

it has a third one on loan.

In addition, it has five other D65EX-12s in its fleet, along with four D53A dozers delivered during 1990 and which have up to 20,000 hours on them - a total of 12 Komatsu dozers in the fleet.

"We are now phasing out these D53A - they are getting on, but they've been a pretty reliable tractor over the years - and we hope to replace them with similar size dozers," said Paul.

"That smaller size is particularly well suited to our kinds of work.

"Over the years we've had a great experience with our D65EX-12 dozers; one is still on lease, and the other four we purchased from Komatsu when they came off lease," he said.

"The backup and support from Komatsu has been very good; the support and service provided by Michael Edwards, our local representative has been excellent - I'd say it's probably been better than other suppliers."

One of two D65EX-15 equipped with forward and rear sweeps.



In addition to the Komatsu dozers, SoilCon has a PC200-6 and a PC220LC-7.

The PC200 is currently working in the Hunter Valley placing rock and revetment work at Hexham.

The excavator is regularly employed in flood mitigation maintenance works in the Hunter and following the severe recent floods in the region will be occupied for some time on repairs to damaged infrastructure.

The PC220 has been working in our southern region earthworks program, working on farm dams assisting one of our new D65s and general earthwork projects which will include works associated with the Hume Freeway extension, an \$800 million RTA alliance project.



The PC220-7LC & D65EX-15 doing flood maintenance work in the Hunter Valley area after the recent floods devastated the region.



Murray Dart in his latest Komatsu PC40MR-2 excavator.

LATEST KOMATSU MINI IS THE "BEST YET" SAYS OWNER-OPERATOR

A Gold Coast owner-operator who has been a long-term owner of Komatsu mini excavators since the late 1980s, has recently taken delivery of a PC40MR-2, and maintains it is the best mini excavator he has ever operated.

Murray Dart, of Murray Dart Excavations, works throughout the Gold Coast, Tweed and South Brisbane region, mainly constructing swimming pools and rock retaining walls for landscapers.

His new PC40MR-2 is the fifth Komatsu he has owned, and he transports it around on a flatbed truck.

"I bought my first Komatsu - a PC40-3 - in 1989-90," said Murray.

"I was going to buy another brand, but they kept giving me dates then couldn't deliver, so I went to Komatsu, and they delivered the machine within a week."

Murray's been working on excavators for 36 years.

"When I bought the first PC40, it was my move into working for myself. When I did that, I went from working for contractors as employee around Queensland.

"I had that first machine for five years, and since then I've traded them every three to five years."

Murray believes that with the latest MR-2 series Komatsu has produced a really good machine - "they've really got their act together with this one.

"I'd say it's the best mini excavator I've ever put my bum in - and that's saying something, because I've been in a lot of excavators over the years.

"All the things that were a pain about compact excavators have really been sorted out with these machines," he said.

"It's got lots of space for the operator and the seat's a lot more comfortable, while the tilting cab means it's easy to

maintain and service.

"The blade lifts up higher so it doesn't drag in rough or rocky ground, there's more fuel capacity - 70 litres - plus much better fuel economy, so you can go a couple of days without having to refuel - and there's even a place to put your grease gun."

On top of all this, Murray said Komatsu Australia gave him good service and support.

"They've good got service technicians, who come to your place very promptly, and there's no problems at all with spare parts," he said.

Left: Komatsu customer support sales rep Brandon Piera, Andrew and Mark Thompson (far right) of Thompson Bros Earthmoving and Geoff Killury, Komatsu account manager at Yarrawonga with the Komatsu fleet.



KOMATSU FINANCE HELPS MAKE AN EASY SWITCH FROM SCRAPERS TO ARTICS

Two Victorian "committed scraper men" who recently switched to a combination of Komatsu articulated dump trucks and excavators for the productivity and cost-reduction benefits, used Komatsu Australia Corporate Finance to finance their new equipment fleet.

Mark and Andrew Thompson, who run Thompson Brothers Earthmoving, based at Balliang, near Bacchus Marsh, northwest of Melbourne are finding significant benefits in increased productivity and uptime, lower fuel consumption and fewer issues finding operators by changing to an ADT/excavator operation.

The company, which was previously operated by their father, specialises in landfill and wastewater project constructions, along with golf course and housing developments. Operating throughout Victoria, the company does a lot of work for local councils and water authorities.

Komatsu equipment owned by the company includes a PC400-5 with 20,000 hours, a D65P dozer, plus a recently delivered PC270-

8, two HM300-1 articulated dump trucks and two HM300-2s.

Mark said the company was in the process of getting out of scrapers, and moving to excavator/ADT combinations - and Komatsu Corporate Finance was a major factor in making the switch easier.

"Peter Johnson of Komatsu Finance has been excellent, very easy to deal with - and he gives us very competitive rates for our finance," he said.

"He's very quick to get things done - he doesn't stand on ceremony, and when he says he'll get back to you, he does."

Thompson Brothers has financed its four ADTs and the PC270-8 through Komatsu Finance.

"These Komatsu machines are the first ADTs we've bought," said Mark. "My brother Andy and I grew up with scrapers and dozers; we've always been committed scraper men, and we wouldn't be told there was a better way.

"Then when I went to pick up our new PC270-8 from Geoff Killury at Komatsu, he showed me a new HM300 ADT. I was

really impressed with the build quality and the way it was put together, so we bought it as well.

"We trialled it on a project down near the Mornington Peninsula, and we went so well there that we bought another three," said Mark.

"We find the dump trucks are so much more versatile, and the fuel savings are substantial; we also find it much easier to get people to drive ADTs, compared with scraper drivers."

Currently all Thompson Brothers' Komatsu artics are working at Yarrawonga.

"The ground water there is at 2 m, and they can easily handle the wet underfoot conditions - unlike scrapers," he said.

"We are saving a considerable amount of fuel in switching from scrapers to ADTs, plus we are more productive, because we can continue working in the rain - so they are working every day. With the scrapers, if you get a sniff of rain, you have to park them up."

Mark has also been impressed with the level of support from Komatsu Australia - and the

company's flexible approach.

