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» QUARRY DRILL CONFERENCE FOR SAFER PROCEDURES » MINING DOZER BREAKS SOUND BARRIER » NEW 13 TONNE SHORT TAIL EXCAVATOR

# KOMATSU

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**Ian Olivieri**  
 Managing Director  
 Komatsu Australia Pty Ltd

# KOMATSU COMMENTS

**Both the construction and mining industries in which Komatsu operates have a history of strong movement in economic cycles that can at times offer considerable challenges.**

At present Komatsu Ltd is enjoying strong global trading conditions with an increase in sales for the year ending March 2004 of 9.8% to finish with group sales of AUD\$16.4 billion.

Further strong growth is expected throughout this financial year, ending March 2005. Like Australia's own export demand, much of this is fuelled by growth in the Chinese economy, but demand has also improved in the US, Europe, and finally in the Japanese domestic markets after a long period of decline.

I am pleased to say that Komatsu Australia is also enjoying strong trading conditions due to both increased demand across all industry sectors and increased market share for our major product groups.

We have begun our new April financial year with an order book for new equipment sales 150% stronger than at the beginning of the previous trading year - setting up what should be an all time record year for the Company.

This order book is also well spread in geographic, product and client terms. Although we face challenges in securing additional stock from our factories and also in processing such a large influx of machines through our workshops, these

are indeed positive issues for us compared to those usually associated with declining cycles.

I would like to thank our many customers for your support and our Komatsu Australia staff for, once again, making the best of the opportunities which have prevailed over recent months.

Our company grows more diverse in its activities every year. I trust you will enjoy this 33<sup>rd</sup> issue of *Down to Earth* and the pride in our people, products and technology which it reflects.

Thank you

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### Front Cover

Some of Komatsu Australia's Utility range of products.



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# HYDROSTATIC LOADER PROVIDES PLENTY OF PUNCH IN BATCH PLANT



*Allen Asphalt's WA200-5 operator Michael Smith (left) with maintenance supervisor Wayne Holloway*

**A recently delivered Komatsu WA200-5 hydrostatic drive loader is proving an ideal machine for batch plant operations for Queensland-based asphalt specialists Allens Asphalt.**

The new loader was delivered to Allens' Caboolture batch plant in early April.

Fitted with a 2.8 cu m bucket, it is used for feeding material from stockpile bins to the batch plant, and for loading mixes into trucks.

According to Wayne Holloway, the plant's maintenance supervisor, the loader's hydrostatic transmission makes it ideal for work in batching operations.

"It's a very torquey, very gutsy loader; you just put your foot down and go – and it has no lack of power going into the stockpiles," he said.

"It's a good fast, manoeuvrable and steady loader.

"The operators really love it as well. The ergonomics in the cab have been really well thought out; it's very comfortable and all the controls are in the right places, which helps reduce fatigue for the operators.

"We've had a couple of other makes of loader in here, but the

operators' preference is strongly for Komatsu loaders,

"Overall, it's just a great machine. I can't find any fault with it; I'm totally sold on it," said Wayne.

And while it's too early for him to assess from a maintenance point of view, Wayne already believes it will be much easier than conventional machines down the track.

"Certainly preventive maintenance will be much easier with hydrostatic transmission.

"For now, daily maintenance is very easy; all the check points are at eye level, making it a very quick and convenient task," he said.

# TWO MORE LOADERS FOR BROOKS

**Brooks Hire, one of the leading plant hire companies in Western Australia, has recently added to its extensive fleet of Komatsu loaders and excavators with the addition of two Dash 5 wheel loaders.**

Brooks Hire's two latest loaders are a WA480-5, which it purchased in mid-2003, and has just come off a seven-month hire in the state's northwest, and a WA380-5 which it took delivery of in early March 2004.

The company's newest machine, its WA380-5, fitted with a 3.6 cu m bucket, was on its third job in four weeks.

They are primarily used for general loading duties.

Brooks Hire started business in 1979 when owner Doug Brooks bought a Worthington air compressor "on Bankcard", and has built it up from there.

Today it operates throughout Western Australia and has a fleet of 140 machines, with customers including contractors, mining companies and shires.

Doug Brooks has a policy of only hiring equipment, on a dry or wet (with operator) hire basis.

"We made a decision a long time ago not to compete with our clients, which is why we only hire equipment," he said.

Brooks Hire's fleet includes nearly 20 excavators (from 1.5 to 30 tonnes), 30 loaders (from a Komatsu SK714 skidsteer to a WA600-3), around 70 rollers and a number of "Dinosaurs" (the WA term for water carts).

All but two of the loaders and all but four of the excavators are Komatsu units.

So why has Doug stuck with Komatsu?



*This Komatsu WA380-5 is one of 30 loaders owned by Brooks Hire.*

"Well, they are not a competitor for starters!" he says.

"But there's other good reasons as well, of course. They are very good machines, they are very comfortable to work in and our customers are very happy with them.

"We rarely get any complaints from our customers with our Komatsu machines," he said.

"Certainly our customer who had the WA480-5 for the past seven months was very happy with it."

# AUSTRALIA'S FIRST KOMATSU SUPER DOZER SHOWS ON-GOING RELIABILITY

Nearly four years after its commissioning in August 2000, Australia's first Komatsu D475A-3 Super Dozer has notched up over 12,000 hours and has delivered excellent reliability and performance.

The dozer is owned by Comiskey Earthmoving of Queensland, and has been based at the Jellimbah Plains coal mine, near Blackwater in central Queensland, since then.

It works two 12-hour shifts a day, four days a week pushing overburden at the mine. Production rates range from 600 bcm per hour down to 400 bcm per hour, depending on the mine's requirements, the type of material and how far it has to push.

Designed specifically for dozing applications, a Super Dozer features lock-up powershift transmission for more efficient transfer of power to the tracks and a larger specially designed blade.

"It's been a bloody good tractor," said Joe Comiskey, owner of Comiskey Earthmoving.

"I couldn't say how much overburden it's shifted over the past few years, but it's given us no trouble over that 12,000 hours.