"Komatsu's backup has been very good; when we were down at the Mornington Peninsula, the fellows at Traralgon branch certainly looked after us," he said.

"We also find the Komatsu people very flexible.

"We have a local mechanic we use for all our repairs and maintenance - Rod Rankin of Drysdale Diesel Services. Komatsu has allowed him to do our day-to-day warranty stuff, instead of insisting that they come out and do it.

"It's been great for us that they are happy to work with Rod, to ensure that our machines are working all the time," Mark said.

"We've found with other suppliers that they won't allow your mechanics to work on a machine if it's a warranty-related issue, so this been a great advantage in dealing with Komatsu.

"Their priority is always to sort something out quickly and trust Rod to solve the problem, rather than going through a long set of procedures and holding everything up," he said.

FORD CIVIL - A WINNER AT EARTH AWARD



Stuart Ford

D2E would like to congratulate long-term Komatsu client Ford Civil for its recent success in the 2007 Civil Contractors Federation EARTH AWARDS.

Ford Civil's work on the Glebe Foreshore project, around the inner Sydney suburb of Glebe won it the Category 3 Award in the NSW EARTH AWARDS. This project is now a finalist in the CCF National EARTH AWARDS, which will be announced at CCF's national conference in

Alice Springs in late October.

Ford Civil's work on the Glebe foreshore Stage 2 project is the culmination of many years of campaigning by local residents to provide a critical link in the Sydney Harbour foreshore pedestrian and cycle network, and covers 3.2 km of shoreline and 16 ha of parkland.

Ford Civil Contracting was chosen to reverse years of industrialisation and neglect on

the foreshore, returning the area to a natural oasis for the residents of Glebe and to provide a suitable thoroughfare and access.

Equipment it used on the project include its Komatsu PC220-7, PC228US-2 and two PC50MR-2 excavators along with a hired-in D155 dozer.

We would like to wish Ford Civil all the best for the national finals in October.



IPWEA CONFERENCE IN CAIRNS

Komatsu Australia was the platinum sponsor at the Biennial International Public Works Conference which was held in Cairns from Sunday 26 August to Thursday 30 August 2007. The conference attracted around 500 delegates plus partners from across Australia and overseas.

The conference theme this year was 'Be Inspired' and what a great location to inspire you - from the Wet Tropics Rainforest to the Great Barrier Reef - Cairns was an inspiration.

The Komatsu's gala dinner on Wednesday 29th August was at the Cairns Convention Centre and was the highlight of the week. To start, over 800 people were entertained by the String Angels; three lovely ladies on violins playing classics and contemporary music pieces. This

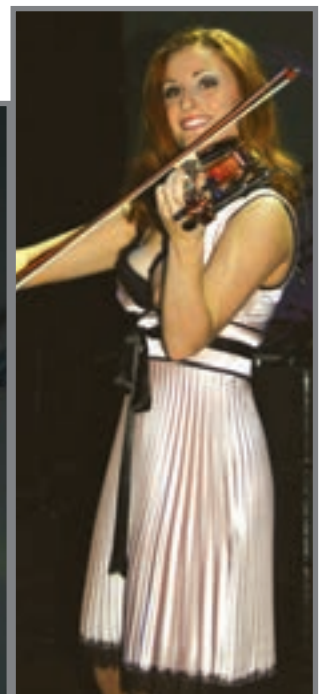
was followed by a pioneer of stand up comedy - Rod Quantock, who had the audience in laughter with his unpretentious wit and unique comedy style. The finale to the Komatsu gala dinner was Joe Camillieri and the Black Sorrows - with everyone on the dance floor - there's no more to say.



Komatsu stand at IPWEA



Joe Camillieri (Black Sorrows)



One of the String Angels

PERSONAL SERVICE MEANS SMALLER CONTRACTOR STICKS WITH KOMATSU

A Gippsland, Victoria contractor has recently converted his excavator fleet to all-Komatsu due to the personalised service and support he receives through his local Komatsu Australia branch.

Brad Scott, of Brad Scott Excavators, is based in Drouin, Gippsland, and runs a fleet of equipment up to 12 tonnes, including three Komatsu excavators - a PC50MR-2 and a PC128-6. He's also recently purchased a SK1020-5 skidsteer.

Brad works closely with a mate, Joe Smith of Smith Excavations - who also owns a fleet of Komatsu equipment - carrying out general earthworks, sewerage works and civil works throughout Victoria.

"Joe and I both run up to 12 tonne machines, and we share projects together," said Brad.

"I took over my dad's business 10 years ago; he'd been going 40 years, and had been running Komatsu machines going back 18 years.

Brad's main client is Farnham Construction Group, which works all over Victoria. The company does a lot of work for car dealerships and schools, and he is the company's main subbie for earthworks.

His largest project at the moment is the Martha Cove Marina development at Safety Beach on Port Phillip Bay.

Before he bought his latest PC50MR-2, Brad had a mix of Komatsu and another brand - "but last Christmas, I converted

to all-Komatsu.

"This was mainly due to my local rep, Paul Killury and service manager Ian Bruce," he said.

"Ian only lives about 10 km from me, and he really looks after me. He'll often bring filters and other parts home for me, and I can then just pick them up after work. It's a very personalised service.

"The other good thing about Komatsu is the branch is at Traralgon, only 40 minutes from my place," said Brad.

"I've had a great run from the PC128, so I decided to go for the PC50MR-2.

"The PC50MR-2 is a very good machine. It's got good fuel consumption, a spacious cab and very good air conditioning.

Overall, it's a good compact little package," he said.

All Brad's excavators are fitted with Andrew Millwood tilting hitches, supplied out of Devonport, Tasmania, and really add to his productivity.

Brad has also just purchased a Komatsu 1020-5 skidsteer.

"I've had other brands of skidsteer, but I needed a rubber-tyred machine, and this time I decided to go with Komatsu."

And how does he go operating all these machines?

"I mainly operate my machines by myself, but I have a guy who helps me out sometimes if there's a lot of work about. But usually I'll just take out the best machine for a particular job," said Brad.

The PC50MR-2 excavator is the latest edition to Brad Scott's Komatsu machines.



The latest GD555A-3 Komatsu grader fitted with the Topcon GPS + 3D machine control system.



TOPCON GPS+ 3D MACHINE CONTROL AND KOMATSU GRADER IS A GREAT COMBINATION

A Victorian contractor is finding a combination of a Topcon GPS+-based 3D machine control system with a Komatsu GD555A-3 grader is providing substantial productivity increases in bulk earthworks and final trim works.

Greg Dougas is the owner of Crushtec, a Melbourne-based contractor specialising in civil construction, bulk earthworks, contract crushing and concrete recycling.

Greg pioneered the use of Topcon GPS machine control in

Victoria, fitting a system to his previous Komatsu 530A grader in 2003.

When he bought his latest grader, the GD555A-3, in January 2006, he had his Topcon GPS+ 3D machine control system fitted to it - and has recently upgraded to the latest version.

"We use the machine control system every day we use the grader," he said. "This includes for final trim as well as for bulk earthworks.

"Eventually, we'll go for Topcon's Millimetre GPS

system." (NOTE: Topcon's Millimetre GPS is a unique system for final trim, allowing accuracies to within 5 mm, using a combination of GPS and patented laser technology.)

"The combination of the Topcon machine control and the Komatsu grader works very well," said Greg.

"We're consistently getting accuracies to 10 mm, and we can even get to 5 mm when final trimming crushed rock. Very rarely will it go out to 20 mm.

"And since we've upgraded to

the latest Topcon control box - which includes Millimetre GPS capability - it's been even better. The grader works more smoothly, it's more responsive and it's faster," he said.

"We've also had great support and assistance from Laser Beams, the local Topcon dealer in Victoria."

In addition to the GD555A-3 grader, Crushtec owns a number of other Komatsu machines, including a WA470-5 and a WA600-1 loader, and a PC270-7 and a PC450-7 excavator.

GD655-3A GRADER OUTPERFORMS THE REST FOR JEP CONTRACTING

A Komatsu GD655-3A grader fitted with a Topcon System 5 machine control system owned by JEP Contracting outperformed and proved more reliable than other makes of grader during the recent construction of a mine access road and an airstrip in North Western Australia in very tough conditions.

JEP Contracting, based in the Mandurah region of WA, was established by Paul and Jodi White just two years ago, and specialises in civil construction works, subdivision earthworks and road construction.

Equipment owned includes a water cart, an excavator and the GD655-3A grader purchased through Brendan O'Shea,

Komatsu Australia's business development manager (south west) for the WA region.

The grader is fitted with Topcon's System 5 GPS machine control system, sonic tracers and 17.5 sized tyres, making it well suited for final trim work.

The company recently contracted to construct 86 km of road and final trim, plus a 2.5 km long airstrip for Fortescue Metals Group's (FMG's) Cloud Break Mine Site, situated 160 km north east of Newman.

"The GD655-3A is the best investment we've even made," said Paul. "It performed well under extreme conditions at this site, which included dirt, dust, heavy grass seed and

constant high ambient temperatures of 55° C.

To help cope with the extreme conditions the grader would be working in on the FMG project, Craig (Shine) Summerfield, Komatsu Australia's national applications manager, suggested a number of modifications.

"This proved to be great advice, as we had no problems with the grader working in these extreme conditions," said Paul.

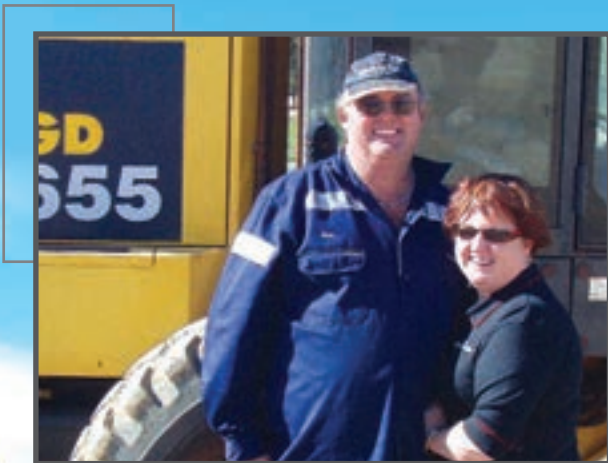
"The conditions that we encountered were tough for all the machines working on this project, including a number of other makes of graders.

"But our Komatsu grader was the best out of the lot and

constantly outperformed the other manufacturers machines," he said.

"The machines were working in really rough and hard ground with high amounts of extremely dry abrasive soils and very hard iron ore, working an average of 12 hours a day, 26 days a month.

"We'd like to express our thanks to the people at Komatsu Western Australia for all their amazing support and professionalism with this grader during this project," said Paul.



“ Paul and Jodi White maintain that the new GD655-3A is the best investment they've made. The grader works in really rough terrain and in constant high ambient temperatures of 55° C. ”



KOMATSU AUSTRALIA CONTINUES STRONG SUPPORT OF BEACON FOUNDATION

Komatsu Australia is one of the Beacon Foundation's major corporate partners, and is working closely with the Foundation to help tackle the issue of youth unemployment and develop real, sustainable jobs for young people.

The Beacon Foundation is a national not-for-profit organisation, that seeks to influence the attitudes and culture of Australians so that each young person develops an independent will to achieve personal success for themselves and their community.

Since the success of No Dole, Beacon has rolled out other successful projects, including its Real Jobs and Polish programs.

Real Jobs has a focus on real (wholly commercially independent and sustainable) job creation.

Polish is designed to "value add" to existing preparatory work in guiding young people with career pathways by providing personal presentation, representation and communication training

Komatsu Australia has been a strong supporter of Beacon since its earliest days in Tasmania - and continues that support today. It remains one of 15 major corporate sponsors of Beacon.

Currently, Komatsu Australia is involved in Beacon's Something Concrete program, a community, public and private sector partnership in North Western Australia.