From left: Joe Comiskey with David Laidlaw, Komatsu Australia product manager, dozers.

"Overall, its reliability has been very good, and we've had no failures of any components.

"We are fortunate that we get quiet periods in the overburden removal process, so we have always been able to do a bit of preventive maintenance to ensure we stay on top of the maintenance process," said Joe.

"At around 10,000 hours on the engine, we did a mid-life, overhauling the turbo, injector and fuel pumps. But the torque converter and transmission

have never needed looking at.

"One final drive failed at 11,000 hours, but the other one has never been looked at.

"At 11,800 hours, we reconditioned the front equaliser bar with new bearings and pins. That was an amazing run from an equaliser bar; you'd never get that kind of life from other dozers," he said.

At around 9000 hours Joe installed a larger radiator to allow the machine to better handle the high ambient

temperatures in central Queensland.

"That makes it run unbelievably cool now."

In addition, the dozer still has its original track – and Joe reckons there's another couple of thousand hours left in it.

"We did a pin and bush change at about 8000 hours, and until then the tracks had never come off the machine.

"I think we'll get through to about 13,000 to 14,000 hours and by then they'll be throwaway, but we'll have got a real good life from them.

"That is certainly way ahead of what you'd get from any other dozer this size," he said.

"Overall, I've been really pleased with the machine. I don't know why more of these haven't been sold in Australia; they are very well suited to this application."



Comiskey's D475A-3 Super Dozer

# WA1200 LOADERS SELL IN PAIRS

**With the sale of two Komatsu WA1200-3 wheel loaders to BMA Coal's Peak Downs mine in central Queensland, Komatsu is seeing a significant increase in the number of these large loaders in the region.**

In May 2003, Komatsu delivered a WA1200-3 to BMA's Blackwater mine, also in central Queensland.

The two new Peak Downs loaders, delivered in March and April this year, fitted with high-lift arms and 30 cu m coal and partings buckets, are being

used for coal loading operations, loading 220 tonne coal trays and belly-dump coal wagons.

According to Allan Cooper, Peak Downs' contracts coordinator, the WA1200s were chosen because they were the required size, and because of good reports on the operation of the Blackwater WA1200.

"The alternatives didn't have the reach to load our new haulage systems easily and efficiently," he said. "We've opted to fit these new loaders



*These two photos show Peak Downs new WA1200-3 wheel loaders, fitted with high-lift arms and 30 cu m buckets.*



with high-lift arms to handle these loading requirements."

Since delivery, they have received very good reports from the mine.

Garry Hughes, the mine's coal mining superintendent, said the build quality of the two loaders was among the best he'd seen for large equipment.

"Once commissioned, the two loaders started work with no

problems whatsoever, which is a remarkable achievement for such large pieces of equipment," he said.

"One of them is now up to around 900 hours, and has run perfectly since it began here."

The Komatsu loaders are part of a fleet replacement program at Peak Downs.

# IR DRILL RIG DELIVERED TO WESTERN SAMOA

**Late last year, Komatsu Australia's Queensland region carried out predelivery, shipping and on-site commissioning of an Ingersoll-Rand LM401 crawler drill to Western Samoa's Alafua Quarry.**

The rig was fully prepared at Komatsu's Townsville service centre by service manager Lee Foran and his team, before being shipped to Western Samoa from Brisbane.

Since being delivered, the drill has performed very well, according to Kapeneta Pereline, operations manager for the Samoan Ministry of Works Department's Samoan Quarry and Sealing Products operation.

The Alafua Quarry has been in operation for around 30 years, supplying basalt material for all roadworks, building developments, airports and general infrastructure in Western Samoa.



*The Ingersoll-Rand LM401 crawler drill in operation at the Alafua Quarry in Western Samoa.*

# KOMATSU SALES ADMINISTRATOR PRINCESS MARY'S COUSIN

Alison Donaldson is Komatsu's popular sales administrator for Tasmania, and is also Mary Donaldson's cousin. Alison recently attended the much publicised wedding of Mary Donaldson and Crown Prince Frederik.

Among the 800 official guests, Alison and other members of Mary's family were there to witness the fairytale wedding in Copenhagen – as well as a few million back home in Australia (and around the world).

Far right: Alison Donaldson, Komatsu's sales administrator with Jacqueline Johncock and Margaret Howard.



## "MOST COMFORTABLE EXCAVATOR EVER"



Southline's Darren Coghlan finds his Komatsu PC40MR-2 a lot easier on his back after a long day's work.

Darren Coghlan of Southline Pty Ltd, a south-east Melbourne drainage contractor, is finding his new Komatsu PC40MR-2 excavator to be the most

comfortable mini excavator he's ever driven.

"This is a beautiful machine to drive; I get out of it at the end of

the day, and I don't have a sore back!" he said.

"It's very nice and comfortable to drive, with very low effort required on the levers."

Southline works in the Narrewarrin-Cranbourne region, putting in sewerage and stormwater installations in new housing developments.

Typically it carries out around 1200 drainage installations a year, with its biggest client being Hemley Properties.

"This new machine can easily carry out two installations a day – that's two sewers and two stormwaters, which is great for us. It's very productive," Darren said.

Darren is now on his seventh Komatsu excavator – and has stuck with the company for the past eight years due to what he describes as "faultless" service and support.

"The reason we switched to Komatsu in the first place is that they promised us better support than our previous supplier," he said.

"We've been with Komatsu for eight years now, and we can't fault them at all. If we have a breakdown, they will come and fix it for us overnight if necessary.

They have never let us down once," said Darren.

# QUARRY DRILL CONFERENCE DEVELOPS SAFER PROCEDURES

A quarry drilling conference organised by the Victorian-based Construction Materials Processors Association (CMPA) is developing safer practices and procedures for drill operators.

Held in late March and hosted jointly by Komatsu Australia and Orica at Komatsu's Campbellfield offices, the workshop was an industry response to a number of accidents – including fatalities – involving drill rigs.

This was recognised by those present through standing for one minute's silence at the start of the workshop.