This project is building homes and developing skills as part of a demonstration project which, if successful, will be applied in other remote-area communities where accommodation is critical and job skills generally low.

Other Beacon programs and fundraising initiatives which Komatsu Australia has been involved with include:

- ▶ The Derwent Valley Stone Wall project, which 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 Pro Hart Komatsu Dash 7 excavator. With the launch of its Dash 7 excavator range in 2002, Komatsu Australia commissioned the late artist Pro Hart to paint a PC200-7 excavator in his unique style.
- ▶ Komatsu personnel, branches and regions are involved with

Beacon No Dole schools around Australia on an on-going basis.

For more information on the Beacon Foundation and its work, visit the Beacon website at www.beaconfoundation.net, email beacon@komatsu.com.au.





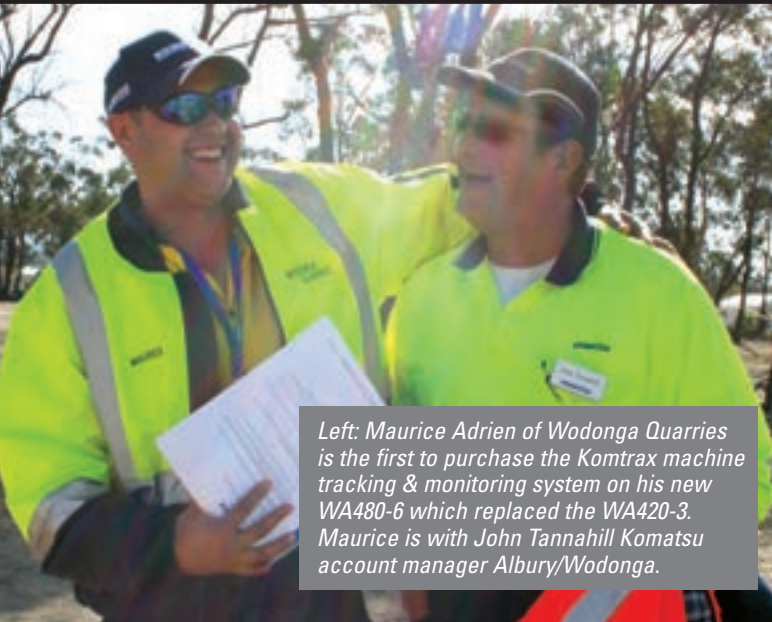
Sean Taylor GM construction welcomes customers to the Hunter Valley.



Customers and students were invited to inspect the Komatsu equipment at the recent customer event.



Right: Bill Pike Komatsu Australia president with Aaron Marsh Komatsu's operator trainer, in the new HM300-2 articulated dump truck.



Left: Maurice Adrien of Wodonga Quarries is the first to purchase the Komtrax machine tracking & monitoring system on his new WA480-6 which replaced the WA420-3. Maurice is with John Tannahill Komatsu account manager Albury/Wodonga.

KOMATSU PULLS ITS BOOTS ON FOR CUSTOMERS

Komatsu Australia held a major customer event in early August, inviting construction sector customers from around Australia and New Zealand to a facility in the NSW Hunter Valley to view its latest new products and services.

More than 120 customers were welcomed to Komatsu's customer event by Sean Taylor, Komatsu Australia's general manager, construction equipment, and then given the opportunity to operate its newly released machines.

A range of new products and services was launched at this event, including:

- ▶ The PC300-8 excavator, the latest in Komatsu's low-emission (Tier 3-compliant) Dash 8 excavator range.
- ▶ The PC138-8 short-tailswing excavator.
- ▶ Two new medium-sized Dash 6 wheel loaders, the WA380-6 and WA480-6 which joined the recently released WA500-6 and WA600-6.
- ▶ The WA250PZ-5 wheel loader, featuring Komatsu's patented new "PZ" linkage system which combines the benefits of Z-bar and parallelogram linkages in a single loader.
- ▶ The PC14R-2, the latest in Komatsu's zero-swing range of mini excavators.
- ▶ KOMTRAX, Komatsu's remote tracking and monitoring system which allows continuous monitoring of the location and operating condition of machines, no matter where they are in the world.

"We have taken our time in introducing KOMTRAX in Australia and New Zealand as we wanted a real market

differentiator in terms of remote fleet management for Komatsu construction projects," said Sean.

"We are now ready to take the lead expected by Komatsu customers in offering this technology."

In addition to hosting customers, Komatsu Australia also used its customer event to promote careers in the construction industry to high school students from the Hunter Valley region.

"It is important for a company like Komatsu to encourage young people into the industry for both ourselves and customers, and we took this opportunity to invite regional high schools to find out more about our industry," he said.

"Komatsu is also a major sponsor in the Beacon Foundation's "No Dole" program, targeting recent school leavers to go on to further tertiary education or find employment through local businesses."

Students from Cessnock High, Mt View High, Tomaree High School, St Phillips Christian College and Kurri Kurri High School attended the event throughout the day.

They were given a short presentation on career opportunities in the construction industry, then toured the worksite for a close-up look at construction equipment working, and an explanation of each type of equipment's role and function in earthmoving and construction.

Sean said the 2007 customer day had been an outstanding success for Komatsu Australia and its customers.

KOMTRAX MONITORING SYSTEM IN AUSTRALIA & NEW ZEALAND



Komatsu has released its Komtrax machine tracking and monitoring system in Australia and New Zealand, providing machine owners with detailed information on their Komatsu equipment's performance, location and machine health.

The release of Komtrax in Australia and New Zealand gives Komatsu customers a unique remote monitoring and security system, so that, they know the status and location of the machine.

Komtrax, which has been available in Japan, China, the US and Europe for a number of years, uses an on-board modem to communicate with a central Komatsu database, via the Orbcomm satellite network.

Information generated by each machine is then delivered via internet to customers allowing them to constantly monitor the machine's load frequency, its location, cautions and abnormalities that may arise.

The Komtrax modem is connected directly to the machine's on-board monitoring system and relative to the Komtrax service level fitted provides operational data - fuel levels, engine revs, oil pressure, hydraulic and transmission oil temperatures, to list just a few - to the owner.

Komtrax hardware now comes as standard on a selected range of new Komatsu construction equipment - said Colin Chamberlain, Komatsu Australia's national marketing

manager, construction.

"The aim of the concept is to maintain the ability for customers to manage the operation and maintenance of their equipment, and for Komatsu to assist in the process," he said.

According to Colin, an important element of Komtrax is its ability to allow the owner to ensure the machine is making money - and not about to start costing money.

It allows a customer to answer three questions:

- ▶ Is the machine operating (and therefore earning money)?
- ▶ Is it safe and where it should be?
- ▶ Is it in good health?

"Traditionally, machine owners have been reliant on their operators to tell them what's happening and how the machine is performing," said Colin.

"Now owners, wherever they may be in Australia, New Zealand - or in fact the world - have access to all the information that their operators have.

"We also expect machines with Komtrax activated to have substantially higher resale values.

"Once a customer decides to sell Komtrax-fitted machine, it will be available with a complete service history and SMR (service meter reading)

list, meaning so much more information is available about the unit during its life," he said.

Another major advantage of Komtrax is machine security, said Colin. Since it has been introduced in Europe, not one Komatsu excavator fitted with Komtrax has been stolen and not recovered within a short period.

Komtrax includes an engine locking system, which can be activated remotely in the event a machine is stolen, preventing it from being started.

"If someone stole a machine, to be able to start it again, they would have to buy a new monitor panel and engine controller - which is only available through Komatsu dealers and must be set up by Komatsu," said Colin.

"As our dealers worldwide will have a register of all equipment, including stolen machines, the machine won't be able to be resold once it's been stolen."

Colin said there were three broad customer segments who would benefit substantially from Komtrax on their machines.

These covered fleet owners, such as contractors, councils, quarries and the like, plant hirers and owner-operators.

"Experience in Japan, China the US and Europe indicates that our plant hire customers will love the system," he said. "It allows them to easily check

where the machine is, when it's working, whether it's meeting the condition of the rental contract and its working hours.

"For their part, fleet owners will be able to see when the machine is working most efficiently, comparing things like engine hours versus moving hours - and thus whether an extra loader, or crusher is required - as well as planning maintenance and productivity.

"Komtrax also has major benefits for owner-operators, who may own just one or two machines," said Colin.

"For them, each machine is a huge capital investment, and they will be able to use the security features, along with service and maintenance alerts, looking to maximise resale value."

According to Colin, the availability of Komtrax for Australian and NZ customers would provide major productivity and machine maintenance benefits for customers.

"The primary aim of Komtrax is to assist our customers in reducing their costs of machine ownership, while at the same time ensuring their Komatsu equipment is as productive as possible," he said.

"It allows us to take advantage of Komatsu's unique and unrivalled technology to provide cost-effective solutions to a wide range of machine-management issues."

KOMTRAX

NEW PC300-8 HAS MORE EXTRAS TO LOWER COSTS OF OWNERSHIP

Komatsu Australia has released the Dash 8 version of its 30 tonne-class PC300 excavator - and including a number of additional features as standard, with the aim of further driving down owners' operating costs.

As with other Dash 8 excavators released by Komatsu over the past 18 months, the PC300-8 delivers lower emissions, increased fuel efficiency and improved operator comfort and safety in a fully integrated machine/component package.

The 30 tonne class machine has an operating weight range of 31.1-32 tonnes (depending on configuration) in standard undercarriage, and 31.6-32.58 with long undercarriage, and is powered by a Komatsu ecot3 Tier III-compliant SAA6D114E-3 diesel rated at 194kW.

Extra features available as standard on the PC300-8 include:

- ▶ Additional counterweight, for increased digging power and lift capacity
- ▶ A rear camera, for added safety and increased productivity in confined or busy sites
- ▶ Boom and arm burst-protection valves, again for

added safety

- ▶ Factory-fitted hammer and quick hitch piping
- ▶ Komatsu's KOMTRAX remote monitoring system.

These additional features will also be progressively extended to other excavators in Komatsu Australia's Dash 8 range during 2007, said Chris Moroz, Komatsu Australia's business manager, construction.

"We are including these features - often regarded as extras - as standard on the PC300-8 as a further element in our commitment to drive down the cost of ownership for Komatsu owners in Australia and New Zealand," he said.

"They represent some significant up-front savings, while delivering performance and productivity benefits, as well as ensuring safer operation of Komatsu excavators on worksites.

"And owners will find our KOMTRAX system - now being rolled out, and which allows owners to know the machine's location via GPS, as well as other operational data - will provide very real savings in whole-of-life machine costs, as well as providing the potential of higher resale costs at machine changeover time.

"KOMTRAX has the potential to deliver another very real key benefit: experience in the US and Europe has shown that Komatsu equipment fitted with KOMTRAX virtually eliminates the risk of theft," said Chris.

The PC300-8 - in common with other Dash 8 excavators - features Komatsu's ecot3 (ecology and economy technology 3) approach, which combines electronic control, hydraulic and engine technology, with all machine components designed and manufactured by Komatsu to work together as an integrated whole.

It also has Komatsu's Operator Protective Guarding (OPG) cab, designed to protect the operator in the event of a machine rollover.

Highlights of the new excavator include:

- ▶ Fuel consumption reduced by up to 10% compared with the PC300-7 equivalent (already recognised as one of the most fuel-efficient excavators on the market).
- ▶ Engine meets US Tier III and European Stage 3A emissions regulations, without sacrificing power or productivity.
- ▶ A dedicated excavator OPG cab incorporating a pipe-

structured framework, providing high durability and impact resistance with very high impact absorption. The seatbelt ensures the operator remains in the safety of the cab in the event of a rollover.

- ▶ Noise levels reduced by a further 2 dBA compared with the Dash 7, combined with a redesigned cab with increased internal space, providing operator comfort levels equivalent to a luxury car.
- ▶ Easy-to-see large LCD colour screen offering improved visibility through use of TFT liquid crystal display, allowing on-going monitoring of all machine functions, with early warning in the event of any malfunctions, and large multi-function selection buttons for easy selection of different operating modes.