Specifically aimed at drill rig operators, owners and quarry managers, the aim of the workshop was to firstly establish the hazards associated with the quarry drilling process and secondly, to identify controls to ensure the safe operation of drill rigs in quarry sites.

Three standard documents will result from the workshop:

- ▶ a drill operator's pre-start and end-of-day safety checklist
- ▶ a checklist of identified issues for selecting a new drill rig or contractor
- ▶ a daily blasthole report sheet.

Their use will become standard practice within the Victorian quarrying industry.

A key aim of the workshop was to ensure that relevant and applicable risks and controls were identified in a true tripartite approach.

Every effort was made to ensure that operators, owners and regulators were well represented at the workshop.



*CMPA drill conference held at Komatsu Campbellfield office.*

The response was outstanding, with over 85 people attending. In addition to drill rig owners and operators, those present included quarry managers, human resources and occupational health and safety people, and Department of Primary Industries (DPI) representatives, drill rig distributors and other industry suppliers.

Following the workshop, the CMPA is in the process of developing the final documents for distribution to the industry early in June, according to Grant Phillips, chairperson of CMPA and managing director of Yarra Valley Quarries.

"These documents will be made available to both quarry managers and to the drill rig operators."

While initially developed for the use of CMPA members in Victoria, Grant said the

documents were designed to be generic enough for use throughout Australia.

He said the concept of a workshop for the operator end of the industry to develop new safety procedures was a first for the quarry sector.



*A demonstration of correct drill-steel handling*

"We are very committed to ensuring that the documents we come up with are relevant to the needs of operators, and reflect their knowledge and concerns," said Grant.

*For more information on the workshop and to place an order for new checklist, contact the CMPA, ph (03) 9745 2132, email enquiries@cmpavic.asn.au.*

## CMPA

The Annual General Meeting for CMPA will be held at Sovereign Hill, Ballarat in Victoria on Saturday August 14, 2004.

*For more information contact the CMPA, ph (03) 9745 2132.*

# KOMATSU "TAKES THE LEAD" AT BAUMA 2004



*Komatsu's impressive Bauma stand.*

**Colin Chamberlain, Komatsu Australia's senior product manager for wheel loaders, hosted Komatsu Australia's tour to Bauma 2004 in late March/early April. The tour included a trip to Komatsu Europe's Hanover wheel loader factory and sightseeing in Germany and the Czech Republic.**

Komatsu Europe had assembled a great stand, and a very entertaining show/presentation for visitors to its stand, with the theme "Take the Lead".

There were 38 machines on display in Komatsu's 4600 sq m stand, which took up most of Hall B5. About 10 new models were launched at the show.

The Komatsu Australia tour group, consisting of 32 people, including 26 customers, left Sydney on March 20, heading for Berlin, Germany – the base for the next four days.

From Berlin, the group took in a factory visit to Komatsu's Hanover factory, where the current generation of Dash 5 wheel loaders comes from.

After a tour of the factory, delegates were given the opportunity to operate some of the new Dash 5 hydrostatic loaders just being released, using the factory's own demonstration area.

On returning to Berlin, the group spent a few days touring historic parts of this famous city, both western and eastern, before heading off to Dresden (home of the famed Dresden china) and Prague in the Czech Republic.

From there it was on to Munich, where a function was held to welcome members of the Komatsu Australia "fly-in/fly-out" tour (who'd opted just to visit Munich for the duration of Bauma). Together with

members of the pre-Bauma tour, there were more than 50 Komatsu customers at this function.

Monday March 28, all tour delegates were escorted to the show by Komatsu Europe staff, and were hosted at a function at the Komatsu stand.

Tour members were then invited to view the Bauma 2004 premiere of Komatsu's presentation "Take the Lead". This very entertaining, highly spectacular 15 minute show outlined Komatsu's history and achievements both in Europe and globally, and included some great special effects.

A very impressive WA70 wheel loader flew around the stand above everyone's heads. It turned out to be a helium balloon fabricated and painted to look just like a real wheel loader!

Other highlights of Bauma week included a joint dinner and show with the Civil Contractors Federation, and a farewell dinner at the Austinkellar, the oldest beer garden in Munich.



*Komatsu's "Take the Lead" show.*



*A key feature was the "flying" WA70 wheel loader.*



# KOMATSU EXTENDS CONDITION MONITORING TO FIXED PLANT

Komatsu Australia has extended its condition monitoring service (CMS) to now include fixed plant, such as crushers, conveyors, screens and the like, in addition to its traditional earthmoving equipment oil analysis services.

Komatsu CMS has labs in Brisbane and Perth, and is capable of offering a wide range of component analysis services at a national level. Additional services offered through Komatsu CMS include:

- Vibration analysis
- Metallurgical testing and evaluation
- Thermal imaging
- X-ray analysis.

In order to offer these extended services, Komatsu CMS has extended its alliance with CCI

Pope, a specialised engineering and asset management company.

CCI Pope is able to carry out a range of non-destructive testing services – as well as failure analysis once a part or component has failed.

According to John Hardy, Komatsu Australia's national condition monitoring manager, these increased capabilities allow the company to provide condition monitoring for all plant in a mine or quarry operation.

"Many mines and quarries have as much fixed plant requiring condition monitoring as they do mobile plant," he said. "We are now able to go to these companies and provide monitoring services for all aspects of machinery on a single invoice.



*Komatsu Australia has sophisticated condition monitoring labs in both Perth and Brisbane, able to offer a wide range of component analysis services.*

"Advantages for mining and quarrying operations include one service Australia-wide, without the need for different state operations to deal with separate dealers, and of course the ability to have all on-site

equipment monitored under the one system.

"Our slogan for this complete, nationwide service is 'One system, one service, one price'," said John.