▶ "Eco-gauge" display helps reduce fuel consumption by indicating operations which burn more fuel, while an extended idle caution alerts the operator if the machine is idling for more than five minutes.

Chris said the PC300-8 was in line with Komatsu's unique design and manufacturing philosophy.

"No other equipment manufacturer offers the combination of industry-leading technology and componentry, all designed and manufactured by Komatsu to work together as an integrated whole," he said.

"Virtually all other manufacturers offer machines with engine and hydraulic components supplied by a host of third-party suppliers, which means compromises in technology and performance.

"Because all Komatsu excavator components - including those on the PC300-8 - are designed and manufactured from the ground up to work together, we offer unmatched technology, integration and machine performance."





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It's here,
the full package

with all the features, factory fitted, no additional cost - You'll be wrapped.

You wanted a whole host of great features built in to create the perfect hydraulic excavator for Australian operating conditions. We listened, now our factory in Japan has included them as standard equipment.

The list of additions include anti-burst valves, dual flow hammer piping, quick hitch piping, extra lights, pre cleaner, beacon lamp with protective guard, E-stops for left, right and in cabin use, rear view camera and more.

With the PC300-8 and PC300LC-8 there is no need to customise, we've done it for you at no additional cost.

Contact your Komatsu branch for further information.

The sensational Komatsu PC300-8 / PC300LC-8 delivers:

- ✓ New factory-engineered solutions
- ✓ Leading-edge safety features
- ✓ Exceptional power and work capacity
- ✓ Reduced emissions and noise levels
- ✓ Variable working modes for increased efficiency and reduced fuel consumption
- ✓ State of the art 7inch LCD monitor
- ✓ Komtrax machine tracking asset management system



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KOMATSU
Driven by your success

NEW KOMATSU PZ LOADER COMBINES BENEFITS OF Z-BAR AND PARALLELOGRAM



Komatsu Australia has released the WA250PZ-5 wheel loader, fitted with a new "PZ" linkage system that combines the benefits of Z-bar and parallelogram linkages in a single loader.

Komatsu's patented PZ system - released at Bauma in April -

offers the superior breakout of a Z-bar linkage combined with the parallel lifting ability and high tilt-back forces at maximum height of parallelogram systems.

It replaces both the WA250-5 and WA250PT-5 with a single machine.

Power for the WA250PZ-5 comes from a Komatsu SAA6D102E water-cooled, 4-stroke, turbocharged diesel, rated at 101 kW, through an electronically controlled hydrostatic drive system.

Komatsu's Traction Control System is fitted as standard and reduces wheel spin, lowering tyre wear and operating costs.

Applications include structural and civil engineering, earthmoving, road construction, agriculture, forestry and timber handling.

According to Charles Wheeldon, Komatsu Australia's national business manager, quarries, the PZ linkage system's low number of connection linkages and bolts, provides maximum stability and high payload capabilities in any application.

"Unlike other systems that combine parallelogram lift with high-breakout forces, our PZ linkage is a lighter, stronger system that reduces weight at the working end of the loader, giving it higher lift capacities and tipping loads," said Charles.

"In addition, the boom has a new 'see-through' design that contributes to a best-in-class view of the working equipment.

"And as with other products across the Komatsu range, every machine component is designed and manufactured by Komatsu to work together as an integrated whole," he said.

An optional four-point quick coupler on the WA250PZ-5 allows the working equipment to be changed quickly and easily, maximising productivity and versatility.

Charles said maintenance on the WA250PZ-5 was very simple, with large gull wing doors providing safe, easy access to the engine, while a machine diagnostics system enables instant troubleshooting.

A reversible fan and wide-core radiator are available as options and reduce the downtime required for cleaning.

The loader is fitted with Komatsu's SpaceCab, providing operators a spacious working environment with air conditioning, latest ergonomic controls and an air-cushioned seat, while extensive soundproofing keeps noise levels at the operator's ear to 72 dBA.

An optional mono lever with integrated forward/reverse switch offers easy directional shifting while allowing the operator to keep their hands on the wheel.





for greater flexibility

The overwhelmingly efficient hydraulic drive WA250PZ-5 is not your average parallel lift Wheel Loader. It's literally loaded with features allowing you to operate more efficiently than ever before. At the heart of the WA250PZ-5 is its electronically-controlled HST-drive (hydrostatic) 2-motor system with unique PZ-Kinematics combining two linkage systems in one.

This innovative model allows for parallel movement during fork application and it takes a wide range of attachments and buckets, making it ideal for a variety of uses.

The WA250PZ-5 features unique PZ-Kinetics that provide:

- High performance and efficiency
- Exceptional high tilt-back force
- Parallel z bar linkage
- Superb visibility to front attachments
- Wide range of attachments and buckets



1300 KOMATSU
(1300 566 287)

KOMATSU
Driven by your success



KOMATSU RELEASES NEW 1.5 TONNE MINI

Komatsu Australia has released the PC14R-2HS mini excavator, a 1.5 tonne short-tailswing machine featuring class-leading productivity and control, and ease of maintenance.

Powered by a Tier 2-compliant Komatsu 3D67E-1 diesel rated at 11.2 kW, the PC14R-2HS weighs 1.55 tonnes.

It uses Komatsu's CLSS HydrauMind hydraulic system - the same system used on Komatsu's full line of construction excavators, with servo-assisted control levers

for low-effort operation.

In common with the company's other mini excavators, it incorporates a tilting cab floor, giving unrestricted access to all major components.

According to Carl Grundy, Komatsu Australia's national sales manager, utility equipment, this substantially reduces maintenance costs and labour on the excavator.

"The tilting cab concept on our mini excavators has been highlighted by owners as a major factor in making them the easiest minis to service on the

market," he said.

"That means service costs are lower, servicing takes less time, so the machine can spend more time working and earning money, contributing to lower whole-of-life costs.

"The end result is a more productive excavator that also costs less to run and maintain.

"At the same time, Komatsu has taken care to ensure this is a very robust machine.

"For example, it has a cast swing support, providing rigidity to the structure, while the boom

completely houses the hydraulic hoses, protecting them from damage, and ensuring optimum visibility to the digging area," said Carl.

To enable tight area access, the PC14R-2HS features a variable gauge undercarriage which allows the overall width of the machine to be reduced to 980 mm and the tracks extended out to 1300 mm for extra-over-the-side stability when digging and loading.

This undercarriage configuration also has two speed travel fitted as standard.

PROFILE: ROGER BEDDARD, NEW NATIONAL TENDER/CONTRACT MANAGER FOR MINING



Roger Beddard

Komatsu Australia has recently appointed Roger Beddard to oversee the process of managing tenders, supply contracts and pricing for its mining equipment division. This position is seen as a key role within the National Mining Group.

Roger, who has been appointed National Tender/Contract Manager, has worked for Komatsu-related companies for virtually all his working life.

In his new role, Roger is responsible for managing the initial tender processes, pricing of Equipment and to bring all the tender response elements together to enable Komatsu to respond to our mining customers demands.

"With many mining companies opting to call tenders for equipment and going through a full contractual process - which more often than not, also includes repair and

maintenance cost agreements and availability guarantees - rather than simply purchasing equipment, Komatsu Australia identified a need to have a single person manage this entire process, on a national basis" said Roger.

Before taking on this new role, Roger was Komatsu Australia's Brisbane Branch Service Manager - a position he held for 15 months.

Roger originally started working for Komatsu's UK distributor in 1988, after completing an apprenticeship with a large plant & equipment hire company. In 1990-91, he came to Australia on a working holiday, working for the-then NS Komatsu, before returning to England.

During the 1990s, he attended many further education and management training courses, eventually rising to the position of service supervisor with

Komatsu in the UK.

In 2000, he and his family migrated to Australia and he began working with Komatsu Brisbane, initially as a tradesman, but then moving to becoming a Workshop Supervisor at the Brisbane branch, a position he held from 2001 to 2003. He then spent a

year as a Customer Support Representative in northern NSW before his appointment as Service Manager.

"Rogers's work ethic, knowledge of the Komatsu equipment and attention to detail make him ideally suited to the challenging position" said Andrew Martin GM Mining.

CONGRATULATIONS TO MATHEW BEDDARD

Mathew Beddard, son of Komatsu Australia's National Tender/Contract Manager Roger Beddard, has recently won the intermediate level of the 2007 National Geographic Channel Australian Geography Competition. Mathew, who's in Year 11 at St Stephen's College, Oxenford in Brisbane, competed against seven other state and territory winners for the national title at the final in Sydney. He will now be one of three students representing Australia at the National Geographic World Championship in San Diego, California in August - competing against 18 other countries.

Well Done Mathew and Good Luck!



BRETT CUMMINGS, CHRISTCHURCH BRANCH MANAGER

Brett Cummings, branch manager for Komatsu NZ's new Christchurch branch, has been involved with Komatsu equipment in New Zealand for all his working life - dealing with equipment servicing in often-remote locations, and giving him a good appreciation of the challenges and demands involved.

Brett began as an apprentice with Komatsu's West Coast service agent, and worked there for 22 years before joining the then-Komatsu NZ dealer for five years as a technical

representative. This took him through the transition to Komatsu Australia taking direct responsibility for Komatsu sales and support in New Zealand in 2002.

"Because I'm from the West Coast, and I've spent all my working life in service and technical operations, I have a good understanding of the needs of our customers throughout the South Island - particularly in remote, hard-to-reach operations," said Brett.

As branch manager for the new Christchurch operation, he is in



charge of what is becoming Komatsu's primary outlet for the South Island.

"This facility is being set up as the main parts store for the South Island, and will also be our central service and support operation for the South Island," he said.

"We'll be getting all our parts shipped directly here from overseas - rather than via

Auckland - which will speed things up a lot.

"We are looking to grow this business substantially in the next few months - and maintain steady growth over the longer term.

"Already since we opened the branch in March, we've seen significant growth in our activity levels.

"Right now, we are actively looking for good qualified mechanics - we'd like to have a total of six in place here before the end of the year," he said.

"So I'd like to personally invite any qualified service mechanics with a commitment to service, who'd like to work with the best equipment on the market, and who want to work in an environment with good opportunities for career development to give me a call."

NZ'S NEW CHRISTCHURCH BRANCH



Center: Bill Pike - Komatsu Australia & NZ President with the NZ team at the official Christchurch branch opening.

Komatsu NZ has opened a new Christchurch branch, including a workshop, mechanics, sales and customer support representatives and parts holdings for the entire South Island.

Opened on March 24, the new branch - based at 786 Halswell Junction Road, Hornby South, just southwest of the city - will allow Komatsu to provide customers with significantly improved support and service, said Brett Cummings, manager of the new branch.

"We identified a need for us to

focus on the Komatsu customer base throughout the South Island from a central location, allowing us to better respond to customers' requirements," he said.

The new branch includes four service bays in the workshop, able to take equipment up to WA700s loaders, D375 loaders or HD785 trucks size, plus a parts storage facility.

In addition to Brett Cummings as branch manager, the new Christchurch branch currently employs four mechanics (and is looking to expand to six

mechanics by the end of the year), a customer support sales representative, an office/parts administrator, a new equipment sales rep, a used equipment sales rep and an apprentice.

Still to be appointed is a technical representative, and a second apprentice by the end of the year.

"With most equipment and parts destined for South Island customers entering through the port of Lyttelton, it made sense for us to base our main South Island operation in Christchurch," said Brett.

"This new facility will allow us to offer much higher levels of service and support to our customers throughout the South Island."

Komatsu's new Christchurch branch complements its Invercargill branch, which was opened some years ago, and services the company's Southland and Otago customers.

Further information: Komatsu NZ Christchurch branch, 786 Halswell Junction Road, Hornby South, Canterbury. Ph (03) 349 0404, fax (03) 344 0183.