# KOMATSU SPONSORS SOUTH CRONULLA COMMUNITY SURFBOAT

*In March, Komatsu Australia's South Eastern Region handed over a new surfboat to Sydney's South Cronulla Surf Life Saving Club. The new boat, christened "Ray Shirley" after a lifelong stalwart of the club, will be used in both competition events and for surf rescue training. It was handed over to the club on behalf of Komatsu Australia by Grant Benson, South Eastern Region unit business manager.*



# SUCCESSFUL AUSTIMBER SHOW FOR KOMATSU PARTNERS



*Komatsu Australia displayed an array of forestry machinery at AusTimber 2004.*

**Komatsu Australia had a highly successful AusTimber show in early April, with over 1000 timber industry contractors, operators, owners and managers visiting our stand – and that of our new “sister” company Komatsu Forest.**

Visitors to both stands took the opportunity to view our equipment in action, and also to

check out some of the new and innovative forestry machinery we had on display, including the new Komatsu “forestry-built” excavators.

This new line of excavators has been purpose-built to meet the unique needs of performance and safety in the forestry industry, resulting in safer and more reliable equipment for

forestry applications – and attracted a high level of interest from visitors.

Also on display were three Komatsu Dash 5 loaders with the new Komatsu-built “Working Gear” attachments specifically built to match Komatsu equipment, and with full Komatsu warranty.

The Komatsu Dash 5 loaders on display incorporated special factory-fitted logging application modifications, including “Logger” specification bucket cylinders and heavier rear counterweights.

Our recently released mid range D65EX-15 and D85EX-15 dozers also got plenty of attention. They are well suited for forestry applications, featuring Komatsu’s own hydrostatic steering system for excellent manoeuvrability and a high degree of control.

In the demonstration area above our marquee, we were able to put three forestry excavators the PC300-7, PC270-7 and PC228USF (fitted with specialist forestry equipment), through their paces.

On the Komatsu Forest stand, visitors were able to see a range of Valmet and Timbco harvesters and forwarders in action.

These included the Valmet 445EX with Valmet 390 head, the Valmet 445EXL with Valmet 385 head, the Valmet 890.2/8 forwarder and the Timbco TF820E forwarder.



*The PC270-7 during a demonstration on the Komatsu stand.*



*Komatsu Forest stand.*

# KOMATSU NZ OPENS NEW OFFICES IN AUCKLAND AND INVERCARGILL



*Architect drawing of Komatsu NZ's new Auckland office.*

**Komatsu Australia's New Zealand operation has recently opened new premises at opposite ends of the country: a new head office in Auckland,**

**and a branch office in Invercargill.**

The new Auckland office, at 19 Offenhauser Drive, East Tamaki,

includes a purpose-built workshop and large parts warehouse, plus a display area for new and used machines.

For the first time in NZ, the new factory combines Komatsu's administration, parts, product support and workshop under one roof. A total of 39 staff members are based out of this office.

Contact details are phone (09) 920 5300, fax (09) 920 5301, email [info@komatsu.co.nz](mailto:info@komatsu.co.nz).

Komatsu's NZ's new Invercargill office is at 37 Gimblet Street, Invercargill. Staff includes service administrator Debbie Robson, product support

representative Ron Chilton and two field service technicians, Brent Cross & Barry Farquharson.

Facilities include parts storage, workshop and machine display area.

Contact details are phone (03) 215 8490, fax (03) 215 7450, email [drobson@komatsu.co.nz](mailto:drobson@komatsu.co.nz).

Komatsu NZ now has three new modern outlets, as well as a countrywide network of eleven service agents.

# NEWCASTLE PREMISES OFFICIALLY OPENED

In early March, Kerry Hickey, NSW Minister for Mineral Resources, officially opened Komatsu Australia's new \$3 million Newcastle premises. Present at the opening included local Komatsu customers, Komatsu Australia's managing director Ian Olivieri and other senior Komatsu personnel, Councillor Geoff Robinson of Port Stephens Council; Rob Farley, principal of Tomaree High School and Scott Harris, CEO of the Beacon Foundation. In opening the new facilities, Minister Hickey paid tribute to Komatsu Australia's involvement in new risk assessment procedures being developed by his department aimed at resulting in safer worksites. The Minister was



*Right: Ian MacCowan with Kerry Hickey.*

presented with a signed photo of the famous Pro Hart-painted PC200-7 in appreciation of his attendance at the opening.



*Ian Olivieri presents Minister Kerry Hickey with a Pro Hart signed print.*

# KOMATSU BREAKS



## KOMATSU DASH 5 DOZERS. THE QUIET ACHIEVERS.

At just 70 dB(A) inside the operator's cab, the new Komatsu D475A-5 is head and shoulders the quietest dozer in its class. With our high pressure air-conditioning system, it's also cleaner and cooler.

The new D475A-5 is smooth too. Vibration and shock to the operator have been greatly reduced thanks to a new hyper viscous cab mounting system and new K-Bogie suspension.

# SOUND BARRIER



D65E-15



D85EX-15



D155AX-5



D275A-5



D375A-5



D475A-5

[www.komatsu.com.au](http://www.komatsu.com.au) 1800 853 311

Most people like Komatsu dozers because they get the job done, no fuss. Now, our next generation dozers are quiet achievers in more ways than one.

**KOMATSU**  
Quality you can rely on

# TIER II WA500-3 LOADER NOW AVAILABLE



*Komatsu's new Tier II WA500-3 loader features a low-emission engine.*

Komatsu has released a new Tier II version of its successful WA500-3 wheel loader, a machine which has proved highly popular in the Australian market.

The WA500-3 Tier II is an evolution of the original Dash 3 machine, featuring a number of fuel efficiency, productivity, operator comfort and safety, and environmental advances.

The WA500-3 Tier II is powered by Komatsu's SA6D140E-3 engine rated at 235 kW; but now with common rail injection (CRI) fuel system which meets the forthcoming mandatory Tier II emissions standards in the US and Europe.

In addition to the engine upgrade, the new WA500-3 Tier II features:

- New large deluxe cabin, with access either side – the same size as used on bigger Komatsu wheel loaders
- Electrically control suspension system (ECSS) (ride control) as standard
- Stick steer (as well as steering wheel) as standard
- Easier serviceability, including 500 hour oil change intervals and greatly improved access to daily service points
- Wet disk park brake
- Lower noise levels.

Bucket sizes have also been increased, with the WA500-3 Tier II now having a 5.4 cu m

bolt-on cutting edge bucket as standard.