KOMATSU OPENS NEW PREMISES IN GUNNEDAH, NSW

Komatsu Australia has opened a new local branch in Gunnedah to service the north and north west of New South Wales. The new premises, at 18-20 Martin Road, Gunnedah, were previously the premises of Gough & Gilmour, and as part of the move, Komatsu Australia has taken on former Gough & Gilmour staff, as well as service equipment and facilities.

This includes a fleet of fully equipped service trucks, service bays capable of handling equipment up to 80 tonne machines, and a substantial

parts storage facility.

"The new Gunnedah branch will assist us in servicing and supporting our customers in the northern region of New South Wales," said Andy Wiggan, Komatsu Australia's Gunnedah customer support representative.

We can now offer the full suite of Komatsu customer support offerings, including our eCare undercarriage inspection service, KOWA oil analysis and condition monitoring services, machine inspections and appraisals, and our fixed-price

service options - which are tailored to the needs of specific customers.

The new Komatsu Gunnedah team are excited about the new branch and the range of products and services that are now available to the area.

"I'm very thrilled to work for Komatsu Australia!" said Peter Guest Komatsu Australia's Gunnedah service supervisor, previously employed by Gough and Gilmour. "The new Komatsu branch in Gunnedah will give us opportunity to service a wider customer base."

"The Gunnedah operation team has a 'can do' attitude and are all eager to support and service all the different industries in the area," said Peter.

The new branch will be supported by a team of thirteen staff, including eight service

technicians, parts interpreters, administrative personnel and sales representatives for both new and used equipment.

In addition to opening the new Gunnedah premises, over the past few months, Komatsu Australia has opened new branches in Cairns and the Sunshine Coast in Queensland, and Christchurch in New Zealand's South Island.

"The new premises across Australia and New Zealand are part of the Komatsu Australia's nationwide strategy in making substantial investment in customer support, with the aim of providing the industry's highest standards of service and support," said Andy.

Further information: Komatsu Australia, Gunnedah Branch, 18-20 Martin Road, Gunnedah, NSW, 2380. Ph (02) 6742 4500.



Above left: Komatsu Gunnedah team, enthusiastic and committed to servicing customers in the northern region of NSW.



KOMATSU STUDY TOUR TO MINEXPO 2008



Komatsu Australia is planning a study tour to MINExpo 2008.

Minexpo is the mining industry's premier expo and a must-attend event for 2008. It will run from September 22 to 24, 2008 in Las Vegas, USA.

It is anticipated that the tour will include visits to Komatsu facilities and proving grounds, and not to mention the sites of America's jewelled city - Las Vegas!

To register your interest in participating in this tour, please complete the registration form included in this edition of D2E or contact your local Komatsu representative for more information.

Competition Rules:

1. Contest of skill. This is a contest of skill. Winners will be selected based on judge's selection of color neatness, originality and creativity. In the event of a tie score for a prize, the entry with the highest point score will win. Winners will be notified by telephone and in writing by email. The winners will be published in Down To Earth Issue 46.

2. Competition Period. The competition runs from September 2007 to 30th November 2007. All entries must be post-marked on or before 30th November 2007.

3. Eligibility. Any child is eligible for entry. Only one entry per child. Offer open to Australian, New Zealand and New Caledonia residents only, however children under 12 must have parental permission. Entries that do not comply with these official rules will not be eligible to win a prize.

4. Entering the competition. Entrants must design a creative Bookmark on the activity sheet included on the inside back cover on this edition of Down To Earth. Fill out the entry form and send the activity sheet to The Editor, Down To Earth, Komatsu Australia Pty Ltd, PO Box 943 North Ryde BC 1670. Entries will not be returned. Entries must be received on or before November 30th, 2007 to be eligible to win a prize.

5. Prizes. a) First three winners will win a Komatsu PC200-8 excavator model, and will be in the next D2E for all Komatsu Kids to cut and use. b) All prizes will be awarded. Prizes are not transferable. No substitutions (including for cash) are permitted. All prizes won by minors will be awarded to their parents or legal guardians on their behalf.

6. Miscellaneous. Entrants agree to be bound by these official rules and by the decisions of Komatsu competition judging panel.

7. Release. By entering the competition, you (and, if you are a minor, your parents or legal guardians) release Komatsu Australia Pty Ltd and agree to hold harmless its parent, subsidiaries and affiliates, and each of their directors, employees, and agencies from any liability whatsoever for any claims, costs, injuries, losses or damages or any kind arising out of or in connection with: a) entering the competition, b) acceptance of any prize or c) otherwise arising out of or related to the competition.

— Did you know? —

Did you know when Komatsu started manufacturing earthmoving products? If the answer is no, the adjacent dates are a quick guide of the history of Komatsu's equipment production - And if you want to know more you can go to the Komatsu Australia website at the following address and click on the 'History of Komatsu' link for more information:

<http://komatsu.com.au/komatsuworld/profile/factsandfigures/Page/s/default.aspx>

History of production:

- 1921 Komatsu Ltd. was established in Komatsu City, Japan
- 1931 Japan's first crawler-type farm tractor
- 1952 Motor graders
- 1953 Dump trucks
- 1965 Wheel loaders
- 1968 Excavators





Komatsu book mark Kompetition

After completing your artwork (on the left)
fill in your details below and mail it back to
us to the address provided:

Name:

Age:

Address:

.....

Postcode:

Phone:

Email:

Parent or Guardian Signature:

.....

KOMATSU BOOK MARK KOMPETITION
KOMATSU AUSTRALIA PTY LTD
P.O. BOX 943, NORTH RYDE, BC 1670

***In this issue of D2E you can
create your own Komatsu Bookmark!***

Draw your own suggested bookmark design using colour pencils, colour pens, pastels or anything else you might have lying around in the house, to create your bookmark masterpiece!

The three most creative entries will be considered as the official Komatsu Kids Bookmarks. This is a contest of skill and imagination; the winners will be selected based on judge's selection of colour, neatness, originality and creativity.

The best three entries will win a Komatsu PC200-8 excavator model, and will be in the next D2E for all Komatsu Kids to cut-out and use.



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2

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3

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