This larger bucket capacity is designed to give a better match when loading trucks with the WA500-3 Tier II well matched to 28-30 tonne capacity tipper combinations.

The WA500-3 Tier II is also available in either standard or high-lift boom configuration.

According to Colin Chamberlain, Komatsu Australia's senior product manager, wheel loaders, the new WA500-3 Tier II can be better matched to particular applications, and is more productive and fuel efficient.

"The new engine, combined with the larger bucket capacity, means that it can move more material providing a better tonne-per-litre benefit for owners," he said.

"The larger cab, stick steer, ECSS and lower noise levels significantly increase operator comfort, while the two-door cabin entry and exit are important safety features."

# POPULAR MODEL REBORN AS D85EX-15 SERIES

Komatsu Australia has released a second dozer in its mid-size EX-15 dozer series, the 28 tonne, 180 kW D85EX-15. The D85EX-15 replaces the D87E-2 dozer, and joins its smaller Dash 15 dozer, the D65EX-15. As with the smaller machine, the new D85EX-15 sets new standards in controllability and operator comfort.

It incorporates a number of advances recently introduced

on the company's successful new Dash 5 series large mining dozers. This ERG Class D06 dozer has an operating weight of 28,000 kg (without attachment) and is powered by a 179 kW turbocharged and aftercooled Komatsu SA6D125E-3 diesel engine meeting Tier II emission requirements.



*The D85EX-15 dozer sets new standards in comfort and controllability.*

# LATEST KOMATSU MINING DOZER BREAKS THE SOUND BARRIER

Komatsu's latest upgraded mining dozer, the D475A-5, is the quietest mining dozer on the market, with unprecedented reductions in operator and bystander noise levels.

As with other machines in Komatsu's new Dash 5 dozer range, the D475A-5 features major improvements in operator comfort, ease of operation — and lower noise levels.

The new dozer has an operating weight of 102.5 tonnes and is powered by a Komatsu SDA12V140 diesel rated at 642 kW.

According to David Laidlaw, Komatsu Australia's product manager mining dozers, the design parameters behind the D475A-5 "are all about the operator".

"In-cab sound levels have been hugely reduced from 81 dBA to 70 dBA, a level never before achieved in large dozer designs," he said.

At the same time, external noise levels have been reduced to 110 dBA dynamic (ISO 6395), well below the present strict



*The new D475A-5 has a low 70 dBA in-cab noise level.*

requirements of many mining sites.

"Our other big improvements have been in the ride, machine balance and operator controls," he said.

"The new K-bogie undercarriage system on the D475A-5 greatly improves operator comfort in all applications," said David. "It also gives improved traction and increased component durability."

Additional operator comfort is provided through the use of a newly developed viscous cab damper mounting, giving additional shock and vibration absorption through its long stroke.

On the operating side, Komatsu's new PCCS (palm command control system) — introduced earlier on the D375A-5 and D275AX-5 dozers — makes controlling the machine much easier and more comfortable.

"The operator sits with a relaxed posture, and has superb fine control without fatigue," said David. "Transmission gear shifting is carried out simply by the push of thumb-operated buttons."

The cab on the D475A-5 is identical to that introduced earlier on the D275AX-5 and D375A-5, with increased room, large glass areas for good visibility and a pressurised air conditioning system to keep the cool in and the dust out — another area of challenge for large dozer design.



## FREE DASH 5 DOZER KIT!

Register on-line for your free Komatsu Dash 5 Dozer kit.

The kit includes a Dash 5 cap, sticker and product information on the new Komatsu Dash 5 Dozers.

Just go to [www.komatsu.com.au/knet/wafaa/contact\\_form.asp](http://www.komatsu.com.au/knet/wafaa/contact_form.asp) and register **NOW** for the special Dash 5 Dozer kit.

Offer expires July 31, 2004

# CEMETERY RE-ORDERS KOMATSU BACKHOES, MINI EXCAVATOR



*Left: Jim Ramsey with Terry Chessor, Komatsu sales representative at the handover of the new backhoes and mini excavator.*

Sydney's major cemetery servicing the city's southern region has just taken delivery of two new Komatsu WB97R-2 backhoes and a PC12R-HS mini excavator – replacing three similar Komatsu units.

The machines are used by the Woronora General Cemetery and Crematorium Trust at Sutherland for grave digging, landscaping and general construction and maintenance works.

The cemetery, which dates back to 1895, contains many historic gravesites.

The cemetery is nearing capacity with the last large parcel of land being developed. It is expected that space for sale of the right of burial for new gravesites will be exhausted by approximately 2025, although it is anticipated that its crematorium services will be able to continue indefinitely.

According to cemetery manager Jim Ramsey, Woronora Cemetery opted again for Komatsu after the excellent performance, reliability and operator acceptance of the three

previous Komatsu machines – which were purchased about four years ago.

"All the Komatsu units have been very good machines, which is why we are buying this second lot," he said.

"The decision was also made by our operators, and they are very happy with these machines.

"The other major reason is the backup we've received from Komatsu Australia. We can't afford any downtime here at all, and so good backup is essential," said Jim.

## THE SEVEN-MINUTE SERVICE CALL!

Port Adelaide owner-operator Bob Wagstaff recently made the switch to a Komatsu PC50-MR2 mini excavator after nearly 20 years with another brand.

And with a service call within seven minutes on a Saturday morning, he's been very pleased with the move.

Bob's company, Crown Excavations, works throughout the Adelaide metropolitan area, and sometimes a bit further afield. About 80% of his work is in housing foundations, with the rest in general excavation.

He started in business in 1985, and until this year had stuck with another brand through five different excavators, three 3.5 tonne models and two 5 tonners.

Having had his new Komatsu for about a month, he's very glad he made the switch.

"I'm very impressed with the new machine; it's got lots of features the other make didn't have.

"The Komatsu is also quite a different concept; it's finished better, it's got a very comfortable cab and it's very easy to operate.

"Having air conditioning is a big bonus. I never had it on my previous machines, and with Adelaide's hot summers it can get up to 50°C in the cab, so it's a lot more comfortable," he says.

"I'm also getting used to the short-tail. All my other machines were conventional long tails, so it's quite something being able to get up close to houses and other objects. It's certainly a big advantage.



*Bob Wagstaff has been impressed by his new PC50MR-2 excavator – and Komatsu's service.*

"Other extras such as a demountable blade, road liner pads and higher ground clearance are also great."

Bob says another important reason he opted for Komatsu was the after-sales service.

"I've been exceptionally pleased with the backup; I rang up about something one Saturday morning, and they were around here in seven minutes. You can't complain about that."



# EXCAVATOR CONTROLS MAKE BACKHOE OPERATION EASY

**Excavator-style hydraulics and controls on Komatsu's WB97R-2 backhoe/loader make it a very effective and powerful performer for Coonabarabran Shire Council's plumbers department.**

Coonabarabran Shire, in north western NSW, took delivery of the new backhoe in early 2004, after a comprehensive competitive demonstration against two other makes.

Fitted with extending dipper and forks, it is used for drainage and sewerage works, including excavation, backfill, truck loading, pipe handling and handling chemical palletloads.

"All the operators have been ecstatic about its performance. We have one guy on it most of the time, with another three that use it occasionally.

Also contributing to the decision to opt for the Komatsu backhoe was the shire's experience with a WA380-5 working in its gravel pits.

"This has been an outstanding machine for us, a very good performer," he said.

"We've also been very impressed with the backup we get from Komatsu's Andy Wiggan out of Tamworth. The service he gives us is brilliant; any problem and he's onto it straight away."

According to Stuart Green, Coonabarabran Shire's plant supervisor, the operators of the new Komatsu have been very impressed with its performance – particularly the capability of its excavator-style hydraulics.

"The excavator-style controls are just great. There's no need to rev the guts out of the machine to get it to perform," said Stuart.

"Recently the guys had to pull a tree stump out of the river, and it just walked away with it – no trouble at all. Our previous backhoe wouldn't have even looked at it," he said.



*Left: John Dawson and Craig Moore, Coonabarabran Shire backhoe operators, with the shire's recently delivered WB97R-2 backhoe.*

# D65EX-15 DOZER "CAN DO FINAL TRIM LIKE A GRADER"

**Australia's first D65EX-15 dozer has received the thumbs up from its owner, Newcastle, NSW-based contractor Mountain Industries, with reports from the operator that it "can do final trim like a grader".**

According to Keith Morgan, general manager of Mountain Industries' civil engineering division, the machine's balance, stability and controls provide excellent work quality.

"We bought this machine to do a wide variety of jobs: specialised subdivision works such as roads and lots, and also for shaping golf courses," he said.

"In golf course work, the more

accurately you can shape the contours, the less work is required by the smaller finishing machinery.

"Our operator is finding that the balance and stability of our D65EX-15 is allowing him to shape the courses to very close to the final contours. It's as good as any other machine we've ever used for this purpose," said Keith.

"He's finding the hydraulic blade controls give really good fine control, while the machine's balance means it's got very good end-to-end stability, so it doesn't pitch about as much.

"We also opted to get this machine fitted with a four-

barrel Lewis ripper system, which gives it very good ripping performance and contributes to the excellent balance," he said.

Mountain Industries has been a

buyer of Komatsu equipment for about the past 13 years, with a fleet that includes six excavators, six wheel loaders, a GD530A-2 grader and a WB97R-2 backhoe.



*Mountain Industries' D65EX-15 dozer in subdivision work.*

# CORRECT MATCH OF ATTACHMENTS



Komatsu field service personnel can advise on machinery attachments.

**Attachments give a lot more versatility to your equipment, whether for an excavator, skidsteer or backhoe.**

However, because they extend the kinds of jobs your machine can do, it is important to ensure that attachments are correctly matched to your machine, and that you work with and around attachments safely.

Here's a few do's and don'ts to help get the best from your attachments, safely.

- Don't "overload" your machine with an attachment that's too big or demands too much hydraulic oil. Komatsu Australia's field service people can advise you on this

- Before installing any new attachments, check with your supplier that it is suitable for use with your machine
- When using unfamiliar attachments for the first time, take the trouble to get used to it and how it affects the performance and balance of your machine
- Remember that a larger attachment will change the balance of your machine, so be particularly careful when travelling across slopes or in soft ground
- Always follow the manufacturer's recommendations for servicing your attachment.

# LOADER WORKS OVER 30,000 HOURS IN TOUGH NZ CONDITIONS

**A WA800-1 wheel loader owned by one of New Zealand's leading civil contractors has logged well over 30,000 hours over more than 20 years in some very challenging conditions.**

The loader was bought used by Kaipara Ltd (formerly Kaipara Excavators) around 20 years ago to handle overburden removal at the Stockton Coal Mine on the West Coast of the South Island.

It spent about 15 years there, in what is a very high rainfall region, before moving to Auckland about four years ago. It is now used for on-going repair and rehabilitation of runways on Mangere International Airport, for which Kaipara has the contract.

In this application, it is fitted with forks, and is required to

shift blocks of concrete weighing up to 30 tonnes.

"That machine is still performing as well as the day it was built," said Colin Drinkrow, Kaipara's Mangere Airport projects manager.

"Over the years, we've rebuilt the engine a couple of times, and replaced and repaired a few driveline components, but the base machine is still going strong.

"For example, throughout those thousands of hours it's done for us, the articulation assembly has never been touched; that's just amazing," said Colin.

This machine was the first WA800-1 loader built by Komatsu, Serial 10001.

Kaipara also owns the first WA800-1 prototype, with no serial number.



"The WA800-1 still performing as well as the day it was built...."

In total, it has three WA800s, known as Godzilla #1, Godzilla #2 and Godzilla #3.

Kaipara, which carries out civil works throughout New Zealand, and also in the Pacific, including Fiji, Norfolk Island and

Samoa, has a fleet of about 100 items of equipment.

One of the largest Komatsu fleet owners in NZ, its equipment includes excavators, wheel loaders, dozers, dump trucks and graders etc.

# NEW 13 TONNE SHORT-TAIL EXCAVATOR



Introducing Komatsu's PC138US-2 excavator.

**Komatsu Australia has released a new short-tail excavator in the 13 tonne class, the PC138US-2. It replaces the PC128US-2.**

The new PC138US-2 has an operating weight of between 13,480 and 13,850 kg (depending on configuration) and is powered by a Komatsu SAA4D95LE-3-A turbo diesel rated at 66 kW, and which meets all US and European Tier II emissions standards.

Key features of the PC138US-2 compared with its predecessor include:

- › A longer track frame and heavier counterweight, giving the machine better lifting performance and improved stability. For example, lift

- › capacity over the side at maximum reach has increased by 17%, while over the front it is up by 29% at maximum reach

- › A more powerful, Tier II emissions-compliant engine

- › Drawbar pull increased by 12% for improved manoeuvrability in difficult working situations, such as on slopes, in muddy conditions, etc

- › Oil-cooler, after-cooler and radiator placed side-by-side (rather than in-line) for better cooling performance and to make cleaning easier

However, according to Julian Reynolds, Komatsu Australia's product manager, excavators, popular features of the previous

model PC128US-2 have been retained, including a spacious cab and low noise levels.

"Our short-tail excavators have developed a reputation as high-production machines with excellent operator comfort features," he said.

"Performance is equivalent to conventional tailswing excavators in the same class, but with the advantages of much safer and easier operations in confined areas, on roadworks or where other workers are in close proximity.

"The additional power, weight and lifting performance of the PC138US-2 will make it even more productive than its predecessor," said Julian.

# TIER II KOMATSU BACKHOE HAS PPC CONTROL

**Komatsu Australia has released its WB97R-2 Tier II backhoe/loader.**

The major change is the switch to Komatsu's S4D106-2SFA diesel complying with all US and European Tier II emissions standards while delivering increased power and fuel efficiency. This turbocharged engine is rated at 73 kW at 2200 rpm.

Other major changes to the WB97R-2 Tier II, all available as standard features, include:

Hydraulic sideshift, making positioning of the backhoe unit easier, and resulting in less damage to sealed pavements or grassed areas

PPC servo controls, giving

excavator-style "wrist action" control of all digging functions for increased comfort, reduced operator fatigue and better control of fine digging work

Redesigned cab for greater comfort and increased visibility, allowing the operator to sit in a more relaxed position and giving a better view of the backhoe and loader buckets in fully raised positions

According to Dave Stuart, Komatsu Australia's manager, utility products, the WB97R-2 Tier II is a substantial upgrade of the earlier model. This version is a major step forward for us, and it addresses all of the issues with the earlier machine, resulting in a backhoe/loader that is more

powerful, has lower engine emissions, is easier to operate, is more comfortable and is

more robust and durable," said Dave.



Komatsu's new WB97R-2 Tier II backhoe/loader.

# PC1250-7 TAMES CHALLENGING NEW ZEALAND MINE

**A Komatsu PC1250-7 excavator, which has recently been delivered to Doug Hood Mining Limited's Stockton mine operation, just north of Westport on the South Island's West Coast, has been exceeding expectations in its first few weeks of operation.**

The machine is working in some of the most challenging conditions in the country, including annual rainfall of more than 6 m, working with hard coal and very abrasive overburden materials.

The Stockton mine is owned by Solid Energy New Zealand Limited, and produces coal for export to Europe, Japan and other parts of Asia. The mine's annual coal output is around 2 million tonnes.

Coal is transported by rail to Lyttelton, from where it is shipped to export markets.

It is one of New Zealand's older coal mines, with underground workings going back to the turn of the last century, when it was primarily worked as an underground mine.

The mine is on a plateau about 1200 m above sea level, so in addition to the West Coast's high rainfall levels, it has to contend with regular snowfalls



*Doug Hood Mining's new PC1250-7 excavator has exceeded expectations since starting at the Stockton Mine in Westport, NZ.*

and whiteouts when the cloud cover descends.

Doug Hood Mining Limited, which is part of the parent contracting company, Doug Hood Limited, well known for its "can-do" approach to very challenging projects, started a five-year contract for a total mining service at Stockton on December 1 last year.

This includes overburden removal, coal extraction and ancillary works such as rehabilitation, contouring, etc.

A 180 tonne excavator removes overburden, with the Komatsu PC1250-7 loading coal – both into 90 tonne dump trucks.

The PC1250-7 is fitted with a 9.5 cu m coal bucket and elevated cab, giving the operators a better view into the truck bodies.

According to Dougal Francis, general manager of Doug Hood Mining, both the climatic and ground conditions make for a very challenging project.

"The overburden is very hard and abrasive. The overburden coverage is only about 13 m, which is a fairly low ratio, but both the overburden and the coal itself are pretty hard," he said.

"We need to blast the overburden before we can remove it."

The coal seams average 8 m thick, which combined with the hardness of the coal mean fairly hard digging for the Komatsu.

"The coal takes quite a bit of digging out, but the PC1250-7

has been putting in a pretty impressive performance since it started here in mid-January," said Francis.

"With the conditions it's working in and the selective mining constraints, it is performing better than we anticipated."

Given this was Doug Hood Limited's first Komatsu machine, why had the company opted for the PC1250-7.

"It came down to the performance and specifications of this machine and Komatsu's preparedness to back up their product compared with the competition," said Francis.

"They were both fairly closely matched in terms of specifications, but there were some financial benefits, plus the 9.5 cu m bucket size that Komatsu was prepared to stand behind.

"The other important factor was the speed of delivery Komatsu could offer; we were under tremendous pressure to start on this project, with very limited lead in time."



*PC1250-7 loading coal at Stockton mine operation.*

# TOM JACKSON AND KOMATSU ADD TO BEACON SUPPORT

As previewed in the previous edition of Down to Earth, Tom Jackson of the Jackson Group of Companies and Komatsu Australia have renewed their sponsorship arrangement for Tom's Motorsport 37 Chev Coupe Dragster.

Tom now brings his dragster to Beacon events in NSW, such as the sign-up ceremonies when schools and students commit to the "No Dole" pledge, instead opting for further education or entering the workforce.

One of Tom's first outings under Komatsu's sponsorship was the opening of Komatsu's new Newcastle premises in early March. Also in attendance were students and staff from Tomaree High School, which has recently joined the Beacon program.



*Tom Jackson, third from left, next to Komatsu managing director Ian Olivieri and NSW Minister for Mineral Resources Kerry Hickey, with Tomaree High School staff and students and other dignitaries at the opening of Komatsu's Newcastle premises.*

## D475A-5 HAS EARLY IMPACT

**SUCCESSFUL entry of the new D475A-5 dozer into the Pilbara iron ore industry in Western Australia has paved the way for future sales of the machine in one of the key growth segments of the Australian market.**

The first of the Dash-5 units to be delivered into Western Australia recently passed 2000 hours of operation at the Rio Tinto-operated West Angelas mine, 110km west of Newman, where it has been used for bench and dump maintenance, topsoil clearing, and drill and excavator pad, and ramp preparation.

The D475A-5 is part of a substantial fleet of Komatsu equipment at the 60 million-tonnes-per-annum mine, including 16 large dump trucks and some 20 ancillary items.

Featuring Komatsu's latest crawler-dozer design enhancements, the 102.5-tonne D475A-5 has already proven to be a productive and reliable addition to the mine fleet, according to production superintendent Andrew Caruso.

"We have operated two Komatsu 375 dozers since the beginning of the project (in late 2001) and the 475 provides significant advantages over those units," Andrew said.

"The layout of the cab is well designed and operators have indicated that it is particularly comfortable and quiet during operation. These features are attractive from a safety perspective as they will contribute to reduced operator fatigue."



*D475A-5 in West Angelas operation*

The all-new D475A-5 had potential widespread applications in the burgeoning Pilbara iron ore mining industry, said Don Cleary, Komatsu fleet supervisor for the West Angelas site.

"We are looking at increasing the size of our dozer fleet to support ongoing production expansion at West Angelas," said Andrew.

"We are giving strong consideration to the purchase of another D475 unit this year."

# LAWRIE MILLS JOINS KOMATSU AUSTRALIA



*Lawrie Mills*

**Lawrie Mills, who has had many years of experience in new and used construction and earthmoving equipment in Australia, has joined Komatsu Australia as its south-eastern region regional general sales manager.**

In this new role, he is responsible for Komatsu sales in NSW, Victoria and Tasmania.

For the past six years, Lawrie has been national sales manager, for another national supplier of construction and earthmoving equipment.

Prior to that, he was five years with one of Australia's largest independent suppliers of used equipment, buying and selling used equipment on the worldwide market.

Lawrie started his career in the earthmoving equipment business with Banbury Engineering, which he joined in 1987 as a sales cadet, moving up to a general line sales representative and then territory representative by the time he left there in 1993.

"It's a great opportunity for me to join the leading supplier of construction and mining equipment in Australia," said Lawrie.

"I'm really looking forward to the challenges in extending our market penetration in the south-eastern region, to meeting our many loyal customers and to

assisting in demonstrating the benefits of Komatsu ownership to other potential customers."

Ian MacCowan, Komatsu Australia's south-eastern region general manager, welcomed Lawrie's appointment.

"Lawrie brings enormous experience and knowledge of the industry to the Komatsu team," he said.

"He has built up a reputation as someone who knows the industry and its people extremely well, with a good understanding of the needs of our customers and future customers.

"It's great to have him on our team," said Ian.

*You can contact Lawrie on (02) 9795 8322, email [lmills@komatsu.com.au](mailto:lmills@komatsu.com.au).*

# NEW MINING SALES MANAGER FOR SOUTH EASTERN REGION

**Steve Wylie has been appointed mining sales manager for Komatsu Australia's South Eastern Region, covering NSW, Victoria and Tasmania.**

Steve, who has worked in the mining industry all his working life, was previously with Coal & Allied, where he spent 22 years – primarily in the NSW black coalfields, but also including a short period in Weipa, far north Queensland.

A mining engineer by trade, his most recent job at Coal & Allied was as project co-ordinator for the Mt Thorley-Warkworth mine integration.

Before that, he was in production oriented line-management roles.

During his career, Steve has had significant exposure to Komatsu Mining Products as an end user.

"I am excited by the opportunity afforded to me by Komatsu Australia to represent its mining product range. I intend to draw upon my practical and technical work background to support clients with understanding the benefits of this product range."

*You can contact Steve on (02) 6570 2800, mobile 0419 426 232, email [swylie@komatsu.com.au](mailto:swylie@komatsu.com.au).*



*Steve Wylie*

# KOMATSU KIDS CORNER

## SPOT THE DIFFERENCES



Take a look at these two pictures and see if you can find the 7 differences between them. Put an X to mark each difference, fill in your details at the bottom of this page and mail it back to us.

Spot the Difference Competition  
 Komatsu Australia Pty Ltd  
 PO Box 66, Fairfield NSW 2165.

The first 3 correct entries drawn out will win a Komatsu Kids Pack, which includes one Komatsu backpack, one Komatsu cap and one Komatsu drink bottle.

Winners will be drawn on July 9, 2004 at 3:00pm at 1-12 Mandarin St, Fairfield East, Sydney.  
 Winners will be notified by phone and/or mail directly following the draw.

Name .....

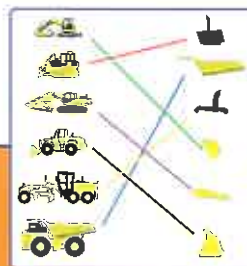
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**SOLUTION FOR KIDS  
 CORNER ISSUE 32**



# BETTER BY DESIGN



*Komatsu MR-2. Winner of  
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## AWARD WINNING NEW KOMATSU MR-2 MINI-EXCAVATORS.

The new Komatsu MR-2 family is better on paper and better on site. Tilt operator station. Fully opening engine hood and side covers. Greater access for monitoring and maintenance. It's easier to use and easier to maintain. Delivers greater up-time and greater productivity.

